

**RFP19000698**  
**Statewide Value-Add Resellers for Microsoft Azure and Amazon AWS**  
**Cloud Services**

**Attachment 7**

**(ME: Complies)** The completion and submission of this Cost Proposal is mandatory. No other proposer supplied pricing shall be evaluated for award. No other proposer supplied pricing shall constitute the pricing for any resulting contract unless accepted in writing by the State of Idaho Division of Purchasing.

**RE VAR PART 1. (M: complies)** It is mandatory to provide the following information:

<b>PROPOSER COMPANY NAME:</b>	<b>Cloud Navigator, Inc.</b>
<b>COMPANY FEIN NUMBER:</b>	<b>59-3030550</b>
<b>PROPOSAL SUBMITTED BY:</b>	<b>Mark Alexander</b>
<b>SUBMITTED BY TITLE:</b>	<b>President</b>
<b>SUBMITTED BY PHONE NUMBER:</b>	<b>850.684.8150</b>
<b>SUBMITTED BY FAX:</b>	
<b>SUBMITTED BY EMAIL ADDRESS:</b>	<b>mark.alexander@cloudnav.com</b>
<b>COMPANY MAILING ADDRESS:</b>	<b>2932 Wellington Cir</b>
	<b>Tallahassee, FL 32309</b>

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## Attachment 7

**AZURE VAR PART 2. (M,E: Complies) Software as a Service (SaaS) Discount or Markup Percent.**

Provide the baseline Discount Percent off **OR** the baseline Markup Percent to MSRP guaranteed for any Commercial or Government Azure SaaS service purchased by the State or Public Agency. **Proposers must provide either a discount % or markup % for Commercial SaaS services AND provide either a discount % or markup % for Government SaaS services.** The baseline will be the baseline for all Azure SaaS purchases, however the VAR is expected to pass along to the State deeper discounts or reduced markups where allowed by Microsoft.

**Proposers may only choose either a "Discount %" or a "Mark-up %" under the following headers. Baseline discount/markup percents and volume discount/markup percents will be used for evaluating cost.**

**or**

Baseline Discount or Markup	Commercial SaaS Cloud Services		Government SaaS Cloud Services	
	% Discount	% Mark-up	% Discount	% Mark-up
	7.50%	0.00%	7.50%	0.00%

**AZURE VAR PART 3. (M,E: Complies) Infrastructure as a Service (IaaS) Discount or Markup Percent.**

Provide the baseline Discount Percent off **OR** the baseline Markup Percent to MSRP guaranteed for any Commercial or Government Azure IaaS service purchased by the State or Public Agency. **Proposers must provide either a discount % or markup % for Commercial IaaS services AND provide either a discount % or markup % for Government IaaS services.** The baseline will be the baseline for all Azure IaaS purchases, however the VAR is expected to pass along to the State deeper discounts or reduced markups where allowed by Microsoft.

**Proposers may only choose either a "Discount %" or a "Mark-up %" under the following headers. Baseline discount/markup percents and volume discount/markup percents will be used for evaluating cost.**

**or**

Baseline Discount or Markup	Commercial IaaS Cloud Services		Government IaaS Cloud Services	
	% Discount	% Mark-up	% Discount	% Mark-up
	7.50%	0.00%	7.50%	0.00%

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**AZURE VAR PART 4. (M,E: Complies) Platform as a Service (PaaS) Discount or Markup Percent.**

Provide the baseline Discount Percent off **OR** the baseline Markup Percent to MSRP guaranteed for any Commercial or Government Azure PaaS service purchased by the State or Public Agency. **Proposers must provide either a discount % or markup % for Commercial PaaS services AND provide either a discount % or markup % for Government PaaS services.** The baseline will be the baseline for all Azure PaaS purchases, however the VAR is expected to pass along to the State deeper discounts or reduced markups where allowed by Microsoft.

**Proposers may only choose either a "Discount %" or a "Mark-up %" under the following headers. Baseline discount/markup percents and volume discount/markup percents will be used for evaluating cost.**

or

Baseline Discount or Markup	Commercial PaaS Cloud Services		Government PaaS Cloud Services	
	% Discount	% Mark-up	% Discount	% Mark-up
	7.50%	0.00%	7.50%	0.00%

**AZURE VAR PART 5. Software as a Service (SaaS) EDUCATIONAL Discount or Markup Percent.**

Provide the baseline Discount Percent off **OR** the baseline Markup Percent to MSRP guaranteed for any Educational Azure SaaS service purchased by the State or Public Agency. **Proposers must provide either a discount % or markup % for EDUCATIONAL SaaS services.** The baseline will be the baseline for all Azure SaaS EDUCATIONAL purchases, however the VAR is expected to pass along to the State deeper discounts or reduced markups where allowed by Microsoft.

**Proposers may only choose either a "Discount %" or a "Mark-up %" under the following headers. Baseline discount/markup percents and volume discount/markup percents will **not** be used for evaluating cost. Providing educational information is optional.**

Baseline Discount or Markup	Educational SaaS Cloud Services	
	% Discount	% Mark-up
	7.50%	0.00%

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**AZURE VAR PART 6. Infrastructure as a Service (IaaS) EDUCATIONAL Discount or Markup Percent.**

Provide the baseline Discount Percent off **OR** the baseline Markup Percent to MSRP guaranteed for any Educational Azure IaaS service purchased by the State or Public Agency. **Proposers must provide either a discount % or markup % for EDUCATIONAL IaaS services.** The baseline will be the baseline for all Azure IaaS EDUCATIONAL purchases, however the VAR is expected to pass along to the State deeper discounts or reduced markups where allowed by Microsoft.

**Proposers may only choose either a "Discount %" or a "Mark-up %" under the following headers. Baseline discount/markup percents and volume discount/markup percents will not be used for evaluating cost. Providing educational information is optional.**

Baseline Discount or Markup	Educational IaaS Cloud Services	
	% Discount	% Mark-up
	7.50%	0.00%

**AZURE VAR PART 7. Platform as a Service (PaaS) EDUCATIONAL Discount or Markup Percent.**

Provide the baseline Discount Percent off **OR** the baseline Markup Percent to MSRP guaranteed for any Educational Azure PaaS service purchased by a State Educational entity. **Proposers must provide either a discount % or markup % for EDUCATIONAL PaaS services.** The baseline will be the baseline for all Azure PaaS EDUCATIONAL purchases, however the VAR is expected to pass along to the State deeper discounts or reduced markups where allowed by Microsoft.

**Proposers may only choose either a "Discount %" or a "Mark-up %" under the following headers. Baseline discount/markup percents and volume discount/markup percents will not be used for evaluating cost. Providing educational information is optional.**

Baseline Discount or Markup	Educational PaaS Cloud Services	
	% Discount	% Mark-up
	7.50%	0.00%

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PROPOSER COMPANY NAME: **Cloud Navigator, Inc.**

**(M,E: Complies) Azure Value Add Services (The State reserves the right to evaluate all service categories listed, or select service categories, and select sub-services.)**

<sup>1</sup> All travel, lodging and meal costs for "Onsite" services rendered shall be invoiced by the VAR to be reimbursed in accordance with the per diem allowances set by the State Board of Examiners ("State Travel Policy and Procedures" (SBEX Policy No. 442-50)). Receipts for travel, lodging, and meal costs must be submitted with the invoice. Receipts may be collectively scanned and submitted.

Under the Service Suite Categories below, add sub-services and provide hourly rates. Add additional lines if needed.

During the term of a contract, as a Contractor adds new value-add services to its Service Suites and adds new Service Suites or optional services, the State reserves the right to utilize those services.

	Onsite Hourly Rate <sup>1</sup>	Remote Hourly Rate
<b>(M,E: Complies) Consulting &amp; Advisory Services</b>		
<b>Strategic Advisory Services</b>	\$ 175.00	\$ 150.00
<b>General Consulting Services</b>	\$ 125.00	\$ 105.00
<b>Other Consulting &amp; Advisory Services</b>	\$ 125.00	\$ 105.00
	\$ -	\$ -
	\$ -	\$ -
<b>(M,E: Complies) Architectural Design &amp; Transition Services</b>		
<b>Technical Architect Services</b>	\$ 175.00	\$ 150.00
<b>Change Management</b>	\$ 175.00	\$ 150.00
<b>Other Design and Transition Services</b>	\$ 125.00	\$ 105.00
	\$ -	\$ -
	\$ -	\$ -

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	<b>Onsite Hourly Rate <sup>1</sup></b>	<b>Remote Hourly Rate</b>
<b>(M,E: Complies) Deployment Services</b>		
<b>Project Management</b>	<b>\$ 150.00</b>	<b>\$ 125.00</b>
<b>Discovery</b>	<b>\$ 150.00</b>	<b>\$ 125.00</b>
<b>Design, Plan and Prepare</b>	<b>\$ 150.00</b>	<b>\$ 125.00</b>
<b>Deploy</b>	<b>\$ 150.00</b>	<b>\$ 125.00</b>
<b>Other Deployment Services</b>	<b>\$ 150.00</b>	<b>\$ 125.00</b>
<b>(M,E: Complies) Statement of Work Services</b>		
<b>Migration Service</b>	<b>\$ 150.00</b>	<b>\$ 125.00</b>
<b>Solution Development Service</b>	<b>\$ 175.00</b>	<b>\$ 150.00</b>
<b>Other SOW Services</b>	<b>\$ 150.00</b>	<b>\$ 125.00</b>
	<b>\$ -</b>	<b>\$ -</b>
	<b>\$ -</b>	<b>\$ -</b>
<b>Training Services</b>		
<b>Training Planning</b>	<b>\$ 150.00</b>	<b>\$ 125.00</b>
<b>Training Delivery</b>	<b>\$ 125.00</b>	<b>\$ 105.00</b>
	<b>\$ -</b>	<b>\$ -</b>
	<b>\$ -</b>	<b>\$ -</b>
	<b>\$ -</b>	<b>\$ -</b>
<b>Partner Services</b>		
<b>Data Scientist Services</b>	<b>\$ 250.00</b>	<b>\$ 225.00</b>
<b>Senior Data Scientist Services</b>	<b>\$ 285.00</b>	<b>\$ 265.00</b>
<b>Subject Matter Expert Services</b>	<b>\$ 285.00</b>	<b>\$ 265.00</b>
	<b>\$ -</b>	<b>\$ -</b>
	<b>\$ -</b>	<b>\$ -</b>

