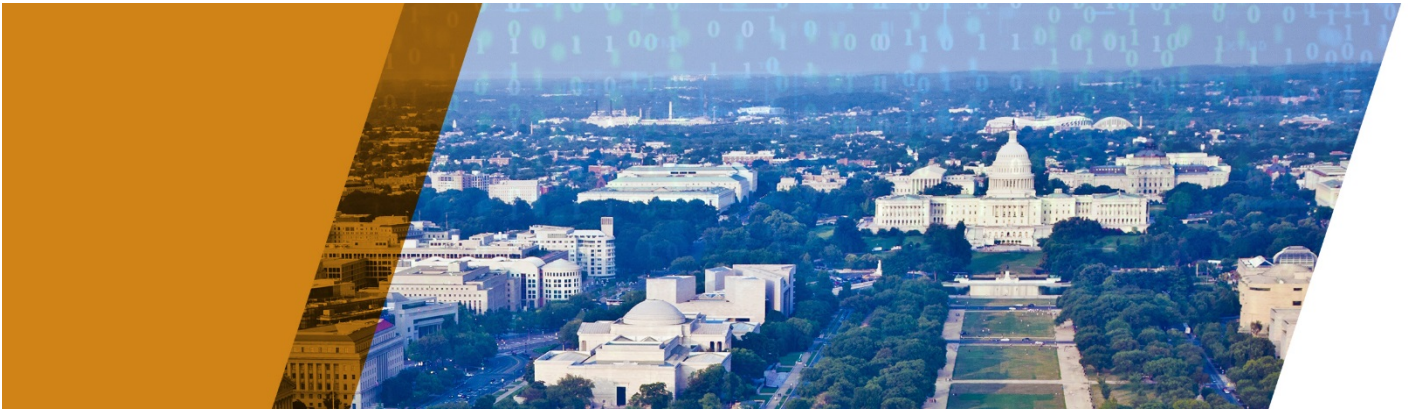




THE STATE OF UTAH
DIVISION OF PURCHASING

NASPO ValuePoint Master Agreement for Cloud Solutions

Utah Solicitation Number CH16012

Cost Proposal

PRESENTED BY



March 10, 2016

1.0 Cost Proposal Narrative

Support pricing for Amazon Web Services will be calculated and invoiced at the individual Customer Account level as follows:

Support Services Pricing Tiers	% of Gross Fees ¹
Support Pricing Tier 1 – The First \$10K	10%
Support Pricing Tier 2 – The Next \$10K-\$80K	7%
Support Pricing Tier 3 – The Next \$80K-\$250K	5%
Support Pricing Tier 4 – Over \$250K	3%

¹ Gross Fees refer to list prices

Example:

This is a tiered pricing model, meaning that if monthly spend at list prices was \$100,000, then the total amount owed for support for the month would be:

First \$10,000 (10000*10%)	=	\$1,000
Next \$70,000 (70000*7%)	=	\$4,900
Remaining \$13,000 (13000*5%)	=	\$650
Total for support in this example	=	\$6,550

- On-site and remote hourly rates are subject to annual increases where these are justifiable with a published index.
- Travel and per diem will be charged at cost for on-site services performed.
- Provided price catalogs are broken into category according to the minimum discount schedule (Software as a Service, Infrastructure as a Service, Platform as a Service, and Value Added Services). These offerings are all applicable to various sectors (for example, education, e-procurement, information, etc.).
- Additional Cost Proposal files:
 - DLT File 19 – Cost Proposal – Attachment G.xlsx
 - DLT File 20 – Cost Proposal – Pricelist AWS.xlsx
 - DLT File 21 – Cost Proposal – Pricelist Akamai.xlsx
 - DLT File 22 – Cost Proposal – Pricelist Google.xlsx
 - DLT File 23 – Cost Proposal – Pricelist DLT Solutions.xlsx