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| --- |
| Proposal for Cloud SolutionsUtah Solicitation Number: CH16012 |
|  |
|  | March 10, 2016Cost Proposal Original |
| **NTT DATA, Inc.** | **Attention: Christopher Hughes, Assistant Director**State of Utah Division of Purchasing3150 State Office Building, Capitol HillSalt Lake City, Utah 84114-1061christopherhughes@utah.gov 801-538-3254 |

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Cover Letter

March 8, 2016

Christopher Hughes

State of Utah Division of Purchasing

3150 State Office Building, Capitol Hill

Salt Lake City, Utah 84114-1061

Dear Mr. Hughes:

On behalf of NTT DATA, I am pleased to present a pricing table for our cloud services based on the IaaS components we outlined in our technical response. We have developed a pricing catalog that groups our services into cloud service components, software, resources, and desktop as a service. These cost elements are for services within our cloud environment or to provide services for moves into our cloud environment. To the extent that organizations you represent require a custom-built cloud infrastructure, pricing will need to take place separately.

For this price structure, we will evaluate our cost basis on an annual basis and we reserve the right to make updates to the base price annually. The discount percentage included in our price list will remain constant and in effect for the term of the agreement.

Also, our pricing will honor the 0.25 percent fee outlined in the agreement. This is a fee we agree will be levied by the National Association of State Procurement Officials (NASPO), in accordance with the terms of the RFP.

In this document, you will also find a set of tables that itemize services and service categories, the list price, and then the discounted price. All services outlined have been discounted 5 percent.

If you have any questions, please do not hesitate to contact Bill Baver, a vice president in NTT DATA Public Sector, our business unit devoted to addressing the unique needs of government organizations. Bill can be contacted by email at William.Baver@nttdata.com, by telephone at 610-213-0255, or at the following address: 1660 International Drive, Suite 300, McLean, Virginia 22102.

We look forward to the opportunity to be considered as a cloud provider through your master agreement.

Sincerely,



Timothy Conway

President, Public Sector

# Cost Proposal (Attachment G)

The following tables document our hourly rates, discounts, itemized pricing and other pricing information.

Exhibit 1. Hourly Rates

Solicitation Number CH16012

NASPO ValuePoint Cloud Solutions RFP

Cloud Solutions By Category. Specify *Discount Percent %* Offered for products in each category. Highest discount will apply for products referenced in detail listings for multiple categories. Provide a detailed product offering for each category.

|  |  |  |  |
| --- | --- | --- | --- |
| **Software as a Service** |  | **Discount %** | N/A |
| **Infrastructure as a Service** |  | **Discount %** | 5.00% |
| **Platform as a Services** |  | **Discount %** | N/A |
| **Value Added Services** |  | **Discount %** | 5.00% |

The following hourly rates for Additional Value Added Services represent the AVERAGE discounted rate for a variety of disparate skills and experience levels, and are provided for illustrative purposes only. Please refer to our detailed rate tables which are included below for rates for specific skills and experience levels.

Hourly rates stated here and in the following Exhibits (price list tables) include all applicable labor rates, overhead costs, and fees, but do not include any per diem and/or travel costs. Per Diem and/or travel costs will be determined as necessary in discussion with each individual purchasing entity.

Additional Value Added Services:

|  |  |  |  |
| --- | --- | --- | --- |
| **Maintenance Services** |  | **Onsite Hourly Rate $** | 111.27 \* |
|  |  | **Remote Hourly Rate $** | 111.27  |
| **Professional Services** |  |  |  |
| * Deployment Services
 |  | **Onsite Hourly Rate $** | 127.93 \* |
|  |  | **Remote Hourly Rate $** | 127.93  |
|  |  |  |  |
| * Consulting/Advisory Services
 |  | **Onsite Hourly Rate $** | 120.65 \* |
|  |  | **Remote Hourly Rate $** | 120.65  |
|  |  |  |  |
| * Architectural Design Services
 |  | **Onsite Hourly Rate $** | 219.85 \* |
|  |  | **Remote Hourly Rate $** | 219.85  |
|  |  |  |  |
| * Statement of Work Services
 |  | **Onsite Hourly Rate $** | 141.56 \* |
|  |  | **Remote Hourly Rate $** | 141.56  |
|  |  |  |  |
| **Partner Services** |  | **Onsite Hourly Rate $** | N/A  |
|  |  | **Remote Hourly Rate $** | N/A  |
|  |  |  |  |
| **Training Deployment Services** |  | **Onsite Hourly Rate $** | 139.42 \* |
|  |  | **Remote Hourly Rate $** | 139.42  |

\* Onsite rates do not include travel and expense (per diem) costs.

Discount – 5.00%

Exhibit 2. IaaS Price List – Infrastructure

| Service Area | Component Code | Component | Metric Unit | Period | Type | List Price | Discounted Price |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Virtual Machine(VM) | VM-CPU-No DR | CPU (with No DR) | GHz | Monthly | Technology | $17.45 | $16.58 |
| VM-CPU-Cold DR | CPU (with Cold DR) | GHz | Monthly | Technology | $19.63 | $18.65 |
| VM-CPU-Warm DR | CPU (with Warm DR) | GHz | Monthly | Technology | $19.63 | $18.65 |
| VM-RAM-No DR | RAM (with No DR) | GB | Monthly | Technology | $21.81 | $20.72 |
| VM-RAM-Cold DR | RAM (with Cold DR) | GB | Monthly | Technology | $24.00 | $22.80 |
| VM-RAM-Warm DR | RAM (with Warm DR) | GB | Monthly | Technology | $24.00 | $22.80 |
| IBM Power 7 (AIX) | AIX-CPU-No DR | CPU (AIX with No DR) | Core | Monthly | Technology | $872.59  | $828.96  |
| AIX-CPU-Cold DR | CPU (AIX with Cold DR) | Core | Monthly | Technology | $1,036.20  | $984.39  |
| AIX-CPU-Warm DR | CPU (AIX with Warm DR) | Core | Monthly | Technology | $1,036.20  | $984.39  |
| AIX-RAM-No DR | RAM (AIX with No DR) | GB | Monthly | Technology | $21.81  | $20.72  |
| AIX-RAM-Cold DR | RAM (AIX with Cold DR) | GB | Monthly | Technology | $24.00  | $22.80  |
| AIX-RAM-Warm DR | RAM (AIX with Warm DR) | GB | Monthly | Technology | $24.00  | $22.80  |
| IBM Power 7(Linux) | Linux-CPU-No DR | CPU (Linux with No DR) | Core | Monthly | Technology | $872.59  | $828.96  |
| Linux-CPU-Cold DR | CPU (Linux with Cold DR) | Core | Monthly | Technology | $1,036.20  | $984.39  |
| Linux-CPU-Warm DR | CPU (Linux with Warm DR) | Core | Monthly | Technology | $1,036.20  | $984.39  |
| Linux-RAM-No DR | RAM (Linux with No DR) | GB | Monthly | Technology | $21.81 | $20.72  |
| Linux-RAM-Cold DR | RAM (Linux with Cold DR) | GB | Monthly | Technology |  $24.00  |  $22.80  |
| Linux-RAM-Warm DR | RAM (Linux with Warm DR) | GB | Monthly | Technology |  $24.00  |  $22.80  |
| IBM Power 7(iSeries) | iSeries-CPU-No DR | CPU (iSeries with No DR) | Core | Monthly | Technology | $3,054.07  | $2,901.37  |
| iSeries-CPU-Cold DR | CPU (iSeries with Cold DR) | Core | Monthly | Technology | $3,272.22  | $3,108.61  |
| iSeries-CPU-Warm DR | CPU (iSeries with Warm DR) | Core | Monthly | Technology | $3,272.22  | $3,108.61  |
| iSeries-RAM-No DR | RAM (iSeries with No DR) | GB | Monthly | Technology | $24.00  | $22.80  |
| iSeries-RAM-Cold DR | RAM (iSeries with Cold DR) | GB | Monthly | Technology | $26.18  | $24.87  |
| iSeries-RAM-Warm DR | RAM (iSeries with Warm DR) | GB | Monthly | Technology | $26.18  | $24.87  |
| M-Series Server | Physical Server-4C (2.7GHz),32GB,60GB SSD | Physical Server - 4C (2.7GHz)/32GB/60GB SSD | Per Server | Monthly | Technology | $381.76  | $362.67  |
| Storage(Economy) | SAN-Economy-No DR | SAN (with No DR) | GB | Monthly | Technology | $0.22  | $0.21  |
| SAN-Economy-Cold DR | SAN (with Cold DR) | GB | Monthly | Technology | $0.25  | $0.24  |
| SAN-Economy-Warm DR | SAN (with Warm DR) | GB | Monthly | Technology | $0.22  | $0.21  |
| Storage(Optimized) | SAN-Optimized-No DR | SAN (with No DR) | GB | Monthly | Technology | $0.44  | $0.41  |
| SAN-Optimized-Cold DR | SAN (with Cold DR) | GB | Monthly | Technology | $0.50  | $0.48  |
| SAN-Optimized-Warm DR | SAN (with Warm DR) | GB | Monthly | Technology | $0.44  | $0.41  |
| Provisioning | Provisioning | Provisioning (if requested) | Per Server | One-Time | Service | $278.25  | $264.34  |
| Data Backup | Data Backup Setup | Backup Configuration | VM | One-Time | Service | $83.48  | $79.30  |
| Data Backup | Per GB Protected | GB | Monthly | Technology | $0.27  | $0.26  |
| Disaster Recovery (DR) | DR Setup-Cold DR | DR Configuration (for Cold DR) | VM | One-Time | Service | $83.48  | $79.30  |
| DR Setup-Warm DR | DR Configuration (for Warm DR) | VM | One-Time | Service | $83.48  | $79.30  |
| DR Tests | DR Tests - Amortized | VM | Monthly | Service | $5.57  | $5.29  |
| Remote Site SAN-Economy | Remote Site SAN Storage (Economy) | GB | Monthly | Technology | $0.22  | $0.21  |
| Remote Site SAN-Optimized | Remote Site SAN Storage (Optimized) | GB | Monthly | Technology | $0.44  | $0.41  |
| Network Replication | Network Replication Costs | GB | Monthly | Technology | $0.17  | $0.17  |
| Site Recovery Manager | DR Replication License | Server | Monthly | Technology | $39.27  | $37.30  |
| Other Infrastructure Support | Internet Bandwidth | Internet Bandwidth | Mbps | Monthly | Technology | $32.72  | $31.09  |
| VPN Tunnel | VPN Tunnel (if requested) | Per Connection | One-Time | Service | $333.90  | $317.21  |
| External IP | External IP | Per IP | Monthly | Technology | $16.36  | $15.54  |
| Firewall - ASAv5 | Firewall w/100mbps Throughput - ASAv5 | Per Host Site | Monthly | Technology | $272.69  | $259.05  |
| Firewall - ASAv10 | Firewall w/1gbps Throughput - ASAv10 | Per Host Site | Monthly | Technology | $414.48  | $393.76  |
| Firewall - ASAv30 | Firewall w/2gbps Throughput - ASAv30 | Per Host Site | Monthly | Technology | $818.06  | $777.15  |
| Firewall Configuration | Firewall Configuration | One Time | One-Time | Service | $333.90  | $317.21  |
| CSR 100v | Cloud Services Router - 100mbps - CSR 100v | Per CSR | Monthly | Technology | $350.13  | $332.62  |
| CSR 250v | Cloud Services Router - 250mbps - CSR 250v | Per CSR | Monthly | Technology | $545.37  | $518.10  |
| CSR 1000v | Cloud Services Router - 1gbps - CSR 1000v | Per CSR | Monthly | Technology | $584.64  | $555.40  |
| CSR Configuration | CSR Configuration | Per CSR | One-Time | Service | $333.90  | $317.21  |
| Load Balancer-Layer 3 | Load Balancer (Layer 3) | VIP | Monthly | Technology | $38.18  | $36.27  |
| Load Balancer-Layer 4 | Load Balancer (Layer 4) | VIP | Monthly | Technology | $163.61  | $155.43  |
| Load Balancer-Layer 7 | Load Balancer (Layer 7) | VIP | Monthly | Technology | $327.22  | $310.86  |
| VPN User Pack | 200 User VPN Pack | 200 Pack | Monthly | Service | $44.52  | $42.29  |
| Cross Connect - Monthly | Cross Connect - Monthly | Each | Monthly | Technology | $299.95  | $284.96  |
| Cross Connect - One-Time | Cross Connect - One-Time | Each | One-Time | Technology | $381.76  | $362.67  |
| Switchport | Switchport | Each | Monthly | Technology | $81.81  | $77.72  |
| Colocation Space | Colocation Space | Per RU | Monthly | Technology | $163.61  | $155.43  |

Discount – 5.00%

Exhibit 3. IaaS Price List – Remote Infrastructure Management (RIM)

| Service Area | Component Code | Component | Metric Unit | Period | Type | List Price | Discounted Price |
| --- | --- | --- | --- | --- | --- | --- | --- |
| RIM Services (Hosted) | RIM-Bronze-Win Srvr | Bronze (Monitoring Only) | VM | Monthly | Service | $47.49  | $45.11  |
| RIM-Silver-Win Srvr | Silver (Bronze+OS) | VM | Monthly | Service | $237.44  | $225.57  |
| RIM-Gold-Win Srvr | Gold (Silver + App) | VM | Monthly | Service | $385.84  | $366.55  |
| RIM-Bronze-Linux | Bronze (Monitoring Only) | VM | Monthly | Service | $47.49  | $45.11  |
| RIM-Silver-Linux | Silver (Bronze+OS) | VM | Monthly | Service | $237.44  | $225.57  |
| RIM-Gold-Linux | Gold (Silver + App) | VM | Monthly | Service | $385.84  | $366.55  |
| RIM-Bronze-AIX | Bronze (Monitoring Only) | LPAR | Monthly | Service | $47.49  | $45.11  |
| RIM-Silver-AIX | Silver (Bronze+OS) | LPAR | Monthly | Service | $308.67  | $293.24  |
| RIM-Gold-AIX | Gold (Silver + App) | LPAR | Monthly | Service | $502.19  | $477.08  |
| RIM Setup (Hosted) | RIM Setup-Bronze-Win Srvr | Bronze Service Setup | VM | One-Time | Service | $71.23  | $67.67  |
| RIM Setup-Silver-Win Srvr | Silver Service Setup | VM | One-Time | Service | $237.44  | $225.57  |
| RIM Setup-Gold-Win Srvr | Gold Service Setup | VM | One-Time | Service | $356.16  | $338.35  |
| RIM Setup-Bronze-Linux | Bronze Service Setup | VM | One-Time | Service | $71.23  | $67.67  |
| RIM Setup-Silver-Linux | Silver Service Setup | VM | One-Time | Service | $237.44  | $225.57  |
| RIM Setup-Gold-Linux | Gold Service Setup | VM | One-Time | Service | $356.16  | $338.35  |
| RIM Setup-Bronze-AIX | Bronze Service Setup | LPAR | One-Time | Service | $71.23  | $67.67  |
| RIM Setup-Silver-AIX | Silver Service Setup | LPAR | One-Time | Service | $237.44  | $225.57  |
| RIM Setup-Gold-AIX | Gold Service Setup | LPAR | One-Time | Service | $356.16  | $338.35  |
| RIM Services (Non-Hosted) | RIM - Windows - Non-Hosted - Bronze | Windows (Bronze) | Per Device | Monthly | Service | $47.49  | $45.11  |
| RIM - Windows - Non-Hosted - Silver | Windows (Silver) | Per Device | Monthly | Service | $261.18  | $248.12  |
| RIM - Windows - Non-Hosted - Gold | Windows (Gold) | Per Device | Monthly | Service | $415.52  | $394.74  |
| RIM - Linux - Non-Hosted - Bronze | Linux (Bronze) | Per Device | Monthly | Service | $47.49  | $45.11  |
| RIM - Linux - Non-Hosted - Silver | Linux (Silver) | Per Device | Monthly | Service | $261.18  | $248.12  |
| RIM - Linux - Non-Hosted - Gold | Linux (Gold) | Per Device | Monthly | Service | $415.52  | $394.74  |
| RIM - AIX - Non-Hosted - Bronze | AIX (Bronze) | Per Device | Monthly | Service | $47.49  | $45.11  |
| RIM - AIX - Non-Hosted - Silver | AIX (Silver) | Per Device | Monthly | Service | $339.54  | $322.56  |
| RIM - AIX - Non-Hosted - Gold | AIX (Gold) | Per Device | Monthly | Service | $540.18  | $513.17  |
| RIM Setup (Non-Hosted) | RIM Setup - Windows - Non-Hosted - Bronze | Windows (Bronze) | Per Device | One-Time | Service | $71.23  | $67.67  |
| RIM Setup - Windows - Non-Hosted - Silver | Windows (Silver) | Per Device | One-Time | Service | $237.44  | $225.57  |
| RIM Setup - Windows - Non-Hosted - Gold | Windows (Gold) | Per Device | One-Time | Service | $356.16  | $338.35  |
| RIM Setup - Linux - Non-Hosted - Bronze | Linux (Bronze) | Per Device | One-Time | Service | $71.23  | $67.67  |
| RIM Setup - Linux - Non-Hosted - Silver | Linux (Silver) | Per Device | One-Time | Service | $237.44  | $225.57  |
| RIM Setup - Linux - Non-Hosted - Gold | Linux (Gold) | Per Device | One-Time | Service | $356.16  | $338.35  |
| RIM Setup - AIX - Non-Hosted - Bronze | AIX (Bronze) | Per Device | One-Time | Service | $71.23  | $67.67  |
| RIM Setup - AIX - Non-Hosted - Silver | AIX (Silver) | Per Device | One-Time | Service | $237.44  | $225.57  |
| RIM Setup - AIX - Non-Hosted - Gold | AIX (Gold) | Per Device | One-Time | Service | $356.16  | $338.35  |
| RIM Network Devices (Hosted) | RIM - Network Device - Hosted - Bronze | Bronze | Per Device | Monthly | Service | $35.62  | $33.84  |
| RIM - Network Device - Hosted - Silver | Silver | Per Device | Monthly | Service | $219.63  | $208.65  |
| RIM - Network Device - Hosted - Gold | Gold | Per Device | One-Time | Service | $267.12  | $253.76  |
| RIM Network Devices (Non-Hosted) | RIM - Network Device - Non-Hosted - Bronze | Bronze | Per Device | Monthly | Service | $35.62  | $33.84  |
| RIM - Network Device - Non-Hosted - Silver | Silver | Per Device | Monthly | Service | $219.63  | $208.65  |
| RIM - Network Device - Non-Hosted - Gold | Gold | Per Device | One-Time | Service | $267.12  | $253.76  |
| RIM Setup Network Devices (Hosted) | RIM Setup - Network Device - Hosted - Bronze | Bronze | Per Device | Monthly | Service | $71.23  | $67.67  |
| RIM Setup - Network Device - Hosted - Silver | Silver | Per Device | Monthly | Service | $237.44  | $225.57  |
| RIM Setup - Network Device - Hosted - Gold | Gold | Per Device | One-Time | Service | $356.16  | $338.35  |
| RIM Setup Network Devices (Non-Hosted) | RIM Setup - Network Device - Non-Hosted - Bronze | Bronze | Per Device | Monthly | Service | $71.23  | $67.67  |
| RIM Setup - Network Device - Non-Hosted - Silver | Silver | Per Device | Monthly | Service | $237.44  | $225.57  |
| RIM Setup - Network Device - Non-Hosted - Gold | Gold | Per Device | One-Time | Service | $356.16  | $338.35  |

Discount – 5.00%

Exhibit 4. IaaS Price List – Help Desk

| Service Area | Component Code | Component | Metric Unit | Period | Type | List Price | Discounted Price |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Remedy Only | Remedy-Fixed | Fixed | Per License | Monthly | Technology | $201.79  | $191.70  |
| Remedy-Floating | Floating | Per License | Monthly | Technology | $299.95  | $284.96  |
| Service/Help Desk | HelpDesk Admin - Junior - US | HelpDesk Admin - Junior - US | Per Hour | Hourly | Labor | $67.73  | $64.35  |
| HelpDesk Admin - Junior - Can | HelpDesk Admin - Junior - Can | Per Hour | Hourly | Labor | $50.80  | $48.26  |
| HelpDesk Admin - Junior - India | HelpDesk Admin - Junior - India | Per Hour | Hourly | Labor | $19.19  | $18.23  |
| HelpDesk Admin - Intermediate - US | HelpDesk Admin - Intermediate - US | Per Hour | Hourly | Labor | $79.02  | $75.07  |
| HelpDesk Admin - Intermediate - Can | HelpDesk Admin - Intermediate - Can | Per Hour | Hourly | Labor | $62.09  | $58.99  |
| HelpDesk Admin - Intermediate - India | HelpDesk Admin - Intermediate - India | Per Hour | Hourly | Labor | $23.71  | $22.52  |
| HelpDesk Admin - Senior - US | HelpDesk Admin - Senior - US | Per Hour | Hourly | Labor | $84.67  | $80.43  |
| HelpDesk Admin - Senior - Can | HelpDesk Admin - Senior - Can | Per Hour | Hourly | Labor | $73.38  | $69.71  |
| HelpDesk Admin - Senior - India | HelpDesk Admin - Senior - India | Per Hour | Hourly | Labor | $30.48  | $28.96  |
| HelpDesk Engr - Junior - US | HelpDesk Engr - Junior - US | Per Hour | Hourly | Labor | $79.02  | $75.07  |
| HelpDesk Engr - Junior - Can | HelpDesk Engr - Junior - Can | Per Hour | Hourly | Labor | $73.38  | $69.71  |
| HelpDesk Engr - Junior - India | HelpDesk Engr - Junior - India | Per Hour | Hourly | Labor | $23.71  | $22.52  |
| HelpDesk Engr - Intermediate - US | HelpDesk Engr - Intermediate - US | Per Hour | Hourly | Labor | $84.67  | $80.43  |
| HelpDesk Engr - Intermediate - Can | HelpDesk Engr - Intermediate - Can | Per Hour | Hourly | Labor | $95.96  | $91.16  |
| HelpDesk Engr - Intermediate - India | HelpDesk Engr - Intermediate - India | Per Hour | Hourly | Labor | $30.48  | $28.96  |
| HelpDesk Engr - Senior - US | HelpDesk Engr - Senior - US | Per Hour | Hourly | Labor | $107.25  | $101.88  |
| HelpDesk Engr - Senior - Can | HelpDesk Engr - Senior - Can | Per Hour | Hourly | Labor | $95.96  | $91.16  |
| HelpDesk Engr - Senior - India | HelpDesk Engr - Senior - India | Per Hour | Hourly | Labor | $36.12  | $34.32  |

Discount – 5.00%

Exhibit 5. IaaS Price List – Computer Resources and Services

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Service Area | Component Code | Component | Metric Unit | Period | Type | List Price | Discounted Price |
| Computer Resources & Services | Project/Program Manager | Project/Program Manager | Per Hour | Hourly | Labor | $169.34  | $160.87  |
| Technical Architect - Intermediate | Technical Architect - Intermediate | Per Hour | Hourly | Labor | $180.62  | $171.59  |
| Technical Architect - Advanced | Technical Architect - Advanced | Per Hour | Hourly | Labor | $282.23  | $268.11  |
| Senior Consultant -Intermediate | Senior Consultant -Intermediate | Per Hour | Hourly | Labor | $124.18  | $117.97  |
| Senior Consultant -Advanced | Senior Consultant -Advanced | Per Hour | Hourly | Labor | $169.34  | $160.87  |
| Consultant - Intermediate | Consultant - Intermediate | Per Hour | Hourly | Labor | $107.25  | $101.88  |
| Consultant Advanced | Consultant Advanced | Per Hour | Hourly | Labor | $107.25  | $101.88  |
| Sys Admin II Intermediate | Sys Admin II Intermediate | Per Hour | Hourly | Labor | $124.18  | $117.97  |
| Sys Admin II Advanced | Sys Admin II Advanced | Per Hour | Hourly | Labor | $169.34  | $160.87  |
| Sys admin - Junior | Sys admin - Junior | Per Hour | Hourly | Labor | $84.67  | $80.43  |
| Sys admin - Intermediate | Sys admin - Intermediate | Per Hour | Hourly | Labor | $107.25  | $101.88  |
| Sys admin - Advanced | Sys admin - Advanced | Per Hour | Hourly | Labor | $107.25  | $101.88  |
| Database Admin - Intermediate | Database Admin - Intermediate | Per Hour | Hourly | Labor | $169.34  | $160.87  |
| Database Admin - Advanced | Database Admin - Advanced | Per Hour | Hourly | Labor | $180.62  | $171.59  |

Discount – 5.00%

Exhibit 6. IaaS Price List – Software

| Service Area | Component Code | Component | Metric Unit | Period | Type | List Price | Discounted Price |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Use Software | V28844 | DLC-00016 - AppVrtSAL ALNG LicSAPk MVL | Per License | Monthly | Software | $7.12  | $6.77 |
| QZ9415 | HJA-00774 - BztlkSvrBrnch ALNG LicSAPk MVL 2Lic CoreLic | Per License | Monthly | Software | $66.04  | $62.74 |
| QZ9413 | F52-02144 - BztlkSvrEnt ALNG LicSAPk MVL 2Lic CoreLic | Per License | Monthly | Software | $1,153.36  | $1,095.70 |
| QZ9411 | D75-01979 - BztlkSvrStd ALNG LicSAPk MVL 2Lic CoreLic | Per License | Monthly | Software | $264.45  | $251.23 |
| TX9033 | P2Y-00001 - CloudPltfrmGuest ALNG LicSAPk MVL PerOSE | Per License | Monthly | Software | $31.16  | $29.61 |
| TX9031 | N5Y-00020 - CloudPltfrmSte ALNG LicSAPk MVL 1Proc | Per License | Monthly | Software | $4.01  | $3.81 |
| KL3359 | FUD-00009 - CISDataCtr ALNG LicSAPk MVL 1Proc | Per License | Monthly | Software | $177.63  | $168.75 |
| NY9548 | YJD-00007 - CISStd ALNG LicSAPk MVL 1Proc | Per License | Monthly | Software | $36.80  | $34.96 |
| YM4545 | FA8-00101 - DynAXHstd ALNG LicSAPk MVL 2Lic PerUsr CoreLic StdCmmrc2CoreSvr | Per License | Monthly | Software | $650.73  | $618.20 |
| QQ6087 | FA8-00092 - DynAXHstd ALNG LicSAPk MVL PerDvc SAL Ent | Per License | Monthly | Software | $93.20  | $88.54 |
| QQ6089 | FA8-00093 - DynAXHstd ALNG LicSAPk MVL PerDvc SAL Fnctnl | Per License | Monthly | Software | $37.25 | $35.39 |
| QQ6093 | FA8-00095 - DynAXHstd ALNG LicSAPk MVL PerDvc SAL SelfServe | Per License | Monthly | Software | $2.82 | $2.68 |
| QQ6091 | FA8-00094 - DynAXHstd ALNG LicSAPk MVL PerDvc SAL Task | Per License | Monthly | Software | $13.95 | $13.25 |
| QQ6095 | FA8-00096 - DynAXHstd ALNG LicSAPk MVL PerUsr SAL Ent | Per License | Monthly | Software | $93.20 | $88.54 |
| QQ6099 | FA8-00098 - DynAXHstd ALNG LicSAPk MVL PerUsr SAL Fnctnl | Per License | Monthly | Software | $37.25 | $35.39 |
| QQ6085 | FA8-00091 - DynAXHstd ALNG LicSAPk MVL PerUsr SAL SelfServe | Per License | Monthly | Software | $2.82 | $2.68 |
| YM4543 | FA8-00100 - DynAXHstd ALNG LicSAPk MVL PerUsr SAL StrSvr | Per License | Monthly | Software | $27.90 | $26.50 |
| QQ6097 | FA8-00097 - DynAXHstd ALNG LicSAPk MVL PerUsr SAL Task | Per License | Monthly | Software | $9.35 | $8.88 |
| Q76815 | QHH-00028 - DynCRMSrvcPrvdr ALNG LicSAPk MVL SAL | Per License | Monthly | Software | $36.65 | $34.82 |
| TE0626 | QHH-00089 - DynCRMSrvcPrvdr ALNG LicSAPk MVL SAL Bsc | Per License | Monthly | Software | $13.21 | $12.55 |
| TE0628 | QHH-00090 - DynCRMSrvcPrvdr ALNG LicSAPk MVL SAL Essntls | Per License | Monthly | Software | $3.71 | $3.52 |
| QV5385 | 65D-00122 - DynGPHstd ALNG LicSAPk MVL Cstmztn 1Proc | Per License | Monthly | Software | $77.91 | $74.01 |
| QQ6083 | 65D-00121 - DynGPHstd ALNG LicSAPk MVL ExtdHRPayroll 1Proc | Per License | Monthly | Software | $272.76 | $259.12 |
| QQ6080 | 65D-00118 - DynGPHstd ALNG LicSAPk MVL FullUser SAL | Per License | Monthly | Software | $107.59 | $102.21 |
| QQ6081 | 65D-00119 - DynGPHstd ALNG LicSAPk MVL LmtdUser SAL | Per License | Monthly | Software | $7.87 | $7.47 |
| TX9029 | 65D-00123 - DynGPHstd ALNG LicSAPk MVL Std SAL | Per License | Monthly | Software | $92.01 | $87.41 |
| YM4541 | 4CL-00392 - DynNAVHstd ALNG LicSAPk MVL 1Proc CstmztnPk | Per License | Monthly | Software | $31.16 | $29.61 |
| QQ6078 | 4CL-00389 - DynNAVHstd ALNG LicSAPk MVL FullUser SAL | Per License | Monthly | Software | $107.59 | $102.21 |
| QQ6079 | 4CL-00390 - DynNAVHstd ALNG LicSAPk MVL LmtdUser SAL | Per License | Monthly | Software | $7.87 | $7.47 |
| TX9028 | 4CL-00391 - DynNAVHstd ALNG LicSAPk MVL Std SAL | Per License | Monthly | Software | $92.01 | $87.41 |
| DM3389 | 65F-00058 - DynSLHstd ALNG LicSAPk MVL AMESSUsr SAL | Per License | Monthly | Software | $7.87 | $7.47 |
| Q76821 | 65F-00011 - DynSLHstd ALNG LicSAPk MVL AMFullUsr SAL | Per License | Monthly | Software | $107.59 | $102.21 |
| PJ4604 | 65F-00057 - DynSLHstd ALNG LicSAPk MVL AMLightUsr SAL | Per License | Monthly | Software | $7.87 | $7.47 |
| DM4779 | 65F-00059 - DynSLHstd ALNG LicSAPk MVL BEFullUsr SAL | Per License | Monthly | Software | $92.01 | $87.41 |
| GB3297 | 65F-00060 - DynSLHstd ALNG LicSAPk MVL BELightUsr SAL | Per License | Monthly | Software | $7.87 | $7.47 |
| Q76762 | 9MD-00001 - ExchgBscSAL ALNG LicSAPk MVL | Per License | Monthly | Software | $0.89 | $0.85 |
| Q76766 | 4MH-00001 - ExchgEntPlusSAL ALNG LicSAPk MVL | Per License | Monthly | Software | $6.38 | $6.06 |
| Q76764 | 9MC-00001 - ExchgEntSAL ALNG LicSAPk MVL | Per License | Monthly | Software | $4.45 | $4.23 |
| KL3358 | 9MC-00004 - ExchgEntSAL ALNG LicSAPk MVL forSA | Per License | Monthly | Software | $0.45 | $0.42 |
| Q76768 | F08-00025 - ExchgStdSAL ALNG LicSAPk MVL | Per License | Monthly | Software | $2.82 | $2.68 |
| U34031 | F08-00027 - ExchgStdSAL ALNG LicSAPk MVL forSA | Per License | Monthly | Software | $0.45 | $0.42 |
| Q76770 | F09-00018 - ExchgStdPlusSAL ALNG LicSAPk MVL | Per License | Monthly | Software | $4.75 | $4.51 |
| DX5912 | M3J-00104 - FrfrntEndpointPrtcn ALNG LicSAPk MVL | Per License | Monthly | Software | $1.19 | $1.13 |
| ZY4354 | 7VC-00168 - FrfrntIdnttyMgr ALNG LicSAPk MVL SAL | Per License | Monthly | Software | $1.63 | $1.55 |
| DX5908 | 6TH-00002 - LyncSvrEntPlusSAL ALNG LicSAPk MVL | Per License | Monthly | Software | $9.94 | $9.45 |
| DX5902 | 6RH-00002 - LyncSrvEntSAL ALNG LicSAPk MVL | Per License | Monthly | Software | $5.64 | $5.36 |
| GF7445 | 6RH-00004 - LyncSrvEntSAL ALNG LicSAPk MVL forSA | Per License | Monthly | Software | $0.45 | $0.42 |
| DX5905 | 6SH-00002 - LyncSvrPlusSAL ALNG LicSAPk MVL | Per License | Monthly | Software | $5.64 | $5.36 |
| KL3352 | 6SH-00004 - LyncSvrPlusSAL ALNG LicSAPk MVL forSA | Per License | Monthly | Software | $0.45 | $0.42 |
| DX5899 | 6QH-00002 - LyncSvrStdSAL ALNG LicSAPk MVL | Per License | Monthly | Software | $1.34 | $1.27 |
| GF7442 | 6QH-00004 - LyncSvrStdSAL ALNG LicSAPk MVL forSA | Per License | Monthly | Software | $0.45 | $0.42 |
| U35999 | 79H-00128 - OfficeMultiLangPk ALNG LicSAPk MVL SAL | Per License | Monthly | Software | $4.16  | $3.95  |
| Q76825 | 79P-01747 - OfficeProPlus ALNG LicSAPk MVL SAL | Per License | Monthly | Software | $21.96  | $20.87  |
| Q76823 | 021-08183 - OfficeStd ALNG LicSAPk MVL SAL | Per License | Monthly | Software | $16.18  | $15.37  |
| U34035 | T9A-00002 - ProductivitySteSAL ALNG LicSAPk MVL | Per License | Monthly | Software | $5.94  | $5.64  |
| U34036 | T9A-00003 - ProductivitySteSAL ALNG LicSAPk MVL ForCoreCALSA | Per License | Monthly | Software | $2.97  | $2.82  |
| PJ4609 | T9A-00001 - ProductivitySteSAL ALNG LicSAPk MVL ForEntCALSA | Per License | Monthly | Software | $1.19  | $1.13  |
| U36001 | 076-04015 - Prjct ALNG LicSAPk MVL SAL | Per License | Monthly | Software | $23.15  | $21.99  |
| DM4781 | H30-03425 - PrjctPro ALNG LicSAPk MVL SAL w1PrjctSvrSAL | Per License | Monthly | Software | $38.58  | $36.65  |
| Q76877 | H22-01677 - PrjctSvr ALNG LicSAPk MVL SAL | Per License | Monthly | Software | $11.87  | $11.28  |
| Q76860 | K63-00006 - ProvisioningSys Win32 ALNG LicSAPk MVL Hosting 1Proc | Per License | Monthly | Software | $155.82  | $148.03  |
| QV6833 | V6V-00001 - SharePointHosting ALNG LicSAPk MVL | Per License | Monthly | Software | $1,196.10  | $1,136.30  |
| Q76840 | 76P-00840 - SharePointSvr ALNG LicSAPk MVL Ent SAL | Per License | Monthly | Software | $3.41 | $3.24 |
| KL3355 | 76P-01361 - SharePointSvr ALNG LicSAPk MVL Ent SAL forSA | Per License | Monthly | Software | $0.45 | $0.42 |
| Q76842 | 76P-00742 - SharePointSvr ALNG LicSAPk MVL Std SAL | Per License | Monthly | Software | $3.86 | $3.67 |
| U34025 | 76M-01134 - SharePointStdCAL ALNG LicSAPk MVL SAL forSA | Per License | Monthly | Software | $0.45 | $0.42 |
| NY9537 | D2M-00502 - SQLSvrBsnssIntelligence ALNG LicSAPk MVL SAL | Per License | Monthly | Software | $28.79 | $27.35 |
| Q76780 | 228-05018 - SQLSvrStd ALNG LicSAPk MVL SAL | Per License | Monthly | Software | $20.33 | $19.31 |
| NY9547 | TFA-00523 - SQLSvrWeb ALNG LicSAPk MVL 2Lic CoreLic | Per License | Monthly | Software | $11.72 | $11.14 |
| NY9533 | 7JQ-00341 - SQLSvrEntCore ALNG LicSAPk MVL 2Lic CoreLic | Per License | Monthly | Software | $717.07 | $681.22 |
| NY9535 | 7NQ-00302 - SQLSvrStdCore ALNG LicSAPk MVL 2Lic CoreLic | Per License | Monthly | Software | $186.98 | $177.63 |
| DC0236 | MFF-00504 - SysCtrCltMgmtSte ALNG LicSAPk MVL SAL | Per License | Monthly | Software | $3.56 | $3.38 |
| NY9539 | J5A-01228 - SysCtrCnfgMgrCltML ALNG LicSAPk MVL SAL | Per License | Monthly | Software | $3.26 | $3.10 |
| NY9543 | T6L-00249 - SysCtrDatactr ALNG LicSAPk MVL 1Proc | Per License | Monthly | Software | $62.77 | $59.63 |
| NY9545 | T9L-00249 - SysCtrStd ALNG LicSAPk MVL 1Proc | Per License | Monthly | Software | $23.15 | $21.99 |
| QZ9417 | W5V-00026 - UserExpVirtSAL ALNG LicSAPk MVL | Per License | Monthly | Software | $4.60 | $4.37 |
| U36028 | D87-03215 - VisioPro ALNG LicSAPk MVL SAL | Per License | Monthly | Software | $19.89 | $18.89 |
| U36029 | D86-03116 - VisioStd ALNG LicSAPk MVL SAL | Per License | Monthly | Software | $9.05 | $8.60 |
| CQ5540 | N5F-00074 - VSPrem ALNG LicSAPk MVL SAL | Per License | Monthly | Software | $273.65 | $259.97 |
| CQ5535 | C5E-00746 - VSPro ALNG LicSAPk MVL SAL | Per License | Monthly | Software | $32.50 | $30.87 |
| DM3386 | 125-01006 - VSTeamFndtnSvr ALNG LicSAPk MVL Bsc SAL | Per License | Monthly | Software | $6.68 | $6.34 |
| U36030 | 125-00361 - VSTeamFndtnSvr ALNG LicSAPk MVL SAL | Per License | Monthly | Software | $22.26 | $21.15 |
| CQ5538 | N3F-00077 - VSTstPro ALNG LicSAPk MVL SAL | Per License | Monthly | Software | $98.54 | $93.61 |
| CQ5539 | N4F-00074 - VSUlt ALNG LicSAPk MVL SAL | Per License | Monthly | Software | $596.72 | $566.88 |
| BU2506 | 6WC-00002 - WinRmtDsktpSrvcsSAL ALNG LicSAPk MVL | Per License | Monthly | Software | $6.53 | $6.20 |
| Q76742 | T98-02400 - WinRghtsMgmtSrvcsCAL ALNG LicSAPk MVL SAL | Per License | Monthly | Software | $1.93 | $1.83 |
| Q76723 | P71-01031 - WinSvrDataCtr ALNG LicSAPk MVL 1Proc | Per License | Monthly | Software | $158.94 | $150.99 |
| PX2314 | G3S-00566 - WinSvrEssntls ALNG LicSAPk MVL 1Proc | Per License | Monthly | Software | $23.00 | $21.85 |
| V94166 | P73-04837 - WinSvrStd ALNG LicSAPk MVL 1Proc | Per License | Monthly | Software | $23.00 | $21.85 |

Discount – 5.00%

Exhibit 7. IaaS Price List – Big Data Analytics

| Service Area | Component Code | Component | Metric Unit | Period | Type | List Price | Discounted Price |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Virtual Machine (VM)Smart Platform | SP-VM-CPU-No DR | SP CPU (with No DR) | GHz | Monthly | Technology | $20.07  | $19.07  |
| SP-VM-CPU-Cold DR | SP CPU (with Cold DR) | GHz | Monthly | Technology | $22.58  | $21.45  |
| SP-VM-CPU-Warm DR | SP CPU (with Warm DR) | GHz | Monthly | Technology | $22.58  | $21.45  |
| SP-VM-RAM-No DR | SP RAM (with No DR) | GB | Monthly | Technology | $25.09  | $23.83  |
| SP-VM-RAM-Cold DR | SP RAM (with Cold DR) | GB | Monthly | Technology | $27.60  | $26.22  |
| SP-VM-RAM-Warm DR | SP RAM (with Warm DR) | GB | Monthly | Technology | $27.60  | $26.22  |
| Dell Server (Linux)Smart Platform | Dell-CPU-No DR | Dell SP CPU (with No DR) | GHz | Monthly | Technology | $1,003.48  | $953.31  |
| Dell-CPU-Cold DR | Dell SP CPU (with Cold DR) | GHz | Monthly | Technology | $1,191.63  | $1,132.05  |
| Dell-CPU-Warm DR | Dell SP CPU (with Warm DR) | GHz | Monthly | Technology | $1,191.63  | $1,132.05  |
| Dell-RAM-No DR | Dell SP RAM (with no DR) | GB | Monthly | Technology | $25.09  | $23.83  |
| Dell-RAM-Cold DR | Dell SP RAM (with Cold DR) | GB | Monthly | Technology | $27.60  | $26.22  |
| Dell-RAM-Warm DR | Dell SP RAM (with Warm DR) | GB | Monthly | Technology | $27.60  | $26.22  |
| Storage (Optimized) Smart Platform | SP-SAN-Optimized-No DR | SAN (with No DR) | GB | Monthly | Technology | $0.50  | $0.48  |
| SP-SAN-Optimized-Cold DR | SAN (with Cold DR) | GB | Monthly | Technology | $0.58  | $0.55  |
| SP-SAN-Optimized-Warm DR | SAN (with Warm DR) | GB | Monthly | Technology | $0.50  | $0.48  |
| Other Infrastructure SupportSmart Platform | SP-VPN-Tunnel | SP VPN Tunnel | Per Connection | One-Time | Service | $383.99  | $364.79  |
| SP-Firewall | SP Firewall | Per Host Site | Monthly | Technology | $940.76  | $893.73  |
| SP-Firewall-Configuration | SP Firewall Configuration | One Time | One-Time | Service | $383.99  | $364.79  |
| RIM Services Smart Platform | RIM-SP-Bronze | SP Bronze Service | VM | Monthly | Service | $54.61  | $51.88  |
| RIM-SP-Silver | SP Silver Service | VM | Monthly | Service | $354.97  | $337.22  |
| RIM-SP-Gold | SP Gold Service | VM | Monthly | Service | $577.51  | $548.64  |
| Computer Resources & ServicesSmart Platform | SP-Program-Management | SP Overall PM  | Per Hour | Hourly | Labor | $269.00  | $255.55  |
| SP-Project-Mgmt-Use-Cases | SP Use Case Projects | Per Hour | Hourly | Labor | $231.00  | $219.45  |
| SP-Data-Scientist | SP Data Scientist | Per Hour | Hourly | Labor | $246.00  | $233.70  |
| SP-Analytics-Engineer | SP Analytics Engineer | Per Hour | Hourly | Labor | $185.00  | $175.75  |
| SP-Solution-Architect | SP Solution Architect | Per Hour | Hourly | Labor | $246.00  | $233.70  |
| SP-Dashboard-Developer | SP Dashboard Developer | Per Hour | Hourly | Labor | $185.00  | $175.75  |
| SP-QA-Engineer | SP Quality Assurance Engineer | Per Hour | Hourly | Labor | $185.00  | $175.75  |
| SP-Sensor-Install-Adjust | SP Sensor Installations & Adjustments | Per Hour | Hourly | Labor | $185.00  | $175.75  |
| SP-VMware-Engineer | SP VMware Engineer | Per Hour | Hourly | Labor | $246.00  | $233.70  |
| SP-Infrastructure-Engineer | SP Infrastructure Engineer | Per Hour | Hourly | Labor | $185.00  | $175.75  |
| SoftwareSmart Platform | SP-IoT-Use-Case | SP IoT – Use Case | Per Use Case | Monthly | Software | $112,000.00 | $106,400.00 |

Discount – 5.00% (*5.00% minimum rising to 42.00% for volume*)

Exhibit 8. IaaS Price List – Desktop as a Service (DaaS)

| Mandatory Components for Service Setup |
| --- |
| Component | Sizing | List Price | Discounted Price |
| One Time | Monthly | One Time | Monthly |
| Tenant Appliances (1GHz, 3GB, 20GB, Linux, Silver Support) - 2 | 1 pair/tenant/5000 users in each datacenter | $864.96 | $417.34 | $821.71 | $396.48 |
| External IP's - 2 | 1 pair/Tenant in each datacenter where desktops are provided | - | $28.11 | - | $26.71 |
| Service Support | A multiplier of the following applies:* 1 per tenant, plus
* 0.5 for each 5 additional Gold Pattern Templates or 100 desktops, plus
* 0.5 for each profile server and up to 1TB of user storage
 | - | $370.85 | - | $352.31 |

VDI Options

**1 – 24 Desktops (5.00% discount)**

| Component | Sizing | OS | Backup | RIM | List Price | Discounted Price |
| --- | --- | --- | --- | --- | --- | --- |
| CPU | RAM | Storage | One Time | Monthly | One Time | Monthly |
| Standard DT 1 Temp | 1 | 2 | 30 | Windows Server 2008R2 | Yes | None | $456.54 | $39.85 | $433.56 | $37.84 |
| Standard DT 1 | 1 | 2 | 30 | Windows Server 2008R2 |  | None | - | $99.05 | - | $94.06 |
| Standard DT 2 Temp | 1 | 3 | 35 | Windows Server 2008R2 | Yes | None | $456.54 | $45.54 | $433.56 | $43.25 |
| Standard DT 2 | 1 | 3 | 35 | Windows Server 2008R2 |  | None | - | $117.27 | - | $111.36 |
| Standard DT 3 Temp | 1 | 4 | 40 | Windows Server 2008R2 | Yes | None | $456.54 | $51.23 | $433.56 | $48.65 |
| Standard DT 3 | 1 | 4 | 40 | Windows Server 2008R2 |  | None | - | $134.34 | - | $127.58 |
| Power DT 1 Temp | 2 | 4 | 40 | Windows Server 2008R2 | Yes | None | $456.54 | $51.23 | $433.56 | $48.65 |
| Power DT 1 | 2 | 4 | 40 | Windows Server 2008R2 |  | None | - | $145.73 | - | $138.39 |
| Power DT 2 Temp | 2 | 6 | 45 | Windows Server 2008R2 | Yes | None | $456.54 | $58.06 | $433.56 | $55.14 |
| Power DT 2 | 2 | 6 | 45 | Windows Server 2008R2 |  | None | - | $175.33 | - | $166.50 |
| Power DT 3 Temp | 2 | 8 | 50 | Windows Server 2008R2 | Yes | None | $456.54 | $63.76 | $433.56 | $60.55 |
| Power DT 3 | 2 | 8 | 50 | Windows Server 2008R2 |  | None | - | $207.21 | - | $196.78 |
| Enterprise DT 1 Temp | 4 | 8 | 100 | Windows Server 2008R2 | Yes | None | $456.54 | $127.51 | $433.56 | $121.09 |
| Enterprise DT 1 | 4 | 8 | 100 | Windows Server 2008R2 |  | None | - | $269.82 | - | $256.24 |

**25 – 49 Desktops (15.00% discount)**

| Component | Sizing | OS | Backup | RIM | List Price | Discounted Price |
| --- | --- | --- | --- | --- | --- | --- |
| CPU | RAM | Storage | One Time | Monthly | One Time | Monthly |
| Standard DT 1 Temp | 1 | 2 | 30 | Windows Server 2008R2 | Yes | None | $456.54 | $39.85 | $387.07 | $34.60 |
| Standard DT 1 | 1 | 2 | 30 | Windows Server 2008R2 |  | None | - | $99.05 | - | $84.33 |
| Standard DT 2 Temp | 1 | 3 | 35 | Windows Server 2008R2 | Yes | None | $456.54 | $45.54 | $387.07 | $37.84 |
| Standard DT 2 | 1 | 3 | 35 | Windows Server 2008R2 |  | None | - | $117.27 | - | $99.47 |
| Standard DT 3 Temp | 1 | 4 | 40 | Windows Server 2008R2 | Yes | None | $456.54 | $51.23 | $387.07 | $43.25 |
| Standard DT 3 | 1 | 4 | 40 | Windows Server 2008R2 |  | None | - | $134.34 | - | $113.53 |
| Power DT 1 Temp | 2 | 4 | 40 | Windows Server 2008R2 | Yes | None | $456.54 | $51.23 | $387.07 | $43.25 |
| Power DT 1 | 2 | 4 | 40 | Windows Server 2008R2 |  | None | - | $145.73 | - | $123.26 |
| Power DT 2 Temp | 2 | 6 | 45 | Windows Server 2008R2 | Yes | None | $456.54 | $58.06 | $387.07 | $48.65 |
| Power DT 2 | 2 | 6 | 45 | Windows Server 2008R2 |  | None | - | $175.33 | - | $149.21 |
| Power DT 3 Temp | 2 | 8 | 50 | Windows Server 2008R2 | Yes | None | $456.54 | $63.76 | $387.07 | $54.06 |
| Power DT 3 | 2 | 8 | 50 | Windows Server 2008R2 |  | None | - | $207.21 | - | $176.24 |
| Enterprise DT 1 Temp | 4 | 8 | 100 | Windows Server 2008R2 | Yes | None | $456.54 | $127.51 | $387.07 | $108.12 |
| Enterprise DT 1 | 4 | 8 | 100 | Windows Server 2008R2 |  | None | - | $269.82 | - | $229.21 |

**50 - 99 Desktops (25.00% discount)**

| Component | Sizing | OS | Backup | RIM | List Price | Discounted Price |
| --- | --- | --- | --- | --- | --- | --- |
| CPU | RAM | Storage | One Time | Monthly | One Time | Monthly |
| Standard DT 1 Temp | 1 | 2 | 30 | Windows Server 2008R2 | Yes | None | $456.54 | $39.85 | $340.58 | $30.27 |
| Standard DT 1 | 1 | 2 | 30 | Windows Server 2008R2 |  | None | - | $99.05 | - | $74.60 |
| Standard DT 2 Temp | 1 | 3 | 35 | Windows Server 2008R2 | Yes | None | $456.54 | $45.54 | $340.58 | $33.52 |
| Standard DT 2 | 1 | 3 | 35 | Windows Server 2008R2 |  | None | - | $117.27 | - | $87.58 |
| Standard DT 3 Temp | 1 | 4 | 40 | Windows Server 2008R2 | Yes | None | $456.54 | $51.23 | $340.58 | $38.92 |
| Standard DT 3 | 1 | 4 | 40 | Windows Server 2008R2 |  | None | - | $134.34 | - | $100.55 |
| Power DT 1 Temp | 2 | 4 | 40 | Windows Server 2008R2 | Yes | None | $456.54 | $51.23 | $340.58 | $38.92 |
| Power DT 1 | 2 | 4 | 40 | Windows Server 2008R2 |  | None | - | $145.73 | - | $109.20 |
| Power DT 2 Temp | 2 | 6 | 45 | Windows Server 2008R2 | Yes | None | $456.54 | $58.06 | $340.58 | $43.25 |
| Power DT 2 | 2 | 6 | 45 | Windows Server 2008R2 |  | None | - | $175.33 | - | $130.83 |
| Power DT 3 Temp | 2 | 8 | 50 | Windows Server 2008R2 | Yes | None | $456.54 | $63.76 | $340.58 | $47.57 |
| Power DT 3 | 2 | 8 | 50 | Windows Server 2008R2 |  | None | - | $207.21 | - | $154.61 |
| Enterprise DT 1 Temp | 4 | 8 | 100 | Windows Server 2008R2 | Yes | None | $456.54 | $127.51 | $340.58 | $95.15 |
| Enterprise DT 1 | 4 | 8 | 100 | Windows Server 2008R2 |  | None | - | $269.82 | - | $201.10 |

**100 - 499 Desktops (32.00% discount)**

| Component | Sizing | OS | Backup | RIM | List Price | Discounted Price |
| --- | --- | --- | --- | --- | --- | --- |
| CPU | RAM | Storage | One Time | Monthly | One Time | Monthly |
| Standard DT 1 Temp | 1 | 2 | 30 | Windows Server 2008R2 | Yes | None | $456.54 | $39.85 | $309.22 | $27.03 |
| Standard DT 1 | 1 | 2 | 30 | Windows Server 2008R2 |  | None | - | $99.05 | - | $67.03 |
| Standard DT 2 Temp | 1 | 3 | 35 | Windows Server 2008R2 | Yes | None | $456.54 | $45.54 | $309.22 | $30.27 |
| Standard DT 2 | 1 | 3 | 35 | Windows Server 2008R2 |  | None | - | $117.27 | - | $78.93 |
| Standard DT 3 Temp | 1 | 4 | 40 | Windows Server 2008R2 | Yes | None | $456.54 | $51.23 | $309.22 | $34.60 |
| Standard DT 3 | 1 | 4 | 40 | Windows Server 2008R2 |  | None | - | $134.34 | - | $90.82 |
| Power DT 1 Temp | 2 | 4 | 40 | Windows Server 2008R2 | Yes | None | $456.54 | $51.23 | $309.22 | $34.60 |
| Power DT 1 | 2 | 4 | 40 | Windows Server 2008R2 |  | None | - | $145.73 | - | $98.39 |
| Power DT 2 Temp | 2 | 6 | 45 | Windows Server 2008R2 | Yes | None | $456.54 | $58.06 | $309.22 | $38.92 |
| Power DT 2 | 2 | 6 | 45 | Windows Server 2008R2 |  | None | - | $175.33 | - | $118.93 |
| Power DT 3 Temp | 2 | 8 | 50 | Windows Server 2008R2 | Yes | None | $456.54 | $63.76 | $309.22 | $43.25 |
| Power DT 3 | 2 | 8 | 50 | Windows Server 2008R2 |  | None | - | $207.21 | - | $140.56 |
| Enterprise DT 1 Temp | 4 | 8 | 100 | Windows Server 2008R2 | Yes | None | $456.54 | $127.51 | $309.22 | $86.50 |
| Enterprise DT 1 | 4 | 8 | 100 | Windows Server 2008R2 |  | None | - | $269.82 | - | $182.72 |

**500+ Desktops (42.00% discount)**

| Component | Sizing | OS | Backup | RIM | List Price | Discounted Price |
| --- | --- | --- | --- | --- | --- | --- |
| CPU | RAM | Storage | One Time | Monthly | One Time | Monthly |
| Standard DT 1 Temp | 1 | 2 | 30 | Windows Server 2008R2 | Yes | None | $456.54 | $39.85 | $278.95 | $21.62 |
| Standard DT 1 | 1 | 2 | 30 | Windows Server 2008R2 |  | None | - | $99.05 | - | $54.06 |
| Standard DT 2 Temp | 1 | 3 | 35 | Windows Server 2008R2 | Yes | None | $456.54 | $45.54 | $278.95 | $23.79 |
| Standard DT 2 | 1 | 3 | 35 | Windows Server 2008R2 |  | None | - | $117.27 | - | $62.71 |
| Standard DT 3 Temp | 1 | 4 | 40 | Windows Server 2008R2 | Yes | None | $456.54 | $51.23 | $278.95 | $28.11 |
| Standard DT 3 | 1 | 4 | 40 | Windows Server 2008R2 |  | None | - | $134.34 | - | $72.44 |
| Power DT 1 Temp | 2 | 4 | 40 | Windows Server 2008R2 | Yes | None | $456.54 | $51.23 | $278.95 | $28.11 |
| Power DT 1 | 2 | 4 | 40 | Windows Server 2008R2 |  | None | - | $145.73 | - | $78.93 |
| Power DT 2 Temp | 2 | 6 | 45 | Windows Server 2008R2 | Yes | None | $456.54 | $58.06 | $278.95 | $31.35 |
| Power DT 2 | 2 | 6 | 45 | Windows Server 2008R2 |  | None | - | $175.33 | - | $95.15 |
| Power DT 3 Temp | 2 | 8 | 50 | Windows Server 2008R2 | Yes | None | $456.54 | $63.76 | $278.95 | $34.60 |
| Power DT 3 | 2 | 8 | 50 | Windows Server 2008R2 |  | None | - | $207.21 | - | $112.44 |
| Enterprise DT 1 Temp | 4 | 8 | 100 | Windows Server 2008R2 | Yes | None | $456.54 | $127.51 | $278.95 | $69.20 |
| Enterprise DT 1 | 4 | 8 | 100 | Windows Server 2008R2 |  | None | - | $269.82 | - | $145.96 |

Optional Components

| Component | Unit | Sizing | List Price | Discounted Price |
| --- | --- | --- | --- | --- |
| One Time | Monthly | One Time | Monthly |
| dtRAM Appliances (1GHz, 1GB, 10GB, Linux, Silver Support) - 2 | Per 2 Servers | 1 pair/tenant (datacenter), maximum of 500 sessions per management host.  | $864.96 | $378.42 | $821.71 | $359.50 |
| Profile Server (1GHz, 4GB, 50GB, Windows 2012, Silver Support) | Per Server | 1 per tenant if User Profile management is required, must have file storage for user data | $432.48 | $230.30 | $410.86 | $218.78 |
| Active Directory Server (1GHz, 4GB, 50GB, Windows 2012, Silver Support) | Per Server | 1 per tenant for Active Directory Services. (If required, a pair for redundancy) | $432.48 | $230.30 | $410.86 | $218.78 |
| User storage | Per GB | On file server, recommend on Profile server with Profile Unity. OTC is for 1st volume | $216.24 | $0.30 | $205.43 | $0.29 |
| Desktop Storage | Per GB | Additional storage for the OS.  | - | $0.78 | - | $0.74 |
| User storage Backups | Per GB | Data backed up /GB | - | $0.30 | - | $0.29 |

**Software**

| Component | Unit | Sizing | List Price | Discounted Price |
| --- | --- | --- | --- | --- |
| One Time | Monthly | One Time | Monthly |
| Trend Micro DS Server | Per Server | Required on Profile Server, recommended on other file servers | $864.96 | $378.42 | $821.71 | $359.50 |
| LWL Profile Unity | Per User | Requires Profile server and User Profile storage | $432.48 | $230.30 | $410.86 | $218.78 |
| MS Office Professional Plus | Per Desktop |   | $432.48 | $230.30 | $410.86 | $218.78 |
| MS Office Standard | Per Desktop |   | $216.24 | $0.30 | $205.43 | $0.29 |
| MS Project | Per Desktop |   | - | $0.78 | - | $0.74 |
| MS Visio | Per Desktop |   | - | $0.30 | - | $0.29 |

| Support Description |
| --- |
| **NTT DATA RESPONSIBILITIES** |
| * The hardware, storage and network required to provide DaaS
 |
| * Troubleshooting and resolving issues caused by non-available hardware or network
 |
| * Monitoring, Maintenance and availability of all DaaS Appliances
 |
| * Maintaining Trend Micro Deep Security and assisting with troubleshooting issues related to Deep Security Anti-Malware protection (includes providing logs, maintaining user accounts, reporting monthly usage, insuring desktops/servers are protected where necessary)
 |
| * Assisting client with troubleshooting of templates, desktops, pools and networks
 |
| * Providing updated agents (DaaS, Horizon View, View Agent Direct Connect)
 |
| * Monthly usage reporting and licensing for LWL Profile Unity and providing updated license files when required (environment growth)
 |
| * Incident, Problem and Request Management for all items NTT DATA is responsible for (via Cloud Support/SOC)
 |
| * Adjusting desktop model, connectivity protocol and template quotas based on sizing change requests
 |
| **OUT OF SCOPE / CLIENT RESPONSIBILITIES** |
| * Patching of all desktops and templates once provided to a tenant
 |
| * Creating and updating Desktop Pools (within allotted quotas)
 |
| * Assigning users to pools
 |
| * Associating domain to DaaS environment
 |
| * Installing and updating all software. Only exception is the initial installation and patching of Microsoft OS and Office software as noted above.
 |
| * Desktop and end-user support
 |
| * Configuring LWL Profile Unity and configuring GPOs for both LWL Profile Unity and other GPOs as needed.
 |
| * Managing user data/profiles within allotted storage (or requesting additional storage to accommodate if needed)
 |
| * Requesting add/remove desktop model quotas
 |
| * Reporting issues with access/availability of desktops to the Cloud Support/SOC as soon as identified.
 |

Exhibit 9. IaaS Price List – Network as a Service (NaaS)

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Service Area | Component Code | Component | Metric Unit | Period | Type | List Price | Discounted Price |
| Private Wireless Network | PWN-Private-Networks-as-a-Service | Private Network as a Service | Network Segment | Monthly | Technology | $100,000.00 | $95,000.00 |
| Private Wireless Network Set-up | PWN-Private-Networks-a-Service-Setup | Private Network as a Service Set-Up | Network Segment | One-time | Technology | $250,000.00 | $237,500.00 |
| Managed Network Services | PWN-Full-Managed-Services | Full Managed Services | Network Segment | Monthly | Service | $150,000.00 | $142,500.00 |
| Managed Network Services | PWN-Light-Managed-Services | Light Managed Services | Network Segment | Monthly | Service | $100,000.00 | $95,000.00 |
| Professional Services | PWN-Professional-Services-Hourly | Professional Services | Per Hour | Hourly | Labor | $250.00  | $237.50 |

**Discount – 5.00%**

Exhibit 10. Glossary of Descriptions and Terms Used

| Component | Metric Unit | Period | Component Description |
| --- | --- | --- | --- |
| CPU | GHz | Monthly | Average Gigahertz consumed per hour across the number of 24 hour days per month.  |
| NOTE: Utilization is calculated based on the actual resources consumed by the powered on VM regardless of the number of virtual CPUs configured to the VM. CPU utilization is measured and calculated based on the average amount of GHz consumed by all VMs associated with the Project over a given month. Please note VMs that are shut down will incur only SAN costs in this usage-based model. |
| RAM | GB | Monthly | Average Gigabytes of RAM consumed per hour across the number of 24 hour days per month |
| NOTE: Utilization is calculated based on the actual resources consumed by the powered on VM regardless of memory (RAM) configured to the VM. RAM utilization is measured and calculated based on the average of amount of RAM consumed by all VMs associated with the project over a given month. Please note VMs that are shut down will incur only SAN costs in this usage-based model. |
| SAN | GB | Monthly | Storage Area Network (SAN) is offered as an allocated cost with the ability of the customer to adjust the total allocated SAN upon request through requests to increase or decrease allocated SAN incrementally. Monthly costs are calculated based upon the average total allocated SAN used by the customer per month. Any allocated SAN volumes deleted by the customer will factor into the calculation of total SAN allocated to the customer per month, and the monthly total would be calculated by the average total allocation for that particular month, including any storage used towards swap files and VMware overheads. |
| Optimized SAN: An optimized mixture of SSD, FC, and SATA drives that leverage FAST cache capabilities that leverage auto tiering capabilities to store data in a drive tier that matches its performance profile with the appropriate disk type. |
| Economy SAN: A single tier solution that is optimized for large block of infrequently accessed data. There are no FAST Cache or auto-tiering features. |
| Provisioning (if requested) | VM | One-Time | Set up VM with associated RAM and Storage within the NTT DATA Cloud |
| Backup Configuration | VM | One-Time | Install and configure backup agent |
| Per GB Protected | GB | Monthly | A measure of the designated amount of data in Gigabytes associated with a VM that is specified for protection by means of daily incremental backups |
| DR Configuration | VM | One-Time | Configure DR instance of production application |
| DR Tests - Amortized | VM | Monthly | Includes cost of services for NTT DATA to conduct one technical disaster recovery test per year.  |
| Remote Site SAN Storage | GB | Monthly | Storage at remote DR site to which production data is replicated |
| Network Replication Costs | GB | Monthly | Charges for network utilization to replicate data between production and DR sites. |
| DR Replication License | VM | Monthly | DR Replication Tool (Zerto) license cost for DR for each VM. |
| Internet Bandwidth | Mbps | Monthly | Dedicated Internet bandwidth to a Customer VPN that guarantees that amount remains allocated for the Customer’s use. That bandwidth (measured in Mbps) is automatically set to expand during periods where capacity exceeds the allocated bandwidth. Bandwidth will automatically return to the allocated level when usage is again reduced. Bandwidth bursting is billed at the 95th percentile.  |
| This is calculated in the following way:Every 5 minutes, the Customer’s bandwidth is measured using a network monitoring tool. This means that over a 30-day period, 8640 samples of the Customer’s bandwidth usage are taken. These 8640 samples are arranged in order from highest usage to lowest usage. Then the top 5 % of the samples (432 of them) are ignored and the remaining 95% of the samples are used to determine the monthly average. |
| VPN Tunnel (if requested) | Per Connection | One-Time | Configuration of a site to site VPN tunnel |
| External IP | Per IP | Monthly | One public IP address |
| Firewall + IDS/IPS Protection | Per Host Site | Monthly | Advanced security services to provide Firewall and Intrusion Detection/Prevention Services.The solution allows to detect and protect against the following type of attacks: |
| * DoS attacks
* Buffer overflows
* P2P attacks
* Worms
* Trojans
* Backdoor attacks
* Spyware
* Invalid headers
* Blended threats
* Rate-based attacks
 | * Zero-day threats
* Port scans
* VoIP attacks
* IPv6 attacks
* Statistical anomalies
* Protocol anomalies
* Application anomalies
* Malformed traffic
* TCL segmentation and IP fragmentation
 |
| Firewall Configuration | One Time | One-Time | Installation and configuration of a firewall for each environment |
| 25 User VPN Pack | 25 Pack | Monthly | SSL Client based VPN for secure remote access to the environment. |
| Bronze Service Setup | Per Device | One-Time | Install Bronze Level Monitoring agent and monitoring software for Node or Interface |
| Silver Service Setup  | Per Device  | One-Time  | Install Silver Level Monitoring agent and monitoring software for OS, Node or Interface;Configure capacity management parameters and escalation procedures |
| Gold Service Setup  | Per Device  | One-Time  | Install Gold Level Monitoring agent and monitoring software for OS, Node or InterfaceConfigure capacity management parameters and escalation procedures |
| Remedy Fixed License | Per License | Monthly | License dedicated to a single user for access to monitoring tool |
| Remedy Floating License | Per License | Monthly | License shared among multiple users (e.g. access for ticket creation) for access to monitoring tool |