

**EXHIBIT A
PRICING**

SERIAL 180233-RFP		
NIGP CODE: 20655		
RESPONDENT'S NAME:	DLT Solutions, LLC	
COUNTY VENDOR NUMBER:	VS0000003170	
ADDRESS:	2411 Dulles Corner Park Suite 800	
P.O. ADDRESS:		
TELEPHONE NUMBER:	(703) 709-7172 773-8967 703-708-9156 (571) 296-5226	
FACSIMILE NUMBER:	(866) 419-7926	
WEB SITE:	www.dlt.com	
CONTACT (REPRESENTATIVE):	Kevin Ford Brandon Westerfeld Sean Sexton	
REPRESENTATIVE'S E-MAIL ADDRESS:	kevin.ford@dlt.com brandon.westerfeld@dlt.com sean.sexton@dlt.com chris.kline@dlt.com	
	YES	NO
WILL ALLOW OTHER GOVERNMENTAL ENTITIES TO PURCHASE FROM THIS CONTRACT	[X]	[]
PAYMENT TERMS. [X] NET 30 DAYS		

		Product Discount	Support Discount
1.3.1 Perpetual License Recap			
MINIMUM DISCOUNTS		27%	22%
1.3.2 Engineered Systems Recap			
MINIMUM DISCOUNTS	SEE TAB FOR DETAILED PRICING	5%	22%
1.3.3 Hardware Recap			
AVERAGE DISCOUNTS	SEE TAB FOR DETAILED PRICING	15%	22%
1.3.4 Cloud Services Recap			
MINIMUM DISCOUNTS	SEE TAB FOR DETAILED PRICING	32%	NA
1.3.5 Professional Services Recap			
	SEE TAB FOR PROFESSIONAL SERVICES		
	BY TASK ORDER ONLY		
1.3.6 Support Services Recap			
	SEE TAB FOR SUPPORT SERVICES		
	BY TASK ORDER ONLY		
1.3.7 Training Recap			
AVERAGE DISCOUNTS	SEE TAB FOR DETAILED PRICING	22%	NA
1.3.8 Financing Recap			
	BY TASK ORDER ONLY		
1.3.9 Full Pro Services			
	SEE TAB FOR FULL PRO SERVICES		
	BY TASK ORDER ONLY		

1.3.1	Perpetual Licenses Catalog Products	Insert Percentage Below	Insert Percentage Below
	Global Price List - shown in dark grey	Min. Discount for Licenses XX%	First Year Maintenance Percentage based on discounted license Cost
	Technology Global Price List Products	27%	22%
	Oracle Fusion Applications Component Global Price List	27%	22%
	Oracle E-Business Suite Applications Global Price List Component Pricing	27%	22%
	Oracle Business Intelligence Applications Global Price List Component Pricing	27%	22%
	Peoplesoft Component Global Price List	27%	22%
	JD Edwards Component Global Price List	27%	22%
	Oracle Construction & Engineering Global Price List	27%	22%
	Siebel CRM Component Global Price List	27%	22%
	Oracle Application Integration Architecture Global Price List	27%	22%
	Oracle MySQL Subscriptions Global Price List-*Eff. 5-1-20	23%	n/a
	Oracle Linux and VM Services Global Price List-*Eff. 5-1-20	23%	n/a
	Java SE Subscription Global Price List-*Eff. 5-1-20	2%	n/a

ORACLE PRODUCTS TRANSACTION BANDS FOR PRODUCT		DISCOUNT END USER WITH BUDGET MORE THAN \$100 MILLION	DISCOUNT END USER WITH BUDGET LESS THAN \$100 MILLION
		47%	47%
	0-\$25000		27%
	\$25000-\$100,000	47%	27%
	\$100,000-\$250,000	48%	27%
	\$250,000-\$1,000,000	50%	35%
	\$1,000,000- PLUS	50%	45%

1.3.2 Engineered Systems Catalog Products					
	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below
Oracle Engineered Systems Global Price List	Min. Discount Eng Systems Hardware%	First Year Oracle Premier Support for Systems Percentage based on discounted Hardware Cost	First Year Oracle Premier Support for Operating Systems Percentage based on discounted Hardware Cost	First Year Oracle Customer Data and Device Retention Percentage based on discounted Hardware Cost	Min. Discount for Licenses XX%
Hardware	5%	12%	12%	3%	
Engineered Systems Software					27%
					22%

1.3.3 Hardware, Servers, Storage and Networking Catalog Products							
	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below
Global Price List - shown in dark gray	Min. Discount Hardware%	First Year Oracle Premier Support for Systems Percentage based on discounted Hardware Cost	First Year Oracle Premier Support for Operating Systems Percentage based on discounted Hardware Cost	First Year Oracle Customer Data and Device Retention Percentage based on discounted Hardware Cost	Min. Discount for Licenses for XX%	First Year SMLS Percentage based on discounted license Cost	
Systems Hardware and Software Global Price List							
Oracle Hardware Category L	20%	12%	12%	3%	27%	22%	
Oracle Hardware Category U	13%	12%	12%	3%	27%	22%	
Oracle Hardware Category V	20%	12%	12%	3%	27%	22%	
Oracle Hardware Category X	30%	12%	12%	3%	27%	22%	
Oracle Hardware Category Z	5%	12%	12%	3%	27%	22%	
Oracle Hardware Category Y	2%						

1.3.4	Cloud Services Catalog Products	
		Insert Percentage Below
	Global Price List - shown in dark grey	Min. Discount for Service XX%
	Oracle Cloud Software as a Service (SaaS)	
	Oracle RightNow Global Price List	32%
	Oracle Taleo Cloud Service Global Price List	32%
	Oracle Fusion Cloud Service Global Price List	32%
	Oracle Cloud Platform as a Service and Infrastructure as a Service (PaaS and IaaS)	
	Oracle Cloud Platform as a Service and Infrastructure as a Service - Public Cloud Global Price List	2%
	Oracle Construction and Engineering Global Price List (CEGBU) (cloud eligible offerings)	2%

1.3.5	Consulting/Professional Services					
		Labor Rate(s)				
	Labor Category	Year 1	Year 2	Year 3	Year 4	Year 5
	Application Developer	\$ 198.83	\$ 198.83	\$ 202.89	\$ 202.89	\$ 202.89
	Associate Consultant	\$ 131.27	\$ 131.27	\$ 133.89	\$ 133.89	\$ 136.57
	Consulting/Engineer	\$ 190.61	\$ 193.51	\$ 193.51	\$ 196.46	\$ 196.46
	Director/Engineer	\$ 212.18	\$ 212.18	\$ 216.51	\$ 216.51	\$ 222.07
	Installation Engineer	\$ 190.61	\$ 190.61	\$ 195.50	\$ 195.50	\$ 200.51
	Managing Principal Consultant	\$ 264.96	\$ 264.96	\$ 271.75	\$ 271.75	\$ 278.72
	Practice Director	\$ 330.81	\$ 330.81	\$ 337.43	\$ 337.43	\$ 344.18
	Practice Manager	\$ 285.48	\$ 285.48	\$ 291.41	\$ 291.41	\$ 297.24
	Principal Consultant	\$ 231.84	\$ 231.84	\$ 237.78	\$ 237.78	\$ 243.88
	Project Manager/Engineer	\$ 242.89	\$ 242.89	\$ 244.11	\$ 244.11	\$ 245.34
	Senior Consultant/Engineer	\$ 215.86	\$ 215.86	\$ 219.15	\$ 219.15	\$ 222.48
	Senior Project Manager	\$ 248.86	\$ 250.11	\$ 250.11	\$ 251.37	\$ 251.37
	Sr. Application Developer	\$ 207.94	\$ 207.94	\$ 212.18	\$ 213.27	\$ 213.27
	Sr. Practice Director	\$ 364.32	\$ 364.32	\$ 373.66	\$ 373.66	\$ 383.24
	Sr. Principal Consultant	\$ 264.96	\$ 264.96	\$ 271.75	\$ 271.75	\$ 278.72
	Sr. Systems Engineer	\$ 217.52	\$ 217.52	\$ 217.52	\$ 223.10	\$ 223.10
	Staff Consultant	\$ 165.60	\$ 165.60	\$ 169.85	\$ 169.85	\$ 174.20
	Systems Engineer	\$ 201.86	\$ 201.86	\$ 201.86	\$ 207.04	\$ 207.04

1.3.6	Technical Support Services and/or Maintenance Support Services
Technical Support Services and/or Maintenance Support Services fees are calculated as a factor of fees paid on net new licenses and/or hardware, renewal of services thereafter are priced based on a percentage increase over prior years fees and provided in accordance with then current Technical Support Policies.	

1.3.7	Oracle Training and University Products Oracle University Cloud Learning Subscriptions Eff. 1-1-22
Oracle University Training Services	
Customer Transaction Band	
E-Business License and Technical Support Discounts (Enter Discount off of list price. List price detailed at www.oracle.com/education)	
\$0 - \$10,000	10.0%
\$10,001 - \$25,000	15.0%
\$25,001 - \$50,000	20.0%
\$50,001 - \$100,000	27.0%
\$100,001 - \$250,000	30.0%
\$250,001 +	32.0%

Note: Oracle University offerings are governed by the Oracle University terms and conditions available at education.oracle.com and incorporated by reference.

1.3.8	Financing Services
Financing to be considered on a deal by deal basis.	

1.3.9	Full Pro Services							
Labor Category	CLIN Number	Commercial LIST PRICE	USC Labor NTE Year 1	Year 2	Year 3	Year 4	Year 5	Year 6
DLT Labor Rates for US Communities Contract								
Installation Engineer	DLT001	\$ 239.97	\$ 190.61	\$ 190.61	\$ 195.50	\$ 195.50	\$ 200.51	\$ 200.51
Systems Engineer	DLT002	\$ 208.72	\$ 201.86	\$ 201.86	\$ 201.86	\$ 207.04	\$ 207.04	\$ 207.04
Sr. Systems Engineer	DLT003	\$ 223.63	\$ 217.52	\$ 217.52	\$ 217.52	\$ 223.10	\$ 223.10	\$ 223.10
Application Developer	DLT004	\$ 202.89	\$ 198.83	\$ 198.83	\$ 202.89	\$ 202.89	\$ 202.89	\$ 202.89

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Sr. Application Developer	DLT005	\$ 223.62	\$ 207.94	\$ 207.94	\$ 207.94	\$ 212.18	\$ 213.27	\$ 213.27	\$ 213.27	\$ 215.43
Director/Engineer	DLT0027	\$ 395.96	\$ 212.18	\$ 212.18	\$ 212.18	\$ 216.51	\$ 216.51	\$ 222.07	\$ 222.07	\$ 222.07
Senior Project Manager	DLT0028	\$ 329.96	\$ 248.86	\$ 248.86	\$ 250.11	\$ 250.11	\$ 251.37	\$ 251.37	\$ 251.37	\$ 255.20
Project Manager/Engineer	DLT0029	\$ 269.97	\$ 242.89	\$ 242.89	\$ 242.89	\$ 244.11	\$ 244.11	\$ 245.34	\$ 245.34	\$ 245.34
Senior Consultant/Engineer	DLT0030	\$ 244.18	\$ 215.86	\$ 215.86	\$ 215.86	\$ 219.15	\$ 219.15	\$ 222.48	\$ 222.48	\$ 225.87
Consulting/Engineer	DLT0031	\$ 212.89	\$ 190.61	\$ 190.61	\$ 193.51	\$ 193.51	\$ 196.46	\$ 196.46	\$ 196.46	\$ 199.45

EXHIBIT B SCOPE OF WORK

ORACLE PRODUCTS AND SERVICES

1.0 INTRODUCTION AND BACKGROUND

1.1 MASTER AGREEMENT

Maricopa County (herein “Lead Public Agency”) on behalf of itself and all states, local governments, school districts, **public** higher education institutions, and other government agencies in the United States of America (herein “Participating Public Agencies”) is awarding this contract to one or more qualified suppliers to enter into a Master Agreement for a complete line of Oracle Products, Services and Solutions (herein “Products and Services”).

ALL PRODUCTS OFFERED MUST BE NEW OR LIKE NEW, UNUSED, LATEST DESIGN AND TECHNOLOGY.

1.2 OBJECTIVES

- 1.2.1 Provide a comprehensive competitively solicited Master Agreement offering Products and Services to Participating Public Agencies;
- 1.2.2 Establish the Master Agreement as a Supplier’s primary offering to Participating Public Agencies;
- 1.2.3 Achieve cost savings for Suppliers and Participating Public Agencies through a single competitive solicitation process that eliminates the need for multiple bids or proposals;
- 1.2.4 Combine the volumes of Participating Public Agencies to achieve cost effective pricing;
- 1.2.5 Reduce the administrative and overhead costs of Suppliers and Participating Public Agencies through state of the art ordering and delivery systems;
- 1.2.6 Provide Participating Public Agencies with environmentally responsible products and services.

1.3 GENERAL DEFINITION OF PRODUCTS AND/OR SERVICES

Oracle Products, Services and Solutions: Contractors are to provide the broadest possible selection of Oracle Products, Services and Solutions they offer. The intent of this contract is to provide Participating Public Agencies with products, services and solutions to meet their various needs. Therefore, the contractors should have demonstrated experience in providing the Products, Services and Solutions as defined in this Exhibit including but not limited to:

- 1.3.1 **Perpetual Licenses** – applications, database and options, business intelligent, middleware and any other perpetual license offered by Oracle.
- 1.3.2 **Engineered Systems** – integrated software and hardware systems offered by Oracle.
- 1.3.3 **Hardware, Servers, Storage and Networking** - any servers, storage and networking products offered by Oracle.
- 1.3.4 **Cloud Services** – Software as a Service (SaaS), Platform as a Service (PaaS), and Infrastructure as a Service (IaaS) offered by Oracle.
- 1.3.5 **Consulting/Professional Services** – Consulting and integration services relating to Oracle products and services.

- 1.3.6 **Technical Support Services and/or Maintenance Support Services** – telephone technical support, premier support for systems and any other support services available from Oracle for license and hardware.
- 1.3.7 **Oracle Training and University Products** - Any related Oracle training including instructor lead classes and self-guided learning paths.
- 1.3.8 **Financing Services**– Financing services for orders and solutions.

1.4 INTENT:

The intent of this contract is to establish a nationwide purchasing agreement for the acquisition of Oracle products, services and solutions. The categories of descriptive examples in Section 2.12 are to provide a general, non-inclusive, description of the categories.

Other governmental entities under agreement with the County may have access to products or services provided hereunder (see Sections 3.15, 3.16 and Exhibit 6, MICPA.)

The County reserves the right to add additional contractors, at the County's sole discretion, in cases where the currently listed contractors are of an insufficient number or skill-set to satisfy the County's needs or to ensure adequate competition on any project or task order work

It is expected that contractors will provide binding written Task Orders to be approved by the using agency for all products or services to be purchased under this contract. If more than one contractor is awarded a contract the members at their discretion may request Task Orders from one or more contractors and select the Task Order that's best meets their internal interests. .

2.0 **SCOPE OF WORK:**

- 2.1 Represent, sell, and service all the Oracle Products listed below (Section 2.12);
- 2.2 Be able to service local governments, states, school districts, and **public** higher education institutions in the United States of America, and other governmental agencies ~~and non-profit organizations~~;
- 2.3 Have the resources to work with multiple entities at the same time;
- 2.4 Throughout the life of this contract, the successful Contractor shall maintain expertise, resources and capabilities to maintain an Oracle Platinum Partnership level.
- 2.5 Provide commercial hardware, software, services and solutions as ordered under the task order as a member of the Oracle Platinum Partner Network in good standing with all required distribution agreements;
- 2.6 Perform or have service delivery partners that can provide consulting, assessment, design, integration, installation and management of Services/Solutions at the task order level;
- 2.7 Perform a wide range of professional, technical support and engineering Services/Solutions to support the mission and objectives of Maricopa County and Participating Public Agencies as authorized buyers off this contract;
- 2.8 Provide maintenance support Services/Solutions
- 2.9 Provide project management support for each deliverable under the contract;
- 2.10 Provide project specific and overall contract performance reporting, as required.
- 2.11 Provide on-going marketing of the contract by aligning and traveling with the U.S Communities Program Managers, administrative and marketing personnel engaged in directly promoting the contract to Participating Public Agencies through agency meetings, direct mail, national publications, annual meetings and other such activities.

2.12 PRODUCTS AND SERVICES REQUIRED:

- 2.12.1 **Perpetual Licenses** – applications, database and options, business intelligent, middleware and any other perpetual license offered by Oracle.
- 2.12.2 **Engineered Systems** – integrated software and hardware systems offered by Oracle.
- 2.12.3 **Hardware, Servers, Storage, and Networking** - any servers, storage, and networking products offered by Oracle.
- 2.12.4 **Cloud Services** – Software as a Service (SaaS), Platform as a Service (PaaS), and Infrastructure as a Service (IaaS) offered by Oracle.
- 2.12.5 **Consulting/Professional Services** – Consulting and integration services relating to Oracle products and services.
- 2.12.6 **Technical Support Services and/or Maintenance Support Services** – telephone technical support, premier support for systems and any other support services available from Oracle for license and hardware.
- 2.12.7 **Oracle Training and University Products** - Any related Oracle training including instructor lead classes and self-guided learning paths.
- 2.12.8 **Financing Services**– Financing services for orders and solutions.

2.13 STAFF EXPERIENCE:

- 2.13.1 For Maricopa County, full-time and part-time staff, proposed consultants and subcontractors who may be assigned direct work for this contract should be identified in any project Task Orders.

2.14 FACILITIES:

During the course of this Contract, the County may provide the Contractor’s personnel with adequate workspace for consultants and such other related facilities as may be required by Contractor to carry out its obligation enumerated herein.

2.15 TRAINING:

The Contractor shall provide a minimum of (To be determined for each Task Order) to completely train County personnel in the use and care of the equipment.

2.16 WARRANTY:

APPLICABLE ORACLE STANDARD TERMS AND CONDITIONS SHALL CONTROL.

Exhibit C - ORACLE SOFTWARE PROGRAMS AND/OR SERVICES US COMMUNITIES SUPPLEMENTAL TERMS AND CONDITIONS v041818 v032819.

Exhibit D - ORACLE CLOUD SERVICES US COMMUNITIES SUPPLEMENTAL TERMS AND CONDITIONS v041818.

Exhibit E - ORACLE HARDWARE US COMMUNITIES SUPPLEMENTAL TERMS AND CONDITIONS v041818 v032819.

2.17 ACCEPTANCE:

- 2.17.1 **Perpetual Licenses** – Software is made available via a web link provided by the Licensor; there is no acceptance period for perpetual licenses.
- 2.17.2 **Engineered Systems and Hardware** – Acceptance is upon delivery.
- 2.17.3 **Cloud Services – Cloud services are provisions via a web link provided by the cloud service provider; there is no acceptance period for cloud services.**

3.0 **PROCUREMENT REQUIREMENTS:**

3.1 DELIVERY:

- 3.1.1 Delivery shall be made within 48 hours after receipt of order (ARO) or as agreed with using agency.
- 3.1.2 Exceptions to delivery schedule will be special order items that must be identified.
- 3.1.3 Maricopa County reserves the right to obtain material on the open market in the event Contractors fail to make delivery and charge any price differential to the Contractor.
- 3.1.4 Delivery shall be F.O.B. Destination, Freight Prepaid.

3.2 EXPEDITED DELIVERY:

- 3.2.1 If the Using Agency determines that rush shipping or other alternate shipping is required, it shall notify the Contractor. The Contractor shall determine any additional costs associated with such delivery terms and communicate that cost to the County.
- 3.2.2 The County shall not advise the Contractor to proceed with an expedited shipment until acceptable terms are agreed upon and a purchase order is issued. Upon agreeing to the additional costs, the Using Agency shall advise the Contractor to proceed.
- 3.2.3 Upon receipt of material(s) and invoicing, the County shall ensure that any additional charges are in compliance with and do not exceed agreed to costs. The County shall retain all documents related to these costs within the agency purchase file.

3.3 SHIPPING DOCUMENTS:

A packing list or other suitable shipping document shall accompany each shipment and shall include the following:

- 3.3.1 Contract Serial number.
- 3.3.2 Contractor's name and address.
- 3.3.3 Using Agency name and address.
- 3.3.4 Using Agency purchase order number.
- 3.3.5 A description of product(s) shipped, including item number(s), quantity (ies), number of containers and package number(s), as applicable.

3.4 PERFORMANCE:

It shall be the Contractor's responsibility to meet the proposed performance requirements. Maricopa County reserves the right to obtain services on the open market in the event the Contractor fails to perform and any price differential will be charged against the Contractor.

3.5 SHIPPING CHARGES:

3.5.1 Shipping costs will be borne by the Contractor. FOB: Destination.

3.5.2 Exceptions to normal shipping charges:

Expedited freight will be pre-paid by the Contractor and added to invoice if the normal shipping schedule does not meet County requirements. These requirements will be made in writing to the contractor.

3.6 PACKAGING/PACKING:

Unless otherwise stated, commercial packages and packing, suitable for the type, size, and kind of product, commonly used in the industry for the purpose, so constructed as to ensure acceptance and safe delivery, at the lowest rate, to the point of delivery specified in the bid document is acceptable.

3.7 OPERATING MANUALS:

Upon delivery, Contractor shall provide comprehensive operational manuals, service manuals and schematic diagrams, if required by the Department. These may be provided in hard copy or electronically.

3.8 INSTALLATION (If required):

The Contractor's price shall include delivery and installation of all equipment in a complete operating condition.

3.9 CONTRACTOR EMPLOYEE MANAGEMENT:

3.9.1 Contractor shall endeavor to maintain the personnel proposed in their proposal throughout the performance of this Contract. In the event that Contractor personnel's employment status changes, Contractor shall provide County a list of proposed candidates with equivalent experience. Under no circumstances is it acceptable for the implementation schedule to be impacted by a personnel change on the part of the Contractor.

3.9.2 Contractor shall not reassign any key personnel without the express consent of the County.

3.9.3 County reserves the right to immediately remove from its premises any Contractor personnel it determines is a risk to County operations.

3.9.4 County reserves the right to request the replacement of Contractor personnel at any time, for any reason. Said requested removal shall not be subject to part ~~3.9.1~~ 3.11.1 of this section.

3.10 TRAINING:

The Contractor shall provide training services as needed, depending on the product or service purchased, to completely train County personnel in the use and care of the equipment. All training shall take place on-site at Maricopa County.

3.11 MAINTENANCE (If Required):

The Contractor shall provide for maintenance under this Contract upon acceptance of materials by the Department.

3.12 USAGE REPORT:

The Contractor shall furnish the County a usage report, upon request, delineating the acquisition activity governed by the Contract. The format of the report shall be approved by the County and shall disclose the quantity and dollar value of each contract item by individual unit.

3.13 BACKGROUND CHECK:

Bidders/proposers need to be aware that there may be multiple background checks (Sheriff's Office, County Attorney's Office, Courts as well as Maricopa County general government) to determine if the respondent is acceptable to do business with the County. This applies to (but is not limited to) the company, subcontractors and employees and the failure to pass these checks shall deem the respondent non-responsible.

3.14 STRATEGIC ALLIANCE for VOLUME EXPENDITURES (\$AVE):

The County is a member of the \$AVE cooperative purchasing group. \$AVE includes the State of Arizona, many Phoenix metropolitan area municipalities, and many K-12 unified school districts. Under the \$AVE Cooperative Purchasing Agreement, and with the concurrence of the successful Respondent under this solicitation, a member of \$AVE may access a contract resulting from a solicitation issued by the County. If you do not want to grant such access to a member of \$AVE, please so state in your proposal. In the absence of a statement to the contrary, the County will assume that you do wish to grant access to any contract that may result from this Request for Proposal.

3.15 INTERGOVERNMENTAL COOPERATIVE PURCHASING AGREEMENTS (ICPA's):

County currently holds ICPA's with numerous governmental entities. These agreements allow those entities, with the approval of the Contractor, to purchase their requirements under the terms and conditions of the County Contract. It is the responsibility of the non-County government entity to perform its own due diligence on the acceptability of the Contract under its procurement rules, processes and procedures.