

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

Attachment 7

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

PROPOSER COMPANY NAME:	SHI International Corp.
COMPANY FEIN NUMBER:	22-3009648
PROPOSAL SUMMITTED BY:	Nick Grappone
SUBMITTED BY TITLE:	Program Manager - Public Sector
SUBMITTED BY PHONE NUMBER:	908-208-3223
SUBMITTED BY FAX:	N/A
SUBMITTED BY EMAIL ADDRESS:	nick_grappone@shi.com
COMPANY MAILING ADDRESS:	290 Davidson Avenue
	Somerset, NJ 08873

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AZURE 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 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
	0.00%	2.50%	0.00%	2.50%

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

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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
	0.00%	2.50%	0.00%	2.50%

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AZURE 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 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 0.00%	% Mark-up 2.50%	% Discount 0.00%	% Mark-up 2.50%

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.**

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Baseline Discount or Markup	Educational SaaS Cloud Services	
	% Discount 0.00%	% Mark-up 2.50%

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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
	0.00%	2.50%

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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
	0.00%	2.50%

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PROPOSER COMPANY NAME: **SHI International Corp.**

(M,E) Azure 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		
Associate Consultant	\$ 120.00	\$ 120.00
Consultant	\$ 172.00	\$ 172.00
	\$ -	\$ -
	\$ -	\$ -
	\$ -	\$ -
(M,E) Architectural Design & Transition Services		
Solution Architect	\$ 235.00	\$ 235.00
Cloud Architect	\$ 260.00	\$ 260.00
Sr. Solution Architect	\$ 285.00	\$ 285.00
	\$ -	\$ -
	\$ -	\$ -

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	Onsite Hourly Rate ¹	Remote Hourly Rate
(M,E) Deployment Services		
Solution Architect	\$ 235.00	\$ 235.00
Cloud Architect	\$ 260.00	\$ 260.00
Sr. Solution Architect	\$ 285.00	\$ 285.00
	\$ -	\$ -
	\$ -	\$ -
(M,E) Statement of Work Services		
Program Engagement Manager	\$ 98.00	\$ 98.00
Project Leader	\$ 110.00	\$ 110.00
Project Manager	\$ 145.00	\$ 145.00
Sr. Project Manager	\$ 210.00	\$ 210.00
	\$ -	\$ -
Training Services		
Technical Training for IT Professionals	\$90 - 300	\$90 - 300
End-User Application Training	\$90 - 300	\$90 - 300
Professional Development Training	\$90 - 300	\$90 - 300
	\$ -	\$ -
	\$ -	\$ -
Partner Services		
Cloud Architect	\$ 260.00	\$ 260.00
Basic Project Management	\$ 145.00	\$ 145.00
Sr. Project Manager	\$ 210.00	\$ 210.00
	\$ -	\$ -
	\$ -	\$ -



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Other Azure VAR Value-Add Services (optional)

Proposers are encouraged to provide other Azure 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
Always Available Support		
Always Available Support	\$90 - 300	\$90 - 300
Cloud Assessment Budgeting	\$90 - 300	\$90 - 300
Cloud Assessment Planning	\$90 - 300	\$90 - 300
Cloud Readiness Assessment	\$90 - 300	\$90 - 300
Cloud Foundation Enterprise		
Cloud Foundation Enterprise	\$90 - 300	\$90 - 300
Cloud Migration Service	\$90 - 300	\$90 - 300
Cloud Migration Factory	\$90 - 300	\$90 - 300
	\$ -	\$ -
	\$ -	\$ -
Azure-only Services		
CAR (Cloud-Architecture Review) - Azure	\$90 - 300	\$90 - 300
Azure Jumpstart	\$90 - 300	\$90 - 300
	\$ -	\$ -
	\$ -	\$ -
	\$ -	\$ -

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Azure Support and Managed Services

Basic Support	Free	
Optimization Support	\$1,000 upfront + tiered consumption	
Professional Support	\$1,000 upfront + tiered consumption	
Managed Support	\$3,500 upfront + tiered consumption	
	\$ -	\$ -

Optional Partner Services

Managed Billing Project Management	\$ 250.00	\$ 250.00
	\$ -	\$ -
	\$ -	\$ -
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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:	SHI International Corp.
COMPANY FEIN NUMBER:	22-3009648
PROPOSAL SUMITTED BY:	Nick Grappone
SUBMITTED BY TITLE:	Program Manager - Public Sector
SUBMITTED BY PHONE NUMBER:	908-208-3223
SUBMITTED BY FAX:	N/A
SUBMITTED BY EMAIL ADDRESS:	nick_grappone@shi.com
COMPANY MAILING ADDRESS:	290 Davidson Avenue
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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 Azure SaaS purchases, however the VAR is expected to pass along to the State deeper discounts or reduced markups where allowed by Microsoft.

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or

Baseline Discount or Markup	Commercial SaaS Cloud Services		Government SaaS Cloud Services	
	% Discount	% Mark-up	% Discount	% Mark-up
	0.00%	2.50%	0.00%	2.50%

AWS VAR PART 3. (M,E) Infrastructure as a Service (IaaS) Discount or Markup Percent.

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Baseline Discount or Markup	Educational IaaS Cloud Services	
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	0.00%	2.50%

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

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(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.)

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(M,E) Consulting & Advisory Services		
Associate Consultant	\$ 120.00	\$ 120.00
Consultant	\$ 172.00	\$ 172.00
	\$ -	\$ -
	\$ -	\$ -
	\$ -	\$ -
(M,E) Architectural Design & Transition Services		
Solution Architect	\$ 235.00	\$ 235.00
Cloud Architect	\$ 260.00	\$ 260.00
Sr. Solution Architect	\$ 285.00	\$ 285.00
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	Onsite Hourly Rate ¹	Remote Hourly Rate
(M,E) Deployment Services		
Solution Architect	\$ 235.00	\$ 235.00
Cloud Architect	\$ 260.00	\$ 260.00
Sr. Solution Architect	\$ 285.00	\$ 285.00
	\$ -	\$ -
	\$ -	\$ -
(M,E) Statement of Work Services		
Program Engagement Manager	\$ 98.00	\$ 98.00
Project Leader	\$ 110.00	\$ 110.00
Project Manager	\$ 145.00	\$ 145.00
Sr. Project Manager	\$ 210.00	\$ 210.00
	\$ -	\$ -
Training Services		
Technical Training for IT Professionals	\$90 - 300	\$90 - 300
End-User Application Training	\$90 - 300	\$90 - 300
Professional Development Training	\$90 - 300	\$90 - 300
	\$ -	\$ -
	\$ -	\$ -
Partner Services		
Basic Project Management	\$ 145.00	\$ 145.00
Sr. Project Manager	\$ 210.00	\$ 210.00
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Other AWS VAR Value-Add Services (optional)

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Cloud Assessment Planning	\$90 - 300	\$90 - 300
Cloud Readiness Assessment	\$90 - 300	\$90 - 300
Cloud Foundation Enterprise		
Cloud Foundation Enterprise	\$90 - 300	\$90 - 300
Cloud Migration Service	\$90 - 300	\$90 - 300
Cloud Migration Factory	\$90 - 300	\$90 - 300
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	\$ -	\$ -
AWS-only Services		
AWS Jumpstart	\$90 - 300	\$90 - 300
WAR (Well-Architected Review) - AWS	\$90 - 300	\$90 - 300
	\$ -	\$ -
	\$ -	\$ -
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AWS Support and Managed Services

Basic Support	Free	
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1 rates not to exceed 25% of monthly cloud spend