(ME) The completion and submission of <u>this</u> 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.

AWS VAR PART 1. (M) It is mandatory to provide the following information.

If bidding both AZURE and AWS, cut and paste the following info from the AZURE tab.

PROPOSER COMPANY NAME:	**DLZP Group LLC**
COMPANY FEIN NUMBER:	**27-5065198**
PROPOSAL SUMITTED BY:	**Lisa Brunet**
SUBMITTED BY TITLE:	**President**
SUBMITTED BY PHONE NUMBER:	**281-912-3597**
SUBMITTED BY FAX:	**281-605-1380**
SUBMITTED BY EMAIL ADDRESS:	lisa@dlzpgroup.com
COMPANY MAILING ADDRESS:	sales@dlzpgroup.com

AWS VAR PART 2. **(M,E)** 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 AWS 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 AWS SaaS purchases, however the VAR is expected to pass along to the State deeper discounts or reduced markups where allowed by AWS.

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
	1.00%	0.00%	1.00%	0.00%

Add Notes in Word Doc about additional discounts

AWS VAR PART 3. **(M,E)** 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 AWS 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 AWS IaaS purchases, however the VAR is expected to pass along to the State deeper discounts or reduced markups where allowed by AWA.

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**
	1.00%	0.00%	1.00%	0.00%

AWS VAR PART 4. (M,E) 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 AWS 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 AWS PaaS purchases, however the VAR is expected to pass along to the State deeper discounts or reduced markups where allowed by AWS.

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**
	1.00%	0.00%	1.00%	0.00%

AWS 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 AWS 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 AWS SaaS EDUCATIONAL purchases, however the VAR is expected to pass along to the State deeper discounts or reduced markups where allowed by AWS.

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**
	1.00%	0.00%

AWS 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 AWS 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 AWS IaaS EDUCATIONAL purchases, however the VAR is expected to pass along to the State deeper discounts or reduced markups where allowed by AWS.

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
	1.00%	0.00%

AWS 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 AWS 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 AWS PaaS EDUCATIONAL purchases, however the VAR is expected to pass along to the State deeper discounts or reduced markups where allowed by AWS.

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
	1.00%	0.00%

PROPOSER COMPANY NAME: **DLZP Group LLC**

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

[1] 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 [1]	Remote Hourly Rate
(M,E) Consulting & Advisory Services		
Project Manager	$ 215.00	$ 205.00
Big Data Architect	$ 215.00	$ 205.00
Systems Admin/DBA	$ 205.00	$ 195.00
Systems Architect	$ 215.00	$ 205.00
Technical Resource	$ 195.00	$ 165.00
(M,E) Architectural Design & Transition Services		
Project Manager	$ 215.00	$ 205.00
Big Data Architect	$ 215.00	$ 205.00
Systems Admin/DBA	$ 205.00	$ 195.00
Systems Architect	$ 215.00	$ 205.00
Technical Resource	$ 195.00	$ 165.00

RFP19000698
Statewide Value-Add Resellers for Azure and AWS
Attachment 7

	Onsite Hourly Rate [1]	Remote Hourly Rate
(M,E) Deployment Services		
Project Manager	$ 215.00	$ 205.00
Big Data Architect	$ 215.00	$ 205.00
Systems Admin/DBA	$ 205.00	$ 195.00
Systems Architect	$ 215.00	$ 205.00
Technical Resource	$ 195.00	$ 165.00
(M,E) Statement of Work Services		
Project Manager	$ 215.00	$ 205.00
Big Data Architect	$ 215.00	$ 205.00
Systems Admin/DBA	$ 205.00	$ 195.00
Systems Architect	$ 215.00	$ 205.00
Technical Resource	$ 195.00	$ 165.00
Training Services		
Upto 16 Students per Day - AWS Beginner	$ 6,000.00	$ 5,000.00
Upto 16 Students per Day - AWS Intermediate	$ 8,000.00	$ 7,000.00
Upto 16 Students per Day - AWS Advanced	$ 10,000.00	$ 9,000.00
Prep Day = Half Day/Training Day	$ -	$ 3,000.00
Cloud Training portal. Per Instance/Student Training Day		$ 50.00
Partner Services		
	$ -	$ -
	$ -	$ -
	$ -	$ -
	$ -	$ -
	$ -	$ -

Other AWS VAR Value-Add Services (optional)

See Additonal Tab DLZP - Support Pricing & DLZP- Support Services (Descriptions)

Proposers are encouraged to provide other AWS value-add services. Fill in the Service Category and list the sub-services of the category.

Proposers may instead attach its services catalog to its proposal, however, any pricing disagreeing with pricing listed above, above pricing prevails for the contract.

Failure to list other value-add services shall not prevent the State from adding other Contractor value-add services to the contract.

	Onsite Hourly Rate [1]	Remote Hourly Rate
	$ -	$ -
	$ -	$ -
Left Intentionally Blank	$ -	$ -
	$ -	$ -
	$ -	$ -
	$ -	$ -
	$ -	$ -
Left Intentionally Blank	$ -	$ -
	$ -	$ -
	$ -	$ -
	$ -	$ -
Left Intentionally Blank	$ -	$ -
	$ -	$ -
	$ -	$ -

The discounts, outlined below for ongoing DLZP support services, are based on a customer's monthly managed cloud compute usage. Our managed service offering, invoiced separately, from your cloud services are priced per compute instance. In a variable environment where instances are stood up and shut down frequently, we invoice managed services based on the number of effective instances per month, requiring no commitment terms:

$$\frac{Total\ minutes\ consumed\ for\ all\ Instances}{Total\ minutes\ in\ that\ month} = \#\ of\ effective\ Instances$$

DLZP is offering a minimum discount for the first 50 servers and volume-based discount off of the State of Idaho monthly managed services based on the # of monthly effective intsances:

Monthly Effective Instances	Vol Discount % per Instance Charge	Notes
Less Than 50	3%	Discount for less than 50 intances
51 - 100	5.00%	Discount of instances 51-100
101-150	12.50%	Discount of instances 101-150
151-200	20.00%	Discount of instances 151-200
Over 201	25.00%	Discount of instances 201&UP

*Serverless Application Mangement Services (SAMS) and Anti-virus management are excluded from the Volume Discounts and will receive a 3.0% mimimum discount from the catlog rate.

Volume Discounts are provided if the # of effective instances exceeds a discount threshold for that month

	PLEASE SPECIFY UNIT PRICED (eg. Hour, day, per person, etc)	Cataloge Price	Year 1 Unit Cost - Not to Exceed	See Schedule Above Minimum Discount 3.0%	Price - Not to Exceed
Cloud (Support Service Bundles)					
Infrastructure Managed Services Advanced (IMSA) **For Applications that require NIST/FEDRAMP, HIPAA or PCI type Compliance Framework**	Per Instance/Month	450	5400	3%	5238
Infrastructure Managed Services (IMS) **For Applications that do not require specific Compliance Framework**	Per Instance/Month	270	3240	3%	3142
Application Management Services (AMS)	Requires IMS/IMSA Base Service Per Instance/Month	270	3240	3%	3142
Advanced Monitoring / Performance Management	Included With IMSA	-		-	-
Advanced Security Services	Included With IMSA	-		-	-
Billing	Included With IMS/IMSA	-		-	-
Monitoring and Notification	Included With IMS/IMSA	-		-	-
Patch Management for OS	Included With IMS/IMSA	-		-	-
Backup Services (Standard)	Included With IMS/IMSA	-		-	-
Cloud (Optional Services)	Fee Type				
DevOps and CI/CD Development Environments	Per Instance/Month	180	2160	3%	174
Advanced Monitoring / Performance Management	Stand-alone Per Instance/Month OR Included With IMSA Service	135	1620	3%	130
Advanced Security Services	Stand-alone Per Instance/Month OR	180	2160	3%	174

	Included With IMSA Service					
Backup Services (Standard)	Per Instance/Month	11	132	3%	10	
	Included With IMS/IMSA					
Database Management Services/RDS	Per Database/Month	225	2700	3%	218	
Database Management Services/EC2	Per Database/Month	450	5400	3%	436	
Disaster Recovery Services	Per Production Instance(s)/Month	165	1980	3%	160	
Incident Response + hourly after 2nd hour.	Per Incident Response	300	3600	3%	291	
	No Charge if IMSA/IMS Subscriber					
Log Aggregation Setup	Per Instance/Setup Only	75	900	3%	72	
Log Aggregation and Analysis	Per Request	395	4740	3%	383	
Web Management Services and CDN	Per CDN / Month	190	2280	3%	184	
Minimum Discount - 3%; No Volume Discount this Section						
*Serverless Application Management Services (SAMS)	Per MicroService/Month	10	120	3%	9	
*Antivirus (AV) Management	Setup Per Instance	25	300	3%	24	
	With Client Supplied License					
	Requires (IMSA/IMS) Service					

ALTERNATE PRICING	ALTERNATE PRICING	ALTERNATE PRICING	ALTERNATE PRICING	ALTERNATE PRICING	ALTERNATE PRICING
ALTERNATE SUPPORT MODEL PRICING BLOCK HOURS	**Block Hours**	**Block Hours**	**Block Hours**	**Block Hours**	
Requires a 3 year support contract commitment; Overage Hours Each Month Billed at contracted Systems Admin Remote Rate; No Discounts Apply to Block Hours	**10**	**20**	**80**	**Other Hours On Request**	
2nd & 3rd level Support & Consulting Services	$ 2,200	$ 4,400	$ 17,600	TBD	

SAMPLE	SAMPLE	SAMPLE	SAMPLE	SAMPLE	SAMPLE	SAMPLE
Cloud (Support Service Bundles)	**Fee Type**	**Catalog Price**	**Quantity**	**Discount**	**Sub Total**	
Infrastructure Managed Services (IMS) **For Applications that do not require specific Compliance Framework**	Per Instance/Month	270	40	3%	$ 10,476.00	
Infrastructure Managed Services (IMS) **For Applications that do not require specific Compliance Framework**	Per Instance/Month	270	70	5%	$ 17,955.00	
Infrastructure Managed Services (IMS) **For Applications that do not require specific Compliance Framework**	Per Instance/Month	270	280	25%	$ 56,700.00	

Model

Cloud Support Services	
Service Title	**Description**
Infrastructure Managed Services Advanced (IMSA)	Advanced Compliance Framework; provides all elements needed to meet the customers required security framework e.g. PCI, HIPAA, FEDRAMP/NIST. And 24x7x365 support of your infrastructure components, proactive-maintenance of service elements, including: Advanced Monitoring, Advanced Security, Billing, Monitoring & Notification, Patch Management and SLA Management. (Provides 1x Monthly Maintenance Cycle)
Infrastructure Managed Services (IMS)	Standard Security Framework; Infrastructure Managed Services (IMS) provides all of the core Infrastructure components found in our IMSA service minus the advanced security compliance framework for applications that don't require PCI, HIPAA, NIST/FEDRAMP type compliance. 24x7x365 support of your infrastructure components, proactive-maintenance of service elements, including Billing, Monitoring & Notification, Patch Management and SLA Management. (Provides 1x Monthly Maintenance Cycle)
Application Management Services (AMS)	Full Lifecyle application support including USER moves, add, changes; security federation with other IAM assets etc. roles and groups permission-based integration with infrastructure services if germane. Application patches maintenance and updates. (Does not include application major release upgrades; Provides 1x Monthly Maintenance Cycle)
Serverless Application Management Services (SAMS)	The newest cloud paradigm offering dramatic savings over n-tier (Web, App, Database) application hosting methods. Complete support for serverless designed applications utilizing native AWS microservices. (Provides 1x Monthly Maintenance Cycle)
DevOps and CI/CD Development Environments(DODE)	A pre-configured environment, customized to customer development needs, allowing for continuous integration, continuous deliver and full lifecycle DevOps support. This includes the use of orchestration tools, code repositories, testing suites, workflow management, service deployment. Additional AWS service fees might apply. (Provides 1x Monthly Maintenance Cycle)
Advanced Monitoring / Performance Management	Application, transactional, synthetic and additional performance management and monitoring services will be configured to support customer application needs, systems and environments. Additional AWS Fees will apply for the services that are needed. (Maintenance/Upkeep Cycle Monthly)
Advanced Security Services	Customer specific advanced security services including data loss prevention, advanced identity management services, security assessments, continuous security monitoring and additional services are configured and maintained within cloud environments. Additional AWS Fees will apply for AWS services that are needed.
Billing (Standard)	The level of billing detail is flexible and may be configured to support customer requirements and used for chargeback purposes.
Monitoring and Notification	Basic Monitoring (Instance Health, Connectivity); Additional Fees apply for custom monitoring metrics and/or integration into client supplied monitoring services (choose Advanced Monitoring/Performance Management to meet those needs).
Patch Management for OS	Tracking patch updates and applying operating system patches that includes the complete assessment and testing of patches prior to applying them. (Provides for 1x Monthly OS Patches)
Antivirus (AV) Management	Antivirus management provides protection against malware by ensuring that the AV software is installed, maintained with current malware signatures. When malware is detected we proactively ensure quarantine and an incident ticket is automatically created for the remediation of the issue. Audits are performed to ensure individual server compliance. If client doesn't have a cloud AV Subscription, DLZP Can deploy Trend Micro Deep Security. https://aws.amazon.com/marketplace/pp/B01LXMNGHB Setup fee of $25 / Instance (Maintenance via IMSA or IMS plans or if Stand-alone choose Incident Response for maintenance activity)
Backup Services (Standard)	Backup services provide for system, environment, data and cloud services backups and restores. Backups are stored within the customer cloud environment and all data costs associated with backups are part of the customer cloud environment costs.

Database Management Services/RDS	Database management is available for industry leading database vendors on the AWS RDS platform. Amazon RDS is available on several database instance types - optimized for memory, performance or I/O - and provides you with six familiar database engines to choose from, including Amazon Aurora, PostgreSQL, MySQL, MariaDB, Oracle, and Microsoft SQL Server. Database specific backup services may also be provided upon request. (Provides 1x Monthly Maintenance Cycle)
Database Management Services/EC2	Full lifecycle database management is available for industry leading database vendors on a standalone server. This includes monitoring, maintenance, patching and security assessments for these databases. This service can also provide the customer with database specific availability or performance service level agreements. Database specific backup services may also be provided upon request. (Does not apply to AWS RDS supported databases; Provides 1x Monthly Maintenance Cycle)
Disaster Recovery Services (by Application)	Disaster recovery services provides full planning, environment configuration, annual testing and execution of a disaster recovery solution which encompasses customer applications, systems, and environments to provide out of region resumption of service. (Provides support for 1 DR Test/Year)
Enhanced Data Encryption Services	Enhanced Data Encryption Services examples include: 1. Use of hardware security modules 2. Database and/or Application Level 3. Key management and key rotation services
Incident Response	This service provides analysis, tracking, and corrective actions for issues impacting customer environments and infrastructure. Support is provided 24x7x365 through email, phone support, and the web. Ticket status change notifications are provided back to customers automatically. Customers have access to tickets and status reports for incidents and problems through the DLZP Portal. 3 hours Max Support per Incident non-IMS/IMSA subscribers. (Waived for IMS/IMSA/SAMS/AMS/DODE consumers meeting monthly minimums)
Log Aggregation Setup	Log Aggregation is utilized to capture IaaS native Logs e.g. Cloud Trail, system, application and firewall logs and object files for troubleshooting and analysis. Alerts are generated for critical events and key performance indicators within the environment to trigger operational response. Service Cost is for the Deployment of the feature to the instances and 1x Monthly Maintenance, additional AWS Fees will apply for the services that are related.
Log Aggregation and Analysis	The Log Aggregation and Analysis service is utilized to analyze all captured events, logs, audit and monitoring meta data provided by operating systems, platforms, networks, applications and infrastructure. Analysis looks for key events within the environment that would disqualify security compliance conformance or identify bad actions or actors that impact the system both internally and externally as well as to help customers prepare for compliance audits. Additional SIEM solutions might be recommended to fulfill customer business needs. (Waived for IMSA subscribers; 3 hours max Support per Incident non-IMSA subscribers)
Web Management Services and CDN	This service provides monitoring, availability, maintenance, security and configuration management for web applications and content delivery. This includes the operations and management of AWS CDN network services as well. We will provide proactive security monitoring of the site distribution, availability monitoring, including optionally available outside availability and performance. Environment and applications patching (limited to minor patches of supported products, major version upgrades not included) and configuration management of changes to the site distribution. For CDN services this will include configuration, monitoring, availability and maintenance of the CDN services. (Provides 1x Monthly Maintenance Cycle)