

# State of Utah NASPO Cloud Solutions

## Cost Proposal

Revision 002, July 19, 2024

Solicitation No: CH16012



**UNISYS**

**ATTACHMENT G – COST SCHEDULE**

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**Solicitation Number CH16012  
NASPO ValuePoint Cloud Solutions RFP**

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## 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.

## Amazon Web Services

### 1. Unisys Partner: Amazon Web Services (AWS) Public and IaaS, PaaS, and SaaS

The AWS offerings below will be provided at a 1.5% discount off the AWS list price for AWS services and AWS Premium support. AWS Premium Support will be provided directly by AWS as described on AWS’ support web page: <https://aws.amazon.com/premiumsupport>. The support fees will be calculated based on consumption. This offering will include:

- Any of the product, solution sets below
- Business Level Support to the buyer from AWS
- Unisys provided monthly billing and reporting as required by the Master Agreement (MA), Participating Agreement (PA), and the requirements as stated in this RFP.
- Unisys provided customer enablement, contract management support, fee management, and fee disbursements as required by the MA, PA, and requirements as stated in this RFP.

Amazon Web Services Offering Details	Infrastructure as a Service (IaaS)	Platform as a Service (PaaS)	Software as a Service (SaaS)
	Amazon Elastic Compute Cloud (Amazon EC2) is a web service that provides resizable computing capacity—literally, servers in Amazon’s data centers—that you use to build and host your software systems.	Amazon Relational Database Service (Amazon RDS) is a web service that makes it easier to set up, operate, and scale a relational database in the cloud. It provides cost efficient, resizable capacity for an industry-standard relational database and manages common database administration tasks. Database engines available through Amazon RDS include Amazon Aurora, MySQL, Oracle, Microsoft SQL Server, and PostgreSQL.	AWS Identity and Access Management (IAM) is a web service that enables AWS customers to manage users and user permissions in AWS. The service is targeted at organizations with multiple users or systems that use AWS products such as Amazon EC2, Amazon SimpleDB, and the AWS Management Console. With AWS IAM, you can centrally manage users, security credentials such as access keys, and permissions that control which AWS resources

Amazon Web Services Offering Details	Infrastructure as a Service (IaaS)	Platform as a Service (PaaS)	Software as a Service (SaaS)
	<p>Unisys Stealth is software defined security that delivers advanced protection for critical workloads in the Amazon Web Services cloud. Stealth is designed to create a secure communications tunnel, where the data is encrypted and split before transmission, and to cloak Stealth end points from users or devices except those who are preidentified as part of a secure community referred to as a Community of Interest (COI). Management of COIs is easy with Stealth because access is defined by identity, not physical topology.</p>	<p>Amazon EC2 Container Service is a highly scalable, high-performance container management service that supports Docker containers and allows you to easily run distributed applications on a managed cluster of Amazon EC2 instances.</p>	<p>users can access.</p> <p>AWS Directory Service is a managed service that allows you to connect your AWS resources with an existing on-premises Microsoft Active Directory or to set up a new, stand-alone directory in the AWS cloud. Connecting to an on-premises directory is easy; once this connection is established, users can access AWS resources and applications with their existing corporate credentials.</p>
	<p>Auto Scaling is a web service designed to launch or terminate Amazon EC2 instances automatically based on user defined policies, schedules, and health checks.</p>	<p>Amazon DynamoDB is a fully managed NoSQL database service that provides fast and predictable performance with seamless scalability. You can use Amazon DynamoDB to create a database table that can store and retrieve data, and serve many levels of request traffic. Amazon DynamoDB automatically spreads the data and traffic for the table over a sufficient number of servers to handle the request capacity specified by the customer and the amount of data stored, while maintaining consistent and fast performance.</p>	<p>AWS Service Catalog is a service that allows administrators to create and manage approved catalogs of resources that end users can then access at a personalized portal. You can control which users have access to which applications or AWS resources to enable compliance with your business policies, while users can easily browse and launch products from the catalogs you create.</p>
	<p>Elastic Load Balancing automatically distributes your incoming application traffic across multiple Amazon EC2 instances. It detects unhealthy instances and reroutes traffic to healthy instances until the unhealthy instances are restored. Elastic Load Balancing scales its request handling capacity automatically in response to incoming traffic.</p>	<p>Amazon Redshift is a fast, fully managed, petabyte scale data warehouse solution that makes it simple and cost-effective to efficiently analyze your data using your existing business intelligence tools.</p>	<p>AWS Config is a fully managed service that provides you with an AWS resource inventory, configuration history, and configuration change notifications to enable security and governance. With AWS Config you can discover existing AWS resources, export a complete inventory of your AWS resources with configuration details, and determine how a resource was configured at a point in time. These capabilities enable compliance auditing, security analysis, resource change</p>

			tracking, and troubleshooting.
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Amazon Web Services Offering Details	Infrastructure as a Service (IaaS)	Platform as a Service (PaaS)	Software as a Service (SaaS)
	<p>Amazon Virtual Private Cloud (Amazon VPC) enables you to launch AWS resources into a virtual network that you defined. This virtual network closely resembles a traditional network that you would operate in your own data center, with the benefits of using the scalable infrastructure of AWS.</p>	<p>Amazon ElastiCache is a web service that makes it easy to set up, manage, and scale distributed, in-memory cache environments in the cloud. It provides a high performance, resizable, and cost-effective in-memory cache, while removing the complexity associated with deploying and managing a distributed cache environment.</p>	<p>AWS CloudHSM provides you with secure cryptographic key storage by making Hardware Security Modules (HSMs) available in the AWS cloud.</p>
	<p>Amazon Route 53 is a highly available and scalable Domain Name System (DNS) web service.</p>	<p>Amazon Elastic MapReduce (Amazon EMR) is a web service that makes it easy to process large amounts of data efficiently. Amazon EMR uses Hadoop processing combined with several AWS products to perform tasks such as web indexing, data mining, log file analysis, machine learning, scientific simulation, and data warehousing.</p>	<p>AWS Key Management Service (KMS) is a managed service that makes it easy for you to create and control the encryption keys used to encrypt your data and uses Hardware Security Modules (HSMs) to protect the security of your keys. AWS KMS is integrated with other AWS cloud services including Amazon EBS, Amazon S3, and Amazon Redshift. AWS KMS is also integrated with AWS CloudTrail to provide you with logs of key usage to help meet your regulatory and compliance needs.</p>

Amazon Web Services Offering Details	Infrastructure as a Service (IaaS)	Platform as a Service (PaaS)	Software as a Service (SaaS)
	<p>AWS Direct Connect links your internal network to an AWS Direct Connect location over a standard 1 GB or 10 GB Ethernet fiber optic cable. One end of the cable is connected to your router and the other to an AWS Direct Connect router. With this connection, you can create virtual interfaces directly to the AWS cloud and Amazon VPC, bypassing Internet service providers in your network path.</p>	<p>Amazon Kinesis is a managed service that scales elastically for real-time processing of streaming big data. The service takes in large streams of data records that can then be consumed in real time by multiple data processing applications that can be run on Amazon EC2 instances. The data processing applications use the Amazon Kinesis Client Library and are called Amazon Kinesis applications.</p>	<p>With AWS CloudTrail, you can get a history of AWS API calls for your account, including API calls made via the AWS Management Console, the AWS Software Development Kits (SDKs), the command line tools, and higher level AWS cloud services. You can also identify which users and accounts called AWS APIs for services that support AWS CloudTrail, the source IP address the calls were made from, and when the calls occurred. You can integrate AWS CloudTrail into applications using the API, automate trail creation for your organization, check the status of your trails, and control how administrators turn AWS CloudTrail logging on and off.</p>
	<p>Amazon Simple Storage Service (Amazon S3) is storage for the Internet. You can use Amazon S3 to store and retrieve data from anywhere on the web. You can accomplish these tasks using the simple and intuitive web interface of the AWS Management Console.</p>	<p>AWS Data Pipeline is a web service that helps you reliably process and move data between different AWS compute and storage services as well as on premises data sources at specified intervals. With AWS Data Pipeline, you can regularly access your data where it's stored, transform and process it at scale, and efficiently transfer the results to AWS cloud services such as Amazon S3, Amazon RDS, Amazon DynamoDB, and Amazon EMR.</p>	<p>Amazon CloudWatch is a web service that enables you to collect, view, and analyze metrics. Amazon CloudWatch lets you programmatically retrieve your monitoring data, view graphs, and set alarms to help you troubleshoot, spot trends, and take automated action based on the state of your cloud environment.</p>

	<p>Amazon Glacier is a storage service optimized for infrequently used data (“cold data”). The service provides secure, durable, and extremely low-cost storage for data archiving and backup. With Amazon Glacier, you can store your data cost effectively for months, years, or decades. Amazon Glacier enables you to offload the administrative burdens of operating and scaling storage to AWS, so you don’t have to worry about capacity planning, hardware provisioning, data replication, hardware failure detection and recovery, or time consuming hardware migrations.</p>	<p>Amazon Mobile Analytics is a service that lets you easily collect, visualize, and understand application usage data at scale. Many mobile application analytics solutions deliver usage data several hours after the events occur. Amazon Mobile Analytics is designed to deliver usage reports within 60 minutes of receiving data from an application so that you can act on the data more quickly.</p>	<p>AWS provides API-based cloud computing services with multiple interfaces to those services, including SDKs, IDE Toolkits, and command line tools for developing and managing AWS resources.</p>
	<p>Amazon Elastic Block Store (Amazon EBS) provides block level storage volumes for use with Amazon EC2 instances. Amazon EBS volumes are highly available and reliable storage volumes that can be attached to at least one running instance that is in the same Availability Zone. Amazon EBS volumes that are attached to an Amazon EC2 instance are exposed as storage volumes that persist independently from the life of the instance. With Amazon EBS, you only pay for what you use.</p>	<p>With AWS Elastic Beanstalk, you can quickly deploy and manage applications in the AWS cloud without worrying about the infrastructure that runs those applications. AWS Elastic Beanstalk reduces management complexity without restricting choice or control. You simply upload your application, and AWS Elastic Beanstalk automatically handles the details of capacity provisioning, load balancing, scaling, and application health monitoring.</p>	<p>Amazon CloudFront is a content delivery web service. It integrates with other AWS cloud services to give developers and governments an easy way to distribute content to end users with low-latency, high data transfer speeds and no commitments.</p>

Amazon Web Services Offering Details	Infrastructure as a Service (IaaS)	Platform as a Service (PaaS)	Software as a Service (SaaS)
	<p>AWS Import/Export accelerates transferring large amounts of data between the cloud and portable storage devices that you mail to AWS. AWS transfers data directly onto and off your storage devices using Amazon’s high speed internal network. Your data load typically begins the next business day after your storage device arrives at AWS. After the data export or import completes, AWS returns your storage device. For large data sets, AWS Import/Export is significantly faster than Internet transfer and more cost effective than upgrading your connectivity.</p>	<p>AWS CloudFormation offers developers and system administrators an easy way to create and manage a collection of related AWS resources, provisioning and updating them in an orderly and predictable way. You can use AWS CloudFormation’s sample templates or create your own templates to describe the AWS resources, and associated dependencies or runtime parameters, required to run your application.</p>	<p>AWS CodePipeline is a continuous delivery and release automation service that aids smooth deployments. You can design your development workflow for checking in code, building the code, deploying your application to staging, testing it, and releasing it to production. You can integrate third-party tools into the steps of your release process, or you can use AWS CodePipeline as an end-to-end solution.</p>

	<p>AWS Storage Gateway is a service that connects an on-premises software appliance with cloud-based storage to provide seamless and secure integration between your on-premises IT environment and the AWS storage infrastructure.</p>	<p>AWS CodeDeploy is a service that automates code deployments to Amazon EC2 instances. AWS CodeDeploy makes it easier for you to rapidly release new features, helps you avoid downtime during deployment, and handles the complexity of updating your applications. You can use AWS CodeDeploy to automate deployments, eliminating the need for error-prone manual operations, and the service scales with your infrastructure so you can easily deploy applications to one Amazon EC2 instance or thousands.</p>	<p>The Amazon AppStream web service deploys your application on AWS infrastructure and streams input and output between your application and devices such as personal computers, tablets, and mobile phones. Your application's processing occurs in the cloud, so it can scale to handle vast computational loads. Devices need only display output and return user input, so the client application on the device can be lightweight in terms of file size and processing requirements.</p>
	<p>Access and manage Amazon cloud services at a simple and intuitive web-based user</p>	<p>AWS CodeCommit is a secure, highly scalable, managed source control</p>	<p>Amazon CloudSearch is a fully managed service in the cloud that makes it easy to</p>

Amazon Web Services Offering Details	Infrastructure as a Service (IaaS)	Platform as a Service (PaaS)	Software as a Service (SaaS)
	<p>interface. You can also use the AWS Console mobile app to quickly view resources on-the-go.</p>	<p>service that hosts private Git repositories. AWS CodeCommit eliminates the need for you to operate your own source control system or worry about scaling its infrastructure. You can use AWS CodeCommit to store anything from code to binaries, and it supports the standard functionality of Git, allowing it to work seamlessly with your existing Git-based tools.</p>	<p>set up, manage, and scale a search solution for your website. Amazon CloudSearch enables you to search large collections of data such as web pages, document files, forum posts, or product information. With Amazon CloudSearch, you can quickly add search capabilities to your website without having to become a search expert or worry about hardware provisioning, setup, and maintenance. As your volume of data and traffic fluctuates, Amazon CloudSearch automatically scales to meet your needs.</p>

	<p>The AWS Command Line Interface (CLI) is a unified tool used to manage your AWS cloud services. With just one tool to download and configure, you can control multiple AWS cloud services from the command line and automate them through scripts.</p>	<p>AWS OpsWorks provides a simple and flexible way to create and manage stacks and applications. With AWS OpsWorks, you can provision AWS resources, manage their configuration, deploy applications to those resources, and monitor their health.</p>	<p>Amazon Simple Workflow Service (Amazon SWF) makes it easy to build applications that coordinate work across distributed components. In Amazon SWF, a task represents a logical unit of work that is performed by a component of your application. Coordinating tasks across the application involves managing intertask dependencies, scheduling, and concurrency in accordance with the logical flow of the application. Amazon SWF gives you full control over implementing tasks and coordinating them without worrying about underlying complexities such as tracking their progress and maintaining their state.</p>
<b>Amazon Web Services Offering Details</b>	<b>Infrastructure as a Service (IaaS)</b>	<b>Platform as a Service (PaaS)</b>	<b>Software as a Service (SaaS)</b>
		<p>Amazon WorkDocs is a fully managed, secure enterprise storage and sharing service with strong administrative controls and feedback capabilities that improve user productivity. Users can comment on files, send them to others for feedback, and upload new versions without having to email multiple versions of their files as attachments.</p>	<p>Amazon Elastic Transcoder lets you convert media files that you stored in Amazon S3 to media files in the formats required by consumer playback devices. For example, you can convert large, high-quality digital media files to formats that users can play back on mobile devices, tablets, web browsers, and connected TV sets.</p>

		<p>Amazon WorkSpaces is a fully managed desktop computing service in the cloud. Amazon WorkSpaces allows you to easily provision cloud-based desktops that allow end users to access the documents, applications, and resources you need with the device of your choice, including laptops, iPad, Kindle Fire, or Android tablets. With a few clicks in the AWS Management Console, you can provision a high-quality cloud desktop experience for users at a cost that is highly competitive with traditional desktops and half the cost of most Virtual Desktop Infrastructure (VDI) solutions.</p>	<p>Amazon Cognito is a simple user identity and data synchronization service that helps you securely manage and synchronize application data for your users across their mobile devices. You can create unique identities for your users through a number of public login providers (Amazon, Facebook, and Google) and support unauthenticated guests.</p>
		<p>Amazon Simple Queue Service (Amazon SQS) is a messaging queue service that handles messages or workflows between other components in a system.</p>	<p>Amazon Flexible Payments Service facilitates the digital transfer of money between two entities – be they humans or computers.</p>
Amazon Web Services Offering Details	Infrastructure as a Service (IaaS)	Platform as a Service (PaaS)	Software as a Service (SaaS)
		<p>Amazon Simple Email Service (Amazon SES) is an outbound-only email-sending service that provides an easy, cost-effective way for you to send email.</p>	<p>AWS Marketplace is an online store that helps you find, buy, and immediately start using the software and services you need to build products and run your business.</p>
		<p>Amazon Simple Notification Service (Amazon SNS) is a web service that enables applications, end users, and devices to instantly send and receive notifications from the cloud.</p>	
		<p>AWS Lambda is a compute service that runs your code in response to events and automatically manages the compute resources for you, making it easy to build applications that respond quickly to new information. AWS Lambda starts running your code within milliseconds of an event such as an image upload, an in-app activity, a website click, or output from a connected device.</p>	

<b>Notes</b>	<ul style="list-style-type: none"> <li>• This entire set of offerings is consumption driven.</li> <li>• All AWS native services are available through this contract.</li> <li>• List price costs can be estimated using a live calculator available here: <a href="http://calculator.s3.amazonaws.com/index.html">http://calculator.s3.amazonaws.com/index.html</a></li> <li>• A description of AWS Business level support information is available here: <a href="https://aws.amazon.com/premiumsupport/business-support/">https://aws.amazon.com/premiumsupport/business-support/</a></li> </ul>
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## Microsoft Azure

### 2. Unisys Partner: Microsoft Corporation Public and IaaS, PaaS, and SaaS:

The Microsoft offerings below will be provided at a 1.5% discount off the Microsoft list price including support. All support, maintenance costs and discounts will be determined based on the level and the scope of the support services requested. This offering will also include:

- Any of the product, solution sets below
- Unisys provided monthly billing and reporting as required by this contract
- Unisys provided customer enablement, contract management support, fee management, and fee disbursements as required by the MA, PA, and requirements as stated in this RFP.

Microsoft Corporation	Infrastructure as a Service (IaaS)	Platform as a Service (PaaS)	Software as a Service (SaaS)
<b>Offering Details</b>	Microsoft IaaS includes network services and virtual machines. These services can be combined with PaaS services.	Microsoft Azure PaaS is a growing collection of integrated services – compute, storage, data, application, and networking.	Office 365: Enterprise Cloud productivity and collaboration services: Office, Exchange, SharePoint, Lync, Skype for Business, One Drive for Business, and Project
	Virtual Network: Provision and manage virtual networks in Azure and securely link to your on-premises IT infrastructure.	Azure Web Apps: Build websites with I.Net, PHP, Python, Java, or Node.js and deploy them in seconds.	Microsoft Dynamics: Enterprise Cloud customer relationship management
	Express Route: Connects on premises infrastructure directly to Azure data centers without using the public Internet (will require telco connectivity).	Azure Storage: Massively scale storage in difference types.	Microsoft Intune: Enterprise Cloud PC and mobile device management
	Virtual Machines: Create new virtual machines or create and upload your own to create preconfigured virtual machines.	SQL Database as a Service	Azure Active Directory: Provides access and identity management solutions, directory services, identity governance, security, and application access and management.
	Traffic Manager: Load balance incoming global traffic across multiple services running in the same or different data centers.	Azure Compute: Quickly deploy and manage multi-tier apps, achieving continuous availability.	Azure Multifactor Authentication; Used with Azure Active directory, it allows you to safeguard access to data and applications while deploying a simple sign in process
	Microsoft Corporation	Infrastructure as a Service (IaaS)	Platform as a Service (PaaS)

		Azure Media Services: Encode, store, and stream video and audio at scale.	
		Azure Mobile Services: Create highly functional mobile apps that can access backend capabilities.	
		Azure Stream Analytics: Perform real-time stream processing in the cloud for IoT solutions. Create dashboards and alerts.	
		Azure Logic Apps: Develop powerful integration solutions with SaaS and enterprise applications.	
		Azure API Apps: Expose your application's AP's to your SaaS and enterprise applications.	
<b>Notes</b>	<ul style="list-style-type: none"> <li>• This entire set of offerings is consumption driven.</li> <li>• List price costs can be estimated using a live calculator available here: <a href="https://azure.microsoft.com/en-us/pricing/calculator/">https://azure.microsoft.com/en-us/pricing/calculator/</a></li> </ul>		

## Google Cloud

### 3. Unisys Partner: Google Public and SaaS

The Google offerings below will be provided at a 1.5% discount off the Google list price. Support will be provided by Google under the terms and conditions available here:

<https://www.google.com/apps/intl/en/terms/tssg.html>. Additional support options are available and priced based on the scope of the engagement. This offering will also include:

- Any of the product, solution sets below
- Unisys provided monthly billing and reporting as required by the Master Agreement (MA), Participating Agreement (PA), and the requirements as stated in this RFP
- Unisys provided customer enablement, contract management support, fee management, and fee disbursements as required by the MA, PA, and requirements as stated in this RFP.

Google	Software as a Service (SaaS)
<p><b>Notes:</b> The entire set of offerings is consumption driven.</p> <p>List price costs can be located and estimated using a live calculator available here: <a href="https://cloud.google.com/products/calculator/">https://cloud.google.com/products/calculator/</a></p>	<p><i>Google Apps Auth User includes the ability to define your Google Apps user identities for managing Android Applications and devices only.</i></p>
	<p><i>With Google Apps for Work, Education, or Unlimited, you can add on this service to set policies to route your outbound email to an encryption server for external recipients to have a way to securely receive and send email to your end users.</i></p>
	<p><i>Google Apps No Gmail includes Google Drive, Mobile Device Management, Groups, G+, Sites (unlimited), Videoconferencing, and VoIP.</i></p>
	<p><i>Google Apps for Work includes Mail, (30 GB of storage), Calendar, Google Drive, Mobile Device Management, Groups, G+, Sites (unlimited), Videoconferencing, and VoIP.</i></p>
	<p><i>Google Apps for EDU Unlimited, for qualifying K-12 and higher education organizations, includes Mail, Google Vault eDiscovery and Archiving (unlimited storage), Calendar, Google Drive, Mobile Device Management, Groups, G+, Sites (unlimited), Videoconferencing, and VoIP.</i></p>
	<p><i>Google Apps Deskless includes the same services and is intended for nontechnical workers and infrequent users.</i></p>
	<p><i>Google Apps Unlimited includes Mail, Google Vault eDiscovery and Archiving (unlimited storage), Calendar, Google Drive, Mobile Device Management, Groups, G+, Sites (unlimited), Videoconferencing, and VoIP</i></p>
	<p><i>Google Apps Unlimited Deskless customers can blend this product into their contract. This offering includes the same services and is intended for nontechnical workers and infrequent users.</i></p>
	<p><i>Google Vault eDiscovery and Archiving (unlimited storage)</i></p>
	<p><i>Google Apps Vault Deskless customers can blend this product into their contract. This offering includes the same services and is intended for nontechnical workers and infrequent users.</i></p>

# Oracle Cloud

## 4. Unisys Partner: Oracle Public and Community IaaS, PaaS and SaaS

The Oracle offerings below will be provided at a 1.5% discount off the Oracle list price. Support will be provided by Oracle under the terms and conditions available here:

[https://cloud.oracle.com/en\\_US/saas-support](https://cloud.oracle.com/en_US/saas-support). Additional support options are available and priced based on the scope of the engagement. This offering will also include:

- Any of the product, solution sets below
- Unisys provided monthly billing and reporting as required by the Master Agreement (MA), Participating Agreement (PA), and the requirements as stated in this RFP
- Unisys provided customer enablement, contract management support, fee management, and fee disbursements as required by the MA, PA, and requirements as stated in this RFP.

Oracle	Infrastructure as a Service (IaaS)	Platform as a Service (PaaS)	Software as a Service (SaaS)
<p><b>Notes:</b> The entire set of offerings is consumption driven.</p> <p>List price costs can be located and estimated using a live calculator available here: <a href="https://cloud.oracle.com/en_US/cost-estimator">https://cloud.oracle.com/en_US/cost-estimator</a></p>	<p>Cloud Compute Instances - Cloud compute instances are available in two main groups: virtual machines (VMs) and bare metal machines. Both groups have a DenselO option for high performance local NVMe SSD storage. Both groups are also available with NVIDIA Tesla GPU's (Pascal or Volta) for HPC workloads. All instances run on the same virtual cloud networks, with up to 1 PB per instance, and accessible through the same console and API set.</p>	<p>Oracle Cloud Platform is a comprehensive, standards-based combination of Oracle and open source technologies to enable you to more efficiently build, deploy, integrate, secure and manage all your enterprise applications.</p> <p>Oracle Cloud Platform is also optimized for hybrid and multi-cloud environments. For organizations with strict data residency, compliance, or latency requirements, Oracle Cloud Platform is available within your data center, fully managed by Oracle, so that you can take advantage of the agility, innovation, and subscription-based pricing of Oracle Cloud Platform even for on-premise and private cloud deployments.</p>	<p>Applications (SaaS): Oracle offers the most complete, innovative, and proven cloud suite of SaaS applications that enable customers to transform their business with the latest intelligent technologies such as AI and machine learning.</p>
	<p>Low Latency Block Storage - Reliable and High Performance Highly available, persistent, network-attached storage volumes optimized to deliver low latency and high IOPS. Backup and Restore Volumes can be backed up to highly durable, highly available object storage, and can even be restored to new volumes. Boot Volumes</p>	<p>With the largest PaaS portfolio of any cloud vendor, Oracle gives you a rich palette of technically integrated platform solutions designed to increase agility, lower costs, and reduce IT complexity. Integrate your data, processes, and applications, migrate workloads to the cloud,</p>	<p>Data (DaaS): Oracle Data Cloud provides data from a wide variety of Oracle and third-party sources, which can be used by sales and marketing to produce better business outcomes.</p>

Manageable, durable, and versatile system boot disks are provided with Oracle Block Volumes.	and implement unified management and security-all with a single robust platform.	
Secure and Flexible Network - Virtual Cloud Networks (VCN) Fully customizable private networks enable you to easily move your existing network topology to the cloud. Network Isolation An isolated virtual cloud network, combined with dedicated physical servers ensure strong isolation, even from Oracle. Extension of On-Premises Connect to your VCN over an encrypted IPsec Virtual Private Network (VPN), or use FastConnect for a private, direct connection.	Oracle is committed to offering choice and flexibility for customers to adapt to rapidly changing business requirements, promote interoperability and avoid lock-in. To enable you to easily build, deploy, integrate and extend applications in the cloud, Oracle Cloud Platform supports numerous open standards (SQL, HTML5, REST, and more) open-source solutions (such as Kubernetes, Hadoop, and Kafka) and a wide variety of programming languages, databases, and integration frameworks.	Oracle CX Cloud Suite enables leading organizations to deliver great customer experiences throughout their customers' journey. Organizations seeking a competitive advantage are looking to Oracle to help them effectively engage their customers across physical and digital channels to dramatically improve customer retention, up-sell, and brand advocacy.
High Availability Fault Isolation - You can deploy applications in multi-region, multi- Availability Domain (AD, or multi-fault domain configurations. ADs are built with fully independent infrastructure such as buildings, power generators, cooling equipment, network, and servers, while fault domains partition the compute resources within an AD for further protection. High Availability Regions can contain multiple Availability Domains, connected by a high speed network backbone, And each AD contains three fault domains. Low Latency High speed network backbones enable highly reliable applications running across ADs with minimum impact to application performance.	From development and integration to security and management, Oracle Cloud Platform unlocks the productivity of your employees through comprehensive automation covering provisioning, patching, backup, tuning, scaling, and more. Get the most complete, hassle-free provisioning and lifecycle management for your entire PaaS environment.	Modern HR differentiates the business with a talent-centric and consumer-based strategy that leverages technology to provide a collaborative, insightful, engaging, and mobile HR, employee, and executive experience. Oracle HCM Cloud enables modern human resources to find and retain the best talent and increase global agility.
Flexible Image Management - Operating System Choice Support for an ever-growing list of Microsoft Windows Server and enterprise Linux operating systems such as Oracle Linux, CentOS, Ubuntu, and others. Bring Your Own Image (BYOI) Flexibility to bring and run your own operating system or hypervisor on your compute instances. Use images across	Your business processes transcend SaaS and on-premises application boundaries. Oracle Cloud Platform eliminates application silos by making it easy to integrate data and processes across Oracle and non-Oracle SaaS and on-premises applications with hundreds of out-of-the-box adapters	Streamline your enterprise business processes with ERP Cloud. With ERP Cloud's Financials, Procurement, Project Portfolio Management, and more, you can increase productivity, lower costs, and improve controls.

<p>compute shapes (see documentation for details). Launch Images from Oracle and Partners</p> <p>Easily discover and launch images for Oracle Applications and third-party business applications from an expanding ecosystem of Oracle partners.</p>	<p>and connectors. Easily integrate and extend your SaaS applications to meet the evolving needs of your business without impacting the upgradability of your SaaS applications.</p>	
<p>Get native access within the Oracle Cloud Infrastructure console to new container services for deploying container native applications. It includes both a managed Kubernetes service for creating and managing clusters and a private registry for storing and sharing container images, all powered by enterprise-grade cloud Infrastructure.</p>	<p>Leverage multi-layered security, data encryption by default and state-of-the-art data centers so you can deploy even your most high performant, mission-critical applications. Oracle Cloud Platform offers unmatched security, scalability, availability and performance by running on best-in-class Oracle Cloud Infrastructure and providing unified identity and security management across your entire hybrid cloud environment.</p>	<p>Built from the ground up for the cloud and for the modern supply chain, Oracle SCM Cloud delivers the visibility, insights, and capabilities you need to create your own intelligent supply chain. With capabilities that include product innovation, strategic material sourcing, outsourced manufacturing, integrated logistics, omni-channel fulfillment, and integrated demand and supply planning, Oracle SCM Cloud is the most comprehensive SCM suite in the cloud. Oracle SCM Cloud allows you to deploy functionality incrementally, with minimal risk, lower cost, and maximum flexibility—all with the benefit of ongoing functional innovation.</p>
<p>A developer friendly, container-native, and enterprise-ready managed Kubernetes service for running highly available clusters with the control, security, and predictable performance of Oracle's Cloud Infrastructure. Get the latest Kubernetes updates and keep pace and compatibility with the CNCF ecosystem without the management and administrative overhead, all integrated with your Oracle Cloud Infrastructure tenancy.</p>	<p>Public cloud may not be a good fit for all your data and applications due to data residency, compliance, latency, or other business requirements. Oracle Cloud Platform can be deployed within a data center of choice while still offering you the same comprehensive cloud services and subscription-based pricing of public cloud, all managed and serviced by Oracle.</p>	<p>Oracle's market-leading EPM Cloud applications enable companies of any size to drive predictable performance, report with confidence, and connect the entire organization.</p>
<p>A highly available private container registry service for storing and sharing container images within the same regions as the deployments. An integrated, performant platform offering, where users can store their container images easily. Access to push and pull images with the Docker CLI, or images</p>		<p>Oracle Internet of Things Applications deliver a world-class set of IoT apps for enterprise assets, production lines, transportation fleets, and mobile workers. Get smart with predictive, machine learning algorithms, and quickly extend core SCM,</p>

can be pulled directly into a Kubernetes deployment.		CX, HCM and ERP processes—with real-time IoT data and insights.
		Adaptive Intelligent Apps Amplify value across your entire applications portfolio with Oracle Adaptive Intelligent Apps. Oracle's unique design approach harnesses prebuilt connectors, enriched 3rd-party data sources, dynamic decision science, and connected outcomes to improve your business results with minimal cost and effort.
		Leverage the comprehensive Oracle product portfolio to address distinct industry-specific requirements. With solutions for financial services, communications, consumer goods and more.

## Unisys Cloud Offerings

### 4. Unisys Corporation: Cloud Solution Offerings:

See itemized discounting below. Maintenance and support fees will be calculated and discounted based on the terms of the engagement with the Participating Entity.

Service Name	Service Description	SaaS / Price
<b>CloudForte – Cloud Managed Services and Broker</b>	<p>CloudForte™ is a comprehensive managed services offering to help federal agencies manage and govern their Amazon Web Services (AWS) and Azure public cloud environments to accelerate the secure adoption of cloud services and cloud-native modernization and development. CloudForte™ is developed and deployed by seasoned Unisys cloud experts with mission-focused clients in mind.</p> <p>As State Governments look to strengthen their cyber posture, lower cost and provide better digital experiences, they are prioritizing cloud adoption as a fundamental way to achieve these goals and improve their ability to improve the lives of their Citizens. However, migration to the cloud presents its own unique set of challenges, especially around compliance and security. With a security-first mindset, CloudForte™ addresses these issues head-on, providing the necessary governance, compliance and security to protect agencies' sensitive data, without sacrificing speed and efficiency.</p> <p>CloudForte's services include:</p> <ul style="list-style-type: none"> <li>• Cloud Consulting</li> <li>• Cloud Architecture</li> <li>• Billing Portal</li> <li>• Automated governance and real-time compliance</li> <li>• Migration (priced per requirements)</li> <li>• Expert support</li> </ul>	SaaS Only

<p><b>TrustCheck</b></p>	<p><b>Service Description:</b></p> <p>The Unisys TrustCheck™ service provides detailed cyber risk measurement and prioritized guidance related to understanding, managing, and mitigating cyber risk. Unisys TrustCheck™ is powered by X-Analytics®, a patented cyber risk analytics model that evaluates the economics of cybersecurity risk. With TrustCheck™ Unisys converts the complexities of cyber security and cyber risk management into high-level financial outputs for clients that are objective, reliable, and easy to articulate. The service includes consulting, data collection, risk analysis and appraisal, reporting and periodic updates. The deliverable is access to the Unisys TrustCheck™ Portal, an online service dashboard provides:</p> <ul style="list-style-type: none"> <li>• An executive summary</li> <li>• Threat details</li> <li>• Business impact details</li> <li>• Implicit risk details</li> <li>• Control effectiveness details</li> <li>• Residual risk details</li> <li>• Cyber risk financial details</li> <li>• Prioritized guidance.</li> </ul> <p>Link to TrustCheck: <a href="https://www.unisys.com/offerings/security-solutions/trustcheck-cyber-risk-management">https://www.unisys.com/offerings/security-solutions/trustcheck-cyber-risk-management</a></p> <p><b>Service Components:</b></p> <ul style="list-style-type: none"> <li>• TrustCheck One Time Setup Transition <ul style="list-style-type: none"> <li>○ Provisioning of the TrustCheck portal for the customer including setting up authorized users and access as well as initializing the portal environmental and variables for the site(s) included with the service</li> </ul> </li> <li>• TrustCheck Site Appraisal – annual/site <ul style="list-style-type: none"> <li>○ Collection, translation, and validation of data for risk modeling with TrustCheck through interviews and other means. Updates to the data sets are completed on a frequency negotiated with the client. Appraisals for different organizational units are considered a new site which incur additional Setup Transition, TrustCheck Site Appraisal, and TrustCheck Platform SaaS fees.</li> </ul> </li> <li>• TrustCheck™ platform software as a service (SaaS) subscription fee</li> </ul>	<p>SaaS Only</p>
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Service Name	Service Description	SaaS / Price
	<ul style="list-style-type: none"> <li>○ Access for up to five (5) users to the portal (described above). Additional sites may have up to three (3) additional users per site.</li> </ul> <p><b>Service Fee:</b></p> <p>Final pricing is dependent on agreement of Statement of Work (SOW), scope and schedule.</p>	

Service Name	Service Description	SaaS / Price
<b>SIEM as a Service</b>	<p><b>Security Information and Event Management Service (SIEM)</b></p> <p>The SIEM uses UNCAAP (Unisys Noise Cancellation Advanced Analytics Platform) to aggregate and correlate enterprise wide security events into actionable Incidents. The service consists of:</p> <ol style="list-style-type: none"> <li>1. Log Collection – Collecting security and system event logs from Client Devices on Unisys managed SIEM Infrastructure.</li> <li>2. Security Monitoring – Monitoring Client security event data from Client Devices for alerts that need further investigation.</li> <li>3. Security Analytics – Analyze Client security events from Client Devices for security threats to the Client IT infrastructure under the contracted monitoring scope using Unisys SIEM Infrastructure for automated event correlation and Unisys technical resources.</li> <li>4. Security Incident Response – Unisys will respond to qualified security Incidents from Client Devices as per the Incident response plan created during Transition.</li> <li>5. Unisys Portal – Provide Client with access to a secure Unisys Portal. The Unisys Portal provides Client with a view of Client security data, deliverables and reports related to the Services. The portal also provides an interface to the Client to log and update service related Incidents and Change Requests.</li> <li>6. Dedicated Client Security Analyst (CSA) – Provide a dedicated Client Security Analyst who is the Unisys appointed SPOC to the Client for technical service delivery of various aspects of the Services. The CSA will also be the highest point of technical escalation for matters relating to the Services.</li> <li>7. Unisys Portal - Provide access to a secure portal enabling access to service related reports and provide an interface for service operations and management activities.</li> </ol>	<p>See Security as a Service tables below</p>

**Security  
Device  
Management  
as a Service**

Security device management as a service includes system monitoring of a device, including availability and system health. Unisys provides security monitoring via Unisys Security Information and Event Management (SIEM) services, which is a separate state-of-the-art service.

The security device management service offered by Unisys encompasses the following device types:

- Firewall devices
- IPS devices
- IDS devices
- UTM devices
- VPN appliances
- Web proxy appliances
- Load balancer appliances.

See Security as a Service tables below

Activity	Sub-tasks
Incident Management	Device up/down status updates Interface up/down status updates
Change Management	Modify system settings Modify system policy Modify other device configuration Perform content updates Perform firmware/OS updates Perform user access management activities
Capacity Management	Monitor throughput Monitor disk space Monitor resource utilization Alert on critical resource consumptions
Configuration Management	Define configuration item Identify and register configuration item (CI) Perform CI Audits Configuration Management Database (CMDB) change control
Service level Management	Perform service-level tracking Perform service-level reporting
Problem Management	Identify problem or recurring incidents Perform root cause analysis If problem identified with Unisys managed device, work towards giving a permanent fix to the problem with vendor support
Knowledge Management	Maintain knowledge base
Vendor Management	Track and update support contracts Work with vendor to get bug fixes Escalate issues to vendors and follow up until a fix has been found

Service Name	Service Description	SaaS / Price							
	<p>The main interface between the client and Unisys is the service portal providing secure access to service dashboards, incident and change management, reporting management and service management menus. The content varies depending on the services taken, however the Portal provides single or dual factor authentication of users, granular role based access controls and full audit functionality. The Portal supports all main internet browsers and is accessed over the internet.</p>								
<p><b>Vulnerability as a Service</b></p>	<p>Unisys will deploy Qualys Virtual Scanner Appliances. These appliances will be used by the centralized cloud-based Qualys portal. Unisys will be responsible for management and monitoring of these virtual appliances. Additional appliances may be required if the existing infrastructure is not sufficient to scan the IP addresses or there are significant changes in the environment. Additionally, Unisys will provide remediation governance/support services by raising Changes/Incidents based on the results of quarterly vulnerability scans. Unisys will track, monitor and provide reporting for these Changes/Incidents.</p> <p>Unisys will provide Vulnerability Management Services that may encompass a range of activities that include threat intelligence, scanning, vulnerability assessment, tracking, exception and review processes, and patch management. We understand that for this proposal, Vulnerability Management Services will be constrained to the following activities:</p> <ul style="list-style-type: none"> <li>• Integration of threat intelligence in vulnerability management</li> <li>• Scanning of network and end point vulnerabilities</li> <li>• Tracking and reporting of vulnerabilities.</li> </ul> <p>Unisys will provide Vulnerability Management Services in compliance with client’s policies and standards. Unisys Vulnerability Management Services will help the client assess their infrastructure for known vulnerabilities. These devices can be either in the cloud or in the client’s own data center.</p> <p>The following table provides information on each life cycle management phase of our approach.</p>	<p>See Security as a Service tables below</p>							
	<table border="1"> <thead> <tr> <th data-bbox="293 1415 542 1570">Vulnerability Life Cycle Management Phases</th> <th data-bbox="542 1415 1308 1570">Description</th> </tr> </thead> <tbody> <tr> <td data-bbox="293 1570 542 1656"> <p><b>Asset Identification</b></p> </td> <td data-bbox="542 1570 1308 1656"> <p>This is the first phase in vulnerability life cycle management. This phase involves identifying critical assets that need assessment.</p> </td> </tr> <tr> <td data-bbox="293 1656 542 1877"> <p><b>Asset Prioritization</b></p> </td> <td data-bbox="542 1656 1308 1877"> <p>The resources undergoing vulnerability assessment should be grouped and assigned priority levels to facilitate remediation efforts. Resource grouping and prioritization is helpful in assessing risk to systems and should be used to help identify which systems may require the special attention of the patch and vulnerability management program. Vulnerability assessment is a resource-intensive exercise for network and server resources that are</p> </td> </tr> </tbody> </table>		Vulnerability Life Cycle Management Phases	Description	<p><b>Asset Identification</b></p>	<p>This is the first phase in vulnerability life cycle management. This phase involves identifying critical assets that need assessment.</p>	<p><b>Asset Prioritization</b></p>	<p>The resources undergoing vulnerability assessment should be grouped and assigned priority levels to facilitate remediation efforts. Resource grouping and prioritization is helpful in assessing risk to systems and should be used to help identify which systems may require the special attention of the patch and vulnerability management program. Vulnerability assessment is a resource-intensive exercise for network and server resources that are</p>	
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Service Name	Service Description		SaaS / Price
		<p>assessed. Unisys recommends carefully planning this activity and prioritizing servers for scanning and subsequent remediation activities to avoid any unnecessary and unexpected service downtimes of most critical assets because of exploitation of vulnerabilities.</p>	
	<p><b>Environmental Changes</b></p>	<p>Unisys performs necessary changes in target infrastructure to support scan activity. These changes include modifying firewall rules, creating VPNs, and adding routing.</p>	
	<p><b>Vulnerability Assessment</b></p>	<p>This phase is preplanned and prescheduled. It consists of vulnerability scanners at the Unisys end that scan client target devices to look for symptoms of vulnerability.</p>	
	<p><b>Vulnerability Prioritization</b></p>	<p>This phase is initiated once system vulnerabilities are assessed. It involves prioritizing discovered vulnerabilities to start acting on them.</p>	
	<p><b>Vulnerability Reporting</b></p>	<p>This phase identifies and prioritizes various vulnerabilities to set the focus for the rest of the phases in the management life cycle.</p>	
	<p><b>Vulnerability Remediation (not included)</b></p>	<p>This is a key phase on any vulnerability management project; it involves remediating the vulnerabilities that were prioritized in the earlier phase. Unisys will provide the Remediation /Support as described below:</p> <ol style="list-style-type: none"> <li>1. Preparation of Scan Environment: Before running a Scan, the Unisys Project Manager will open a Change Request (CR) to handle activities such as: <ul style="list-style-type: none"> <li>• Opening Firewall ports</li> <li>• Network changes needed for the Scan environment readiness for Unisys</li> <li>• Provide network data to Client for VPN connectivity</li> <li>• Client will provide the Network Access</li> <li>• The Change Request (CR) will be kept open until the scan is completed.</li> </ul> </li> <li>2. Close "Preparation of Scan Environment" CR <ul style="list-style-type: none"> <li>• The Project Manager will coordinate with resolver groups to close the CR upon completion of scan</li> </ul> </li> <li>3. Review of Report by Unisys Security Officer <ul style="list-style-type: none"> <li>• Scan report will be reviewed by Security Officer. Severities will be identified and a recommendation report will be shared with Client.</li> </ul> </li> </ol>	

Service Name	Service Description	SaaS / Price
	<p>4. Raising Incidents/Changes based on recommendations from Security officer</p> <ul style="list-style-type: none"> <li>Client will push the Critical/High/Medium Vulnerabilities remediation via the mutually agreed "Incident/Change Processes".</li> </ul> <p>5. Incidents/Change Closure Tracking</p> <ul style="list-style-type: none"> <li>The Unisys Project Manager maintain a tracking log of open incidents in the Qualys tool, and provide a summary reports for management review based on the timelines agreed between the client and Unisys.</li> </ul> <p>*Step 1 to Step 5 are then repeated for a re-Scan to identify and report against remediation achieved in Client environment.</p> <p><b>NOTE that remediation of the affected systems remains the responsibility of the Client.</b></p>	
	<p><b>Vulnerability Tracking</b></p> <p>Once a vulnerability is identified, all efforts should be made to remediate it; because of the criticality of vulnerability and other organizational reasons, they do not get remediated. These vulnerabilities should be tracked for further action and may be masked to minimize ill effects that may arise.</p>	

## Security as a Service Pricing

Monitoring Packages (per year) - US Based Resource						
MPS Volume	(S) 100-250	(P1) 250-500	(P2) 501-750	(P3) 751-1000	(P4) 1001-1250	(P5) 1251-1500
<b>Total Package Price per Year</b>	<b>\$ 57,554</b>	<b>\$ 90,681</b>	<b>\$ 116,968</b>	<b>\$ 146,162</b>	<b>\$ 174,595</b>	<b>\$ 200,544</b>
<b>Packages Included</b>						
<i>Labor Source</i>	100% On-Shore (US based)					
<i>Log Archive Storage per Year</i>	75GB	250GB	400 GB	500 GB	750 GB	1 TB
<i>Standard Reports:</i>	5	5	5	5	5	5
• Customer may select from standard available LogRhythm reports						
• 1 compliance pack						
<i>Monitoring Agents</i>	Pro Agents – 1	Pro Agents – 2	Pro Agents – 3	Pro Agents – 5	Pro Agents – 5	Pro Agents – 6

	Lite Agents – 2	Lite Agents – 3	Lite Agents – 4	Lite Agents – 6	Lite Agents – 9	Lite Agents – 10
<b>Restrictions</b>						
Datacenters	Up to 2 Client Sites					
Average Number of Incidents per Month	3	10	15	20	25	30
One-Time Price for Additional Compliance Packs (up to two max)	Not Available	\$ 50	\$ 100	\$ 150	\$ 200	\$ 250

<b>Security Device Management (SDM) Firewall Packages One-Time Set-up Cost</b>		
SDM Firewall Packages	New Firewalls	Existing Firewall Takeover
<b>Small (1 -150 rules)</b>	<b>\$ 5,357</b>	<b>\$ 1,902</b>
<b>Medium (151-350 rules)</b>	<b>\$ 5,556</b>	<b>\$ 2,101</b>
<b>Large (&gt;350 rules)</b>	<b>\$ 6,264</b>	<b>\$ 2,808</b>

<b>SDM Firewall Packages (US based resources) On-Going Support</b>			
Description		Price per Month	Price per Year
<b>Small (1 -150 rules)</b>	2 Changes per Month	<b>\$ 1,761</b>	<b>\$ 23,033</b>
<b>Medium (151-350 rules)</b>	5 Changes per Month	<b>\$ 3,829</b>	<b>\$ 48,045</b>
<b>Large (&gt;350 rules)</b>	8 Changes per Month	<b>\$ 6,138</b>	<b>\$ 76,462</b>
Price per Additional Change per Month		<b>\$ 566</b>	<b>\$ 6,796</b>

<b>Security Device Management (SDM) IDS/IPS Packages One-Time Set-up Cost</b>		
SDM IDS/IPS Packages	New IDS/IPS Set-up	Existing IDS/IPS Takeover
<b>Small (3 Changes/Month)</b>	<b>\$ 4,871</b>	<b>\$ 1,415</b>
<b>Medium (10 Changes/Month)</b>	<b>\$ 5,092</b>	<b>\$ 1,636</b>
<b>Large (18 Changes/Month)</b>	<b>\$ 5,191</b>	<b>\$ 1,736</b>

SDM IDS/IPS Packages (US based resources) On-Going Support		
Description	Price per Month	Price per Year
<b>Small (3 Changes/Month)</b>	<b>\$ 1,791</b>	<b>\$ 21,489</b>
<b>Medium (10 Changes/Month)</b>	<b>\$ 4,977</b>	<b>\$ 59,729</b>
<b>Large (18 Changes/Month)</b>	<b>\$ 8,785</b>	<b>\$ 105,419</b>
Price per Additional Change per Month	<b>\$ 441</b>	<b>\$ 5,293.68</b>

VMS Packages (US based resources)			
Package Scope	One-Time	On-Going Price per Month	On-Going Price per Year
<b>Scanning up to 256 IP's</b>	<b>\$ 2,864</b>	<b>\$ 1,329</b>	<b>\$ 15,948</b>
<b>Scanning &gt; 256 up to 512 IP's</b>	<b>\$ 3,044</b>	<b>\$ 1,796</b>	<b>\$ 21,548</b>
<b>Scanning &gt; 512 up to 1024 IP's</b>	<b>\$ 3,044</b>	<b>\$ 2,475</b>	<b>\$ 29,700</b>
Additional Qualys Scanner			<b>\$ 995</b>

Unisys Stealth License & Support				
Description	Total Server License Quantities	License Term	Price (per server / per month)	Price (per client / per month)
<b>Stealth Server License and Support - Tier 1</b>	1-499	12 months	<b>\$ 29.06</b>	<b>\$ 4.80</b>
<b>Stealth Server License and Support - Tier 2</b>	500-999	12 months	<b>\$ 23.16</b>	<b>\$ 4.02</b>
<b>Stealth Server License and Support - Tier 3</b>	1000-4999	12 months	<b>\$ 18.18</b>	<b>\$ 3.16</b>

# Unisys Public Sector Solutions

Unisys Public Sector Solutions	Description	Availability (Public, Private, Community, Hybrid) (IaaS, PaaS, SaaS)	Discounting
<b>Unisys Justice Law Enforcement and Border Security Solutions for the Cloud</b>			
<p><b>Law Enforcement Switch and Justice Exchange (LEMS)</b></p>	<p>The Unisys Law Enforcement Message Switch/Justice Exchange (LEMS/JX™) is a message switch designed specifically to support the exchange of law enforcement and criminal justice information. The solution enables users to easily access disparate information from various federal and state criminal justice information systems.</p> <p>The LEMS/JX™ meets government agencies' needs for a proven, reliable, and open systems message switch that complies with the unique requirements of the criminal justice information exchange. LEMS/JX™ is an open architecture solution that provides the following key capabilities:</p> <ul style="list-style-type: none"> <li>• Allows users to access and manage information in federal and state criminal justice information systems</li> <li>• Connects disparate criminal justice information systems using asynchronous messaging in the format and protocols native to each information system</li> <li>• Supports a wide variety of message formats and protocols that use powerful, configurable, and flexible message processing and interface capabilities</li> <li>• Provides guaranteed message delivery with high availability and high performance using message store and forward capabilities</li> <li>• Acts as the control terminal message switch for systems such as NCIC 2000 and Nlets that require connection to a single system in a state</li> <li>• Supports the latest information sharing technologies and standards</li> <li>• Integration with legacy technologies</li> </ul> <p>LEMS/JX™ provides access to information in the following systems:</p> <ul style="list-style-type: none"> <li>• FBI National Crime Information Center (NCIC)</li> <li>• Nlets (The International Justice and Public Safety Network)</li> <li>• National Weather Service (NWS)</li> <li>• Division of Motor Vehicles (DMV)</li> <li>• Computerized Criminal History (CCH) system</li> <li>• State Hot Files</li> <li>• Other criminal justice information held by the state</li> <li>• Integrated Justice Information Sharing Systems</li> </ul>	All	5% off list
<b>Unisys Social Services Solutions for the Cloud</b>			

<b>State/Local Government Enterprise Regulatory System (AMANDA)</b>	The Unisys AMANDA Platform (from CSDC) is designed to provide a collection of back office functions such as Licensing, Permitting, Inspections, Land Use, Planning and a number of other functions in various form factors (desktop, mobile and tablet) and can also be deployed either on premise, hosted, or delivered via the Cloud. The solution includes the design, delivery, deployment and ongoing support and maintenance of the solution. The AMANDA platform can be configured specific to client needs in order to extend its functionality and interface with other systems as required.	All	5% off list
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<b>Unisys Public Sector Solutions</b>	<b>Description</b>	<b>Availability (Public, Private, Community, Hybrid) (IaaS, PaaS, SaaS)</b>	<b>Discounting</b>
<b>Infolmage</b>	Unisys Infolmage is the Enterprise Content Management (ECM), Business Process Management (BPM) and Record Management (RM) solution for organizations looking to significantly improve business processes that depend heavily high-volume paper documents, documents generated from Internet transactions, Office documents, and other electronic documents that need to be accessed for automated and manual processes. Infolmage can easily capture, manage, store, and access the content required for cases, inquiries, and process-centric work, regardless of data structure or document origination, with a single intuitive user interface. Unisys Infolmage brings together ECM, imaging, workflow, document management, record management and integration technologies to form an integrated end-to-end solution.	All	5% off list
<b>Stealth</b>	The Unisys Stealth software-defined security portfolio delivers consistent, inimitable security for global enterprises focused on protecting data in their data center, cloud, and mobile infrastructures. We built a better way to deal with advanced threats for our clients by applying novel approaches to new threats. By substituting traditional hardware topology for software-based cryptography, our Stealth Microsegmentation solutions prevent unauthorized access to sensitive information and reduce the attack surface, thereby making end points invisible to unauthorized users.	Private and Hybrid Cloud Only. For Public and Community Cloud, see AWS offering above. IaaS, PaaS and SaaS	5% off list
<b>VantagePoint</b>	VantagePoint can also extend beyond the boundaries of IT with uses cases to support relevant business scenarios in, <ul style="list-style-type: none"> <li>• Security: Strengthens the security posture of organizations through greater visibility into the Stealth enabled infrastructure.</li> <li>• Advanced Data Analytics: Cuts across data silos and sources relevant data to optimize the performance of Advanced Analytics solution.</li> <li>• Cloud and Infrastructure Services: Enables hybrid IT by seamlessly integrating with a variety of data sources and services and presenting them via a digital control panel, irrespective of technology underpinnings.</li> <li>• End User Services: Supports millennial users via personalized and secure access to relevant data and services, across endpoints.</li> <li>• Service Management: Cuts across ITSM platforms to improve service delivery through service automation, orchestration, and aggregation capabilities.</li> <li>• Facilities/Crisis Management: Helps organizations monitor their facilities and keep their Facilities Managers abreast of any security threats and risks. Also acts as a standard communication vehicle for users at times of crisis. (178)</li> </ul>	Private and Hybrid Only IaaS, PaaS and SaaS	5% off list

	<ul style="list-style-type: none"> <li>• Facilities/Crisis Management: Helps organizations monitor their facilities and keep their Facilities Managers abreast of any security threats and risks. Also acts as a standard communication vehicle for users at times of crisis. (178)</li> <li>• With VantagePoint, our clients gain a personalized, secure, and intuitive data and service aggregation platform that cuts across strategic and operational dimensions of business and accelerates digital transformation.</li> </ul>		
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Unisys Public Sector Solutions	Description	Availability (Public, Private, Community, Hybrid) (IaaS, PaaS, SaaS)	Discounting
<b>Unisys Cloud Hosting</b>	<p>Unisys Hosted Private Cloud Services provide businesses and governments a comprehensive cloud architecture that gives customers cloud on their terms. We can provide, integrate and scale the cloud infrastructure to meet client's needs. Our management platform enables a single pane of glass to effectively manage client's workloads.</p> <p>Unisys Hybrid Cloud Services provide businesses and governments a comprehensive cloud architecture that gives customers cloud on their terms. We can source, integrate and scale commodity infrastructure such as Microsoft Azure and Amazon Web Services. Our management platform enables a single pane of glass to effectively manage a variety of clouds within an organization, whether they be public or private.</p>	All	5% off list
<b>ServiceNow</b>	ServiceNow offers enterprise service management software for human resources, law, facilities management, finance, marketing, and field operations in the cloud. ServiceNow has its STAR SelfAssessment available on the CSA's website. ServiceNow specializes in ITSM applications and provides forms-based workflow application development. ServiceNow has open integration options to variety platforms such as: Salesforce, SharePoint, and BMC Remedy Action Request System.	All	5% off list
<b>Unisys ClearPath Forward!</b>	Unisys ClearPath Forward is an Intel based fabric computing platform designed to run business critical applications that require predictable performance and low transport latency. The ClearPath Forward platform provides hardware partitioning technology similar to the Mainframes, but is designed to run Enterprise Windows and Linux operating environments on commodity server hardware. The fabric interconnect included with the ClearPath Forward platform provides contemporary transport speeds or higher. The ClearPath Forward platform fabric can be used in a hybrid mode with industry available virtualization technologies including VMware® and Docker®.	Private and Hybrid Only IaaS, PaaS and SaaS	3% off list

<b>Unisys White Label Offerings</b>	Unisys has strategic, long lasting relationships in the industry and is pleased to offer our partner products surrounding the cloud market space. This is an evolving list. Our current partner list includes: Oracle, VMware, DELL EMC, Okta, Box, DRFortress and MicroPact, and more.	All	5% off list
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## Third Party SaaS Solutions

Unisys Public Sector Solutions	Description	Availability (Public, Private, Community, Hybrid) (IaaS, PaaS, SaaS)	Discounting
<b>NICE InContract</b>	<p><b>Service Description:</b> The NICE inContact CXone platform provides cloud based call center functionality with Omnichannel Routing, Analytics, Workforce Optimization, Automation and Artificial Intelligence—all built on an Open Cloud Foundation.</p> <ul style="list-style-type: none"> <li>• CXone Omnichannel Routing: Connect customer journeys across any channel by empowering agents to provide quick, personalized, and proactive service.</li> <li>• CXone Analytics: Turn insights into results by making data relevant, easy to consume, and actionable to drive measurable improvements.</li> <li>• CXone Workforce Optimization: Unlock the potential of your team by inspiring employee self-improvement and amplifying agent quality management efforts.</li> <li>• CXone Automation &amp; AI: Streamline service delivery by providing agent-assisted and fully automated actions that eliminate mundane tasks and speed resolution of customer issues.</li> <li>• CXone Open Cloud Foundation: Power rapid innovation with an extensible enterprise-grade platform that scales securely, deploys quickly, and serves customers of all sizes globally.</li> <li>• NICE inContact SaaS Contact Center Solution with CXone is quoted as a custom SaaS implementation. Please contact you Unisys Sales or Client Executive for pricing.</li> </ul>	SaaS	Custom based on volume

	<p><b>Service Components:</b></p> <p><b>Agent:</b></p> <ul style="list-style-type: none"> <li>• NICE inContact CXone ACD / IVR (per Configured User)</li> <li>• NICE inContact CXone FedRAMP (per Configured User)</li> <li>• NICE inContact CXone Additional Configured Universal Port</li> <li>• NICE inContact CXone ACD Call Recording</li> <li>• NICE inContact CXone Additional Active Storage</li> <li>• NICE inContact CXone Long Term Storage</li> <li>• NICE inContact CXone Long Term Storage Retrieval</li> </ul> <p><b>Support:</b></p> <ul style="list-style-type: none"> <li>• NICE inContact CXone Enterprise Monthly Success Package</li> </ul> <p><b>Implementation Services include:</b></p> <p><b>Central:</b></p> <ul style="list-style-type: none"> <li>• NICE inContact CXone with Central</li> <li>• NICE inContact CXone Enterprise Plus – Professional Services Implementation</li> <li>• NICE inContact CXone Additional 25 Menu Options DTMF Navigation (4)</li> <li>• NICE inContact CXone Additional 50 Point of Contact Based Routing (6)</li> <li>• NICE inContact CXone ACD Training: Core plus Workforce Intelligence</li> <li>• NICE inContact CXone CRM Driven ScreenPOP/Call Routing Implementation (2)</li> <li>• NICE inContact CXone Scripting Training: Web Integrations</li> <li>• NICE inContact CXone Enterprise Onboarding Package (6 days onsite with the Onboarding Manager during go-live)</li> </ul>		
<p><b>Hawaiian Telcom</b></p>	<p><b>Service Description:</b></p> <p><b><u>ABOUT HAWAIIAN TELCOM</u></b></p> <p>Hawaiian Telcom (HT) has been the State of Hawaii’s Local Exchange Carrier (LEC) for over 135 years. With a combined employee count of approximately 1,300, Hawaiian Telcom is the largest provider of information technology services in the State of Hawaii.</p> <p>HT’s Advanced Services portfolio includes:</p> <ul style="list-style-type: none"> <li>• Physical Colocation</li> <li>• Cloud Computing</li> <li>• Disaster Recovery</li> <li>• Off-site Backup</li> <li>• Managed Network &amp; Security</li> <li>• Consulting &amp; Professional Services</li> </ul> <p><b><u>Physical Colocation</u></b></p> <p>Hawaiian Telcom maintains two data centers in Hawai’i to offer customers a solution that meets their needs for colocation, backup and disaster recovery solutions. Our Honolulu colocation site, Endeavor, is a Tier 3 data center featuring state-of-the-art power, environmental, and security systems that allows us to achieve <b>99.999%</b> service-level guarantee on power and environmental controls.</p> <ul style="list-style-type: none"> <li>• Favorable geographic location outside flood and emergency evacuation areas</li> </ul>	<p>IaaS, PaaS</p>	<p>15%</p> <p><b>See Amendment #5 for Pricing information</b></p>

- 24/7/365 security personnel providing financial-grade protection
- SSAE18 (SOC I and SOC II) type 2 audits completed on physical and virtual colocation solutions
- Adheres to ISO 14644 Class 7 or better clean-room environmental rating
- Power cleanup and redundancy provided via Uninterruptable Power Sources (UPS) and redundant generator backup with a minimum of 5-day fuel supply
- Fire suppression and control systems
- Client workroom with computer, printer, phone and Internet access

As an alternative to Oahu-based colocation services, Hawaiian Telcom maintains a facility on the west side of the island of Hawai'i at Kawaihae. This location is ideal for Oahu-based customers that need a backup or DR site off-island in a safe and secure facility.

### **Cloud Computing**

For organizations ready to leave their physical servers behind and the need to maintain them, we offer the ability to move workloads offsite while keeping them hosted in Hawai'i at our secure Tier 3 data center facility. Customers receive the same benefits of traditional data center space, power and cooling without having to provide and manage physical servers, disk storage arrays, operating system licensing and backup solutions.

Our Cloud Computing infrastructure is housed in our Endeavor data center and built and refreshed with industry leading technology solutions.

- Flexible virtual machine sizing (vCPU and memory)
- Hypervisor, Windows Server and Linux operating system licensing included with
  - virtual machines
- Storage provided on RAID-based high performance SAN
- VMware Integrated OpenStack (VIO) GUI portal and API for managing VMs quickly and efficiently
- Windows Remote Desktop Services and Exchange SAL, SharePoint Server, SQL Server, and other Microsoft licenses available for rental

### **Customized Hosting Solutions**

In addition to our standardized hosting solutions, HT is able to customize a hosted private cloud environment sized and tailored to your needs. Customized solutions can be located in one of our Hawaii data centers, on your premise, or at a Mainland U.S. data center location.

### **Backup and Disaster Recovery**

With organizations so reliant on digital information, it's critical to have a secondary location where data is backed up, or where critical workloads can be spun-up. A disaster recovery scenario could be caused by something as simple as loss of power or network connectivity at your primary hosting site, or a natural disaster that causes permanent damage to facilities and equipment. Hawaiian Telcom has access to multiple sites in Hawai'i or on the Mainland to house back-ups or replicated virtual machines.

For virtual machines and data hosted at Endeavor, we offer fully managed or self-serve Veeam backup solutions. RPO and Retention policies can be customized to meet specific customer requirements. In addition to our standard backup services, we offer customers with Veeam to house secondary back-ups in our Cloud Repository.

### **Managed Network and Security Solutions**

Hawaiian Telcom maintains the largest locally staffed managed solutions practice in Hawai'i. We partner with leading security and network technology manufacturers to offer cutting-edge managed solutions. Your organization depends on your network operating at its best without disruption. This requires day-to-day maintenance and operational support that is costly to manage and sustain internally.

Instead of the "build-your-own" approach, leverage the expertise and state-wide reach of Hawaiian Telcom to monitor and manage your data network 24/7/365, and ensure the stability and quality of your vital communications infrastructure. With Hawaiian Telcom's Network Management services, we allow you to focus on strategic initiatives.

Our range of network solutions includes:

- **Device availability and performance monitoring** – We provide around-the-clock monitoring of your equipment's health to detect degraded or out of service conditions so you can be alerted.
- **Device configuration management** – During the onboarding process we assess your equipment and configurations to optimized performance and security. We regularly backup configurations, upgrade firmware and execute critical patches. If failures occur, we work with the hardware vendor to resolve software issues and any hardware replacement.
- **Turnkey network solutions** – We can provide managed routers, switches, firewalls and Wi-Fi solutions on a monthly rental basis. We take care of the procurement, installation, configuration and ongoing management and monitoring for a monthly charge. No need to track maintenance contracts or device upgrades and lifecycles.

Hawaiian Telcom's Managed Security Services provide a comprehensive solution for your IT security requirements. Our core services ensure your network is protected 24/7 and features programs designed to help you meet your compliance obligations.

Our certified security experts are also available to provide a full range of professional security services including penetration tests, security assessments, InfoSec program development, employee security awareness training, incident response and forensic analysis. Our solutions and goals are to ensure your organization is striking the right balance between securing your environment and doing business efficiently.

Hawaiian Telcom offers a range of consulting and standardized services such as:

- Assessment & Planning
- Monitoring & Management
- Threat & Incident Response
- Managed Firewalls
- Breach Radar – Client-side security monitoring detects and alerts attempts to compromise computer systems, networks and sensitive data

### **Professional Services**

Hawaiian Telcom maintains a staff of highly skilled network and security professionals with certifications from top vendors and industry organizations. These professionals are available to augment your staff in the areas of network engineering, cyber security services, and data center and cloud services. Services include assessments, design,

	incident response, policy development and business continuity and disaster recovery planning.		
<b>Human Security</b>	<p>HUMAN Security provides a comprehensive suite of web application security solutions that layers seamlessly on top of existing infrastructure, offering defense-in-depth to safeguard State/Local operated platforms from abuse and fraud such as:</p> <ul style="list-style-type: none"> <li>- Unauthorized access (Account Takeover)</li> <li>- Transaction/Payment fraud</li> <li>- Fake registration/account creation</li> <li>- Data exfiltration or manipulation (PII, PHI, etc)</li> <li>- Form Fill fraud (unemployment, public services)</li> <li>- Software Supply-Chain Fraud (PCI Compliance)</li> <li>- And more</li> </ul> <p>The Human Defense Platform is uniquely positioned to support government mission objectives through cyber resilience, reduce security vulnerabilities, and enable trusted operations. This keeps online services provided by government agencies protected from the ever-evolving threats, techniques, and procedures used by cybercriminals.</p> <p><b>About Human Security</b></p> <p>State and Local government is the backbone that supports our nations' critical infrastructure and public services across the digital and physical domain. With constituent data, infrastructure operations, and access to services prominently available through government websites, mobile applications, and APIs, there is a critical need to protect these civilian-facing platforms from cyber attacks.</p> <p>HUMAN Security enables security leaders, operators, and platforms to work more efficiently by reducing the attack surface and mitigating the most common digital attack types in real-time, reducing alert fatigue, optimizing resources and personnel, and most importantly maintaining constituent trust in their local government.</p>	SaaS	<b>Competitive and custom to the need.</b>

<p><b>FARO Consulting</b></p>	<p>The FARO PaaS provides our clients the ability to enable legacy applications, like Mainframes applications, to look and act like a Private Cloud through their service layer. Though clients want to modernize from mainframe to cloud, often the budget and time is not available to do so. FARO PaaS enables agencies to modernize to cloud at their pace while enabling service and data sharing to other applications in a cloud like fashion with consulting assistance from Cloud Consulting experts. FARO PaaS is the Unisys response to what the market is requesting.</p> <p><b>Service Description:</b> The FARO PaaS solutions specifically targets operational challenges that many Public Sector Agencies have. The service provides the following attributes:</p> <ul style="list-style-type: none"> <li>• Solutions are pre-engineered so there is more configuration than custom development</li> <li>• Services include include cloud hosting, application features and functionality, as well as a user administration portal</li> <li>• Agency data remains owned by the Agency throughout the term of your FARO license agreement</li> <li>• FARO PaaS is hosted in a FedRAMP accredited cloud conforming to NIST 800-53 rev 4 and meets ISO and HIPAA compliance requirements</li> <li>• Expert Cloud Architects and Consultants</li> </ul> <p><b>Service Offerings:</b></p> <ul style="list-style-type: none"> <li>• Government Data Hub PaaS</li> <li>• Forms and Workflow PaaS</li> <li>• Client Relationship Management</li> <li>• Cloud DevOps for Agile Government</li> </ul> <p><b>Service Fee:</b> Final pricing is dependent on agreement of Statement of Work (SOW), scope and schedule.</p>	<p>PaaS, SaaS</p>	<p>Custom, See Table</p>

Government List Pricing (Annual Subscriptions)

SKU	Title	2019 (Final)	2020*	2021*
FAROHerculesHub2019	<b>Hercules Data Hub &amp; API Gateway</b>	\$ 2,495,000.00	\$ 2,619,750.00	\$ 2,750,737.50
FAROHerc-Arena-2019	Hercules - Arena DevOps Module	\$ 225,000.00	\$ 236,250.00	\$ 248,062.50
FAROMont-Case-2019	Hercules - Case Management Connector Module	\$ 350,000.00	\$ 367,500.00	\$ 385,875.00
FAROHerc-Don-2019	Hercules - Donau Analytics Module	\$ 275,000.00	\$ 288,750.00	\$ 303,187.50
FAROHerc-MFC-2019	Hercules - Makapu'u Mainframe Connector Module	\$ 585,000.00	\$ 614,250.00	\$ 644,962.50
FAROHerc-Porto-2019	Hercules - Porto Workflow Module	\$ 225,000.00	\$ 236,250.00	\$ 248,062.50
FAROHerc-RamBRE-2019	Hercules - Ramsgate Business Rules Module	\$ 390,000.00	\$ 409,500.00	\$ 429,975.00
FAROHerc-Sab-2019	Hercules - Sabine Integration Module	\$ 250,000.00	\$ 262,500.00	\$ 275,625.00
FAROHerc-Sambro-2019	Hercules - Sambro Portal	\$ 195,000.00	\$ 204,750.00	\$ 214,987.50
FAROPravCRM22019	<b>Pravia CRM Solution</b>	\$ 1,950,000.00	\$ 2,047,500.00	\$ 2,149,875.00
FAROVermCloud2019	<b>Vermillion Cloud Standard</b>	\$ 125,000.00	\$ 131,250.00	\$ 137,812.50
FAROVermCloud-Exp-2019	Vermillion Cloud - Expansion	\$ 59,500.00	\$ 62,475.00	\$ 65,598.75
FAROVermCloud-HA-2019	Vermillion Cloud - High Availability Expansion	\$ 250,000.00	\$ 262,500.00	\$ 275,625.00
FAROVermCloud-FR-2019	Vermillion Cloud - FedRAMP Expansion	\$ 250,000.00	\$ 262,500.00	\$ 275,625.00

\* = Government List Pricing for any future year is an estimate until listed as "Final"

## Unisys Corporation: Professional Services

The following professional services are available to Participating Entities.

Services	Overview
<b>Unisys AI-Driven Development Services</b>	<p>Our AI-Driven Development Services encapsulate a capability-driven methodology to address the technological requirements of businesses, anchored in AI-driven platforms and solutions. This methodology facilitates the swift creation of adaptable, scalable, automated, transparent, and robust architectures, bolstering reliability and cost-effectiveness. Employing cutting-edge AI techniques, we steer your AI-driven development journey using a comprehensive approach inspired by best practices in the field. Security is ingrained into the fabric of our process, promoting continuous enhancement, and offering versatility through modular AI-driven solutions. Our meticulously planned, multi-phase strategy spans from initial evaluation to finely tuned AI-driven operations, ensuring a seamless transition and sustained prosperity.</p>
<b>Unisys Application Managed Services</b>	<p>Our Application Managed Services (AMS) provides a comprehensive approach to managing your critical applications, ensuring optimal performance, security, and user experience. Our service offering integrates industry best practices with advanced technologies like AI and automation to deliver exceptional value throughout the application lifecycle.</p>
<b>Unisys Attack Surface Discovery Services</b>	<p>Our Attack Surface Discovery (ASD) Solution helps organisations to recognise their overall security posture by translating external asset footprint and exposed business information into business cyber risk. It enables organisations to eliminate Shadow IT, rogue assets and reduce costs.</p> <p>Through our service, clients gain access to a team of cybersecurity ASD solution consultants, project managers, data scientists and Unisys Designated Contacts (UDC) to work with you in support of the service. Our approach is grounded in industry best practices and tailored to meet the unique needs of each client, ensuring a customised solution that aligns with business objectives.</p> <p>Our comprehensive cybersecurity solutions can help you reduce the attack surface to acceptable levels and help prevent data breaches and cybersecurity incidents.</p>
<b>Unisys Cloud FinOps Best Practices Review</b>	<p>The FinOps Best Practices Review service by Unisys combines our cloud provider partnerships with expert cloud architecture knowledge to assess critical application workloads for adherence to best practices. This service is designed to optimise costs and enhance operational excellence for our clients.</p>
<b>Unisys Cloud FinOps Managed Services</b>	<p>Public cloud adoption and more specifically multi-cloud adoption is ramping up as enterprises seek improved agility, faster time to market, and decreased risk. Worldwide end-user spending on public cloud services is forecast to grow 20.4% to total \$678.8 billion in 2024, up from \$563.6 billion in 2023, according to the latest forecast from Gartner, Inc. Gartner also predicts by 2027, more than 70% of enterprises will use industry cloud platforms to accelerate their business initiatives, up from less than 15% in 2023. Conversely, many businesses unexpectedly discover that their environment is multi-cloud and must then face the challenge of retrofitting a strategy that accommodates multiple public clouds.</p> <p>As a result, there's an increasing need for enterprises to leverage a cloud optimisation solution to optimise, secure, and govern their public cloud or multi-cloud infrastructure cost.</p> <p>Many of our clients have asked us about how we can help them in every step of the way, managing legacy and cloud simultaneously, assessing designs, architecture, processes, practices, and policies. Clients are looking to service providers, tooling vendors and public cloud providers for tooling and managed services to measure and provide control points with dashboard visibility into effectiveness of client architecture, measured guidelines, and associated data points. Additionally, more and more clients are looking to go towards containerisation thinking that it will be the game changer and reduce a lot of cost. Even though cost saving is there, yet it adds its own costs which any cloud client can easily manage with the right guidance, governance, and help.</p>

<b>Unisys Cloud FinOps Maturity Assessment</b>	<p>A FinOps Maturity Assessment helps organisations understand their current operating maturity in terms of cloud financial management practices. The assessment allows you to analyse your current situation and identify key areas for improvement as you progress toward FinOps excellence.</p>
<b>Unisys Cloud Landing Zone Accelerators</b>	<p>Unisys CloudForte® represents a comprehensive suite of cloud services designed to facilitate organisations' digital transformation journey. Within the CloudForte® suite, the CloudForte® Accelerators, including the Cloud Landing Zone Accelerators Service, stand out as cutting-edge solutions for rapidly deploying and managing cloud environments. These accelerators offer a comprehensive suite of tools and templates tailored to streamline the cloud adoption journey, providing the foundation needed for success in cloud initiatives.</p> <p>Leveraging cloud-native methodologies, CloudForte® Accelerators empower cloud architects and engineers to deploy infrastructure, services, and applications seamlessly across native cloud environments. Whether migrating existing workloads or launching new projects, organisations benefit from the agility, security, and scalability offered by CloudForte® Accelerators, ensuring they can adapt to evolving cloud requirements with confidence.</p>
<b>Unisys Cloud Managed Database Services</b>	<p>Our Cloud Managed Database Service offers a comprehensive solution for organisations seeking efficient and reliable management of their database infrastructure. With Unisys at the helm, clients can expect a seamless operation in the cloud, where every aspect of database management is meticulously handled to ensure optimal performance and security.</p> <p>Through our service, clients gain access to a team of seasoned experts who oversee database monitoring, incident response, and performance optimisation. Our approach is grounded in industry best practices and tailored to meet the unique needs of each client, ensuring a customised solution that aligns with business objectives.</p> <p>Join us as we embark on a journey to unlock the full potential of your data assets in the cloud. With Unisys, the transition to cloud-based database management promises enhanced efficiency, scalability, and resilience.</p>
<b>Unisys Cloud Well Architected Review</b>	<p>Unisys offers a comprehensive assessment service for organisations leveraging cloud technologies, aimed at optimising cloud workloads and ensuring adherence to best practices. Our certified consultants conduct thorough reviews tailored to your unique stage of cloud adoption, migration, and assessment, providing actionable insights to enhance your cloud environment's efficiency and security.</p>
<b>Unisys Cloud Native Development</b>	<p>Our Cloud Native Development service embodies a capability-oriented approach to meeting business technology needs, grounded in consumption-based platforms and services. This approach enables the rapid development of loosely coupled, scalable, automated, observable, and resilient architectures with increased reliability and cost efficiency. We leverage the industry-leading 15-Factor Methodology to guide your cloud native journey, ensuring security by design, fostering continuous optimisation, and maximising flexibility through microservices architecture. Our structured, multi-phase approach encompasses initial assessment through to optimised cloud native operations, ensuring a smooth transition and long-term success.</p>
<b>Unisys Container Adoption</b>	<p>This service delivers a comprehensive solution for organisations seeking to adopt containerised applications and leverage the benefits of cloud native development. We guide you through a seamless journey, integrating essential components like container orchestration (Kubernetes), APIs, and serverless functions.</p> <p>Our service encompasses the entire Kubernetes implementation process, ensuring efficient and secure deployment and management of your containerised applications.</p>

<p><b>Unisys CoreAI</b></p>	<p>CoreAI represents the cutting-edge in artificial intelligence technology, designed to empower organisations by enhancing their decision-making processes, automating complex operations, and unlocking new opportunities for innovation. Our CoreAI platform integrates seamlessly into diverse business environments, providing robust AI solutions that are both scalable and adaptable to meet the unique challenges of any industry.</p> <p>Core Capabilities: CoreAI is built on a foundation of advanced machine learning algorithms and deep learning networks that enable it to perform a wide range of tasks from simple predictive analytics to complex problem solving. This platform harnesses the power of AI to process and analyse vast amounts of data at unprecedented speeds, delivering insights that are both actionable and transformative.</p> <p>Strategic Benefits: Organisations adopting CoreAI will see immediate improvements in efficiency and effectiveness. The AI's ability to learn and adapt over time ensures that it remains effective even as market conditions change. CoreAI is not just a tool but a strategic asset that enhances every aspect of operations, from optimising supply chains to personalising customer experiences and beyond.</p> <p>Implementation Simplicity: Despite its sophisticated technology, CoreAI is designed for ease of implementation. It can be integrated into existing IT infrastructures with minimal disruption, allowing for a smooth transition and rapid deployment. This ease of integration, coupled with our expert support teams, ensures that organisations can start realising the benefits of AI quickly and without substantial upfront costs.</p> <p>Future-Proof Technology: With ongoing updates and improvements, CoreAI is a future-proof solution that evolves with your business. As new advancements in AI are developed, CoreAI incorporates these innovations, continuously enhancing its capabilities and ensuring that your organisation remains at the forefront of technology.</p>
<p><b>Unisys Cyber Governance, Risk, and Compliance</b></p>	<p>The Unisys Security Transformation Solution (STS) provides your organisation a turn-key solution to activate rapid cyber improvements that embed a security-aware culture into everything you do. The STS delivers the expertise, services, and technology to uncover your cybersecurity risks, and encompasses a range of security governance activities agreed to with the Client as aligned to the Solution's joint responsibility model extension of the Client's security team and program across 35 governance requirements, grouped into 7 domains.</p> <p>Within those 7 STS domains, the Cyber Governance, Risk and Compliance service ensures your organisation meets regulatory requirements, manages risks, and aligns operations with defined governance frameworks for effective compliance management. As a critical practice area for regulated environments, Unisys will bring the required subject matter expertise to assess, recommend, remediate, and monitor control requirements of the client by first establishing a baseline of current control posture and risk treatment plans currently active. Unisys shall then apply its expertise and experience in cyber risk management to help the client achieve its GRC goals.</p> <p>By integrating GRC principles into cybersecurity strategies, organisations can achieve greater resilience against cyber threats, maintain trust with stakeholders, and demonstrate accountability in safeguarding sensitive data and critical assets.</p>

<p><b>Unisys Cyber Security Incident Response</b></p>	<p>The Unisys Security Transformation Solution (STS) provides your organisation a turn-key solution to activate rapid cyber improvements that embed a security-aware culture into everything you do. The STS delivers the expertise, services, and technology to uncover your cybersecurity risks, and encompasses a range of security governance activities agreed to with the Client as aligned to the Solution's joint responsibility model extension of the Client's security team and program across 35 governance requirements, grouped into 7 domains</p> <p>Within those 7 STS domains, the Cyber Security Incident Response service focuses on analysis and response to security incidents or potential threats. Unisys subject matter experts can adjust and deliver post-incident response services mapping to any framework or best practices. Unisys focuses on post-incident activities using a systematic approach to cyber incidents which is time-tested and aligned with the National Institute of Standards and Technology (NIST) Computer Security Incident Handling guidelines. We can help all Clients with the full potential of cross-functional cyber incident response. Additionally, since our framework is both modular and iterative in nature, it can be customised to reflect your broader business objectives and maturity level.</p> <p>Our Cyber Defence Centres (CDC) and Cyber Security Incident Response (CSIR) services are built for speed. We pride ourselves on our rapid response time, ensuring that potential threats are identified, analysed, and neutralised swiftly, minimising any impact on your operations. The Unisys CSIR teams deliver a Governance model optimised for continuous monitoring to enable the business to operate without concern of breaches or negative impacts due to cyber incidents, and work in partnership with our clients and their SOCs to outsource, co-source or insource critical cyber functions.</p>
<p><b>Unisys Data Analytics</b></p>	<p>Our Data Analytics service is engineered to empower organisations to extract meaningful insights from their data leveraging state-of-the-art analytics frameworks and technologies. With a focus on seamless integration, our service is crafted to augment daily operations with minimal disruption, fostering an advanced cloud-based analytical environment.</p> <p>The service provides a cohesive platform for data analysis by dismantling silos and promoting cross-functional collaboration. This holistic approach to data utilisation bolsters comprehensive data management and governance across all facets of data interaction.</p> <p>Our offering transcends traditional data handling. It converts organisational data into a strategic analytics powerhouse, propelling insight generation and supporting informed decision-making. Through the enhancement of data processing capabilities, we catalyse the discovery of new analytical opportunities, heighten operational effectiveness, and realise substantial cost efficiencies.</p>
<p><b>Unisys Data Migration and Modernisation</b></p>	<p>Our Data Migration and Modernisation service is designed to guide organisations through the complex process of migrating and upgrading their existing databases to modern cloud environments. This offering ensures a smooth transition with minimal disruption to daily operations, facilitating a strategic shift towards more efficient and scalable database solutions.</p> <p>This service is not just about moving data; it's about transforming your data landscape to leverage the latest in cloud database technologies and innovations. By modernising your databases, you open up new possibilities for data analytics, performance improvements, and cost reductions.</p>

<p><b>Unisys Cloud DevSecOps Implementation</b></p>	<p>This service offering provides a comprehensive approach to implementing DevSecOps practices within your organisation. Our goal is to seamlessly integrate security throughout your development lifecycle, fostering faster deployments, improved code quality, and a more robust security posture.</p> <p>We leverage a phased approach to cater to your specific needs, whether you're starting with a new Greenfield environment or integrating DevSecOps into an existing Brownfield environment.</p> <p>Our methodology emphasises:</p> <ul style="list-style-type: none"> <li>• Initial Assessment: We begin with a thorough assessment to identify current security strengths and weaknesses, and collaboratively define a target maturity level.</li> <li>• Phased Implementation: We implement DevSecOps practices and tools in a staged manner, prioritising high-impact areas and minimising disruption to ongoing development.</li> <li>• Security by Design: Security best practices are embedded throughout the development pipeline, proactively preventing vulnerabilities from reaching production.</li> <li>• Continuous Improvement: We employ iterative assessments and ongoing monitoring to refine the DevSecOps pipeline and ensure continuous security improvement.</li> </ul> <p>Our DevSecOps solution utilises a variety of best-in-class tools categorised by function, including:</p> <ul style="list-style-type: none"> <li>• Secret Management and Source Control: Secure storage and management of sensitive data and code.</li> <li>• Monitoring and Observability: Continuous insights into the health and performance of the DevSecOps pipeline.</li> <li>• Code Quality and Security: Automated analysis of code for vulnerabilities and quality issues.</li> <li>• Continuous Integration/Continuous Delivery (CI/CD): Streamlined automation of building, testing, and deployment processes.</li> </ul>
<p><b>Unisys Cloud DevSecOps Maturity</b></p>	<p>Our service offering provides a comprehensive assessment of your organisation's current DevSecOps practices. The assessment evaluates how effectively security considerations are integrated throughout all critical stages of the Application Lifecycle Management (ALM) process.</p>
<p><b>Unisys Identity and Access Governance</b></p>	<p>The Unisys Security Transformation Solution (STS) provides your organisation a turn-key solution to activate rapid cyber improvements that embed a security-aware culture into everything you do. The STS delivers the expertise, services, and technology to uncover your cybersecurity risks, and encompasses a range of security governance activities agreed to with the Client as aligned to the Solution's joint responsibility model extension of the Client's security team and program across 35 governance requirements, grouped into 7 domains</p> <p>Within those 7 STS domains, the Identity and Access Governance service ensures secure and appropriate access to organisational resources. Unisys supports its client's Identity and Access Governance processes by supplying the requested resources to perform activities such as User Access Reviews, Provisioning, Deprovisioning, Certification of user access and entitlements. Where possible, Unisys will provide recommendations for improvement to further advance the program optimisation.</p> <p>Just as Identity and Access Management (IAM) establishes and manages user identities and access permissions, crucial for cybersecurity by controlling resource accessibility and reducing unauthorised access, Identity and Access Governance (IAG) provides organisations with greater control over access to sensitive resources, ensures compliance with regulatory requirements, enhances operational efficiency, mitigates security risks, and improves the user capabilities</p>
<p><b>Unisys Intelligent Automation</b></p>	<p>The Intelligent Automation Solution by Unisys offers a comprehensive suite of automation tools tailored to diverse client needs. Whether it's process automation, configuration management, or patching, our solution provides efficient and scalable options to enhance operational efficiency.</p>

<p><b>Unisys Intelligent Cloud Management with AIOps</b></p>	<p>Unisys AIOps is an advanced, intelligent, and interpretative solution driven by Machine Learning and Cognitive capabilities. This solution provides for the optimal utilisation of client's Hybrid Cloud-based resources through insights and recommendations based on the client data. Implementing these recommendations provides infrastructure cost savings that can be utilised for other strategic IT investments.</p> <p>This AI-led operations and Automation Solution eliminates redundant resources while maximising current resources and advancing through recommendations &amp; newer resources.</p> <p>IT Operations teams are provided with the capability to be proactive and eliminate potential problems and provide, through insights, a strategic understanding of how to continuously improve the client experience. Unisys AIOps enables Scalable Automation addressing use cases that align with business needs.</p> <p>Unisys CloudForte is an umbrella term encompassing a comprehensive suite of cloud services tailored to facilitate organisations' digital transformation journeys. It integrates a spectrum of solutions, including cloud migration, optimisation, security, and governance. CloudForte represents a holistic approach, drawing upon Unisys' expertise in cloud technologies and industry best practices to empower enterprises in maximising the value of their cloud investments and achieving business objectives with confidence and agility.</p>
<p><b>Unisys Micro Frontend Development</b></p>	<p>This service offering provides expertise in designing and developing micro frontend architectures for complex web applications. Our approach leverages industry best practices to create loosely coupled, independent micro frontends that promote faster development cycles, improved maintainability, and a consistent user experience.</p>
<p><b>Unisys Modern Data Engineering</b></p>	<p>Our Modern Data Engineering service is designed to assist organisations in harnessing the full potential of their data through advanced processing frameworks and technologies. This service ensures a seamless integration with minimal disruption to daily operations, enabling a strategic enhancement of your data capabilities in a modern cloud environment.</p> <p>The modern data engineering solution unifies data storage, breaking silos, and enabling diverse data users to collaborate across different stages of data handling, supporting comprehensive data management and governance.</p> <p>This service goes beyond mere data management; it's about transforming your organisational data into a pivotal asset for analytics, insight generation, and decision support. By enhancing your data processing capabilities, we help you unlock new opportunities for analytics, improve operational efficiencies, and achieve significant cost savings.</p>
<p><b>Unisys QA and Testing Services</b></p>	<p>We provide comprehensive Quality Assurance (QA) and Testing Services designed to ensure the exceptional quality, reliability, and security of your software applications.</p> <p>Our approach emphasises collaboration, early defect identification, and continuous improvement, aligning perfectly with modern development methodologies.</p> <p>We leverage a robust testing methodology that integrates seamlessly throughout the entire Software Development Life Cycle (SDLC). This ensures comprehensive validation at every stage, from initial requirements gathering to deployment and maintenance.</p>

<p><b>Unisys Salesforce Application Development G-Cloud 14</b></p>	<p>Our Application Development Services encapsulate a capability-driven methodology aimed at addressing the evolving technological needs of businesses. Grounded in Salesforce's robust platform, our approach facilitates the rapid development of scalable, efficient, and transparent architectures. By harnessing advanced Salesforce tools and methodologies, we uphold reliability and cost-effectiveness throughout the development lifecycle.</p> <p>Our comprehensive approach to application development integrates cutting-edge techniques, guiding your organisation through each phase with precision and expertise. We seamlessly incorporate security measures into our process, ensuring continuous improvement and offering flexibility through modular solutions tailored to Salesforce.</p> <p>From initial assessment to the optimisation of Salesforce operations, our carefully crafted strategy ensures a seamless transition and long-term success. We prioritise meticulous planning and multi-phase execution to deliver an application that harmonises seamlessly with your business goals, driving sustained prosperity.</p>
<p><b>Unisys Salesforce Implementation</b></p>	<p>Our Salesforce Implementation Services embody a capability-driven approach tailored to meet the evolving technological needs of businesses. Rooted in Salesforce's robust platform, our methodology enables the swift creation of scalable, efficient, and transparent architectures. Leveraging advanced Salesforce tools and methodologies, we ensure reliability and cost-effectiveness throughout the implementation process.</p> <p>Our comprehensive approach to Salesforce implementation integrates cutting-edge techniques, guiding your organisation through each phase with precision and expertise. Security measures are seamlessly woven into our process, ensuring continuous improvement, and offering flexibility through modular Salesforce solutions.</p> <p>From initial assessment to optimised Salesforce operations, our carefully crafted strategy ensures a seamless transition and long-term success. We prioritise meticulous planning and multi-phase execution to deliver a Salesforce solution that aligns perfectly with your business goals and fosters sustained prosperity.</p>
<p><b>Unisys Salesforce Managed Services</b></p>	<p>Our Salesforce Managed Services offer a capability-driven approach tailored to meet the evolving technological needs of businesses. Rooted in Salesforce's robust platform, our methodology facilitates the ongoing management and optimisation of your Salesforce environment.</p> <p>Leveraging advanced Salesforce tools and methodologies, we ensure reliability and cost-effectiveness throughout the management process. Our comprehensive approach integrates cutting-edge techniques, guiding your organisation through each phase with precision and expertise.</p> <p>Security measures are seamlessly woven into our managed services, ensuring continuous improvement, and offering flexibility through modular Salesforce solutions. From initial assessment to ongoing optimisation, our carefully crafted strategy ensures a seamless transition and long-term success for your Salesforce environment.</p> <p>We prioritise meticulous planning and multi-phase execution to deliver managed services that align perfectly with your business goals and foster sustained prosperity. With our Salesforce Managed Services, you can trust in a proactive approach to maintaining and enhancing your Salesforce environment, driving efficiency, innovation, and growth for your organisation.</p>

<p><b>Unisys SAP Migration to Cloud Services</b></p>	<p>Our SAP Migration to Cloud Services solution offering is comprehensive and designed to seamlessly transition your on-premise ERP – including SAP ERP and SAP S/4HANA to the cloud using SAP's RISE with SAP and GROW with SAP programs. Our service leverages industry best practices and a proven methodology to ensure a smooth and efficient migration process.</p> <p>This offering is ideal for organisations approaching the end-of-support deadlines for older SAP systems (ERP 6.0 by 2025 and ERP 7.0 by 2027) and seeking to unlock the full potential of cloud technology.</p> <p>Our service includes a thorough assessment of your current SAP landscape, development of a tailored migration plan considering your specific needs (Greenfield, Brownfield, or Hybrid approach), and expert execution of the migration process.</p>
<p><b>Unisys Security Audit and Assessment Support</b></p>	<p>The Unisys Security Transformation Solution (STS) provides your organisation a turn-key solution to activate rapid cyber improvements that embed a security-aware culture into everything you do. The STS delivers the expertise, services, and technology to uncover your cybersecurity risks, and encompasses a range of security governance activities agreed to with the Client as aligned to the Solution's joint responsibility model extension of the Client's security team and program across 35 governance requirements, grouped into 7 domains.</p> <p>Within those 7 STS domains, the Security Audit &amp; Assessment service ensures compliance, identifies vulnerabilities, assesses risks, and recommends improvements to enhance your overall security posture. Many Unisys clients conduct periodic audits on varying scopes as part of their program policy requirements. Unisys shall support security audit and assessment by assisting in activities such as evidence gathering, audit schedule management, audit interviews, documenting rules of engagement, tracking corrective actions, managing associated IT Service Management Tickets, etc.</p> <p>The Unisys Security Audit &amp; Assessment service provides access to specialised skills, unbiased evaluation, scalability, cost-effectiveness, regulatory compliance assurance, and frees up internal resources for strategic initiatives, enhancing your overall security posture and resilience.</p>
<p><b>Unisys Smart Support Assistant</b></p>	<p>In an era where customer satisfaction is paramount, the Smart Support AI System emerges as a transformative solution designed to revolutionise customer service operations. This innovative system integrates Generative AI technologies to provide real-time, accurate, and efficient customer support, fundamentally enhancing the user experience and operational efficiency.</p> <p><b>Transformative Technology:</b> At the core of the Smart Support AI System is its advanced Generative AI technology, which powers a multitude of features aimed at improving the quality and speed of customer support services. This technology enables the system to handle a vast array of customer inquiries instantly, from simple questions to complex requests, ensuring that all customer interactions are managed effectively.</p> <p><b>Real-Time, Data-Driven Support:</b> The system's ability to deliver real-time responses is one of its standout features. By leveraging Retrieval Augmented Generation (RAG) technology, the Smart Support AI System can quickly access and synthesise information from an extensive knowledge base to provide precise answers and solutions. This capability not only enhances customer satisfaction but also significantly reduces the response time, setting new standards in customer service efficiency.</p> <p><b>Seamless Integration:</b> Understanding the diverse needs of modern businesses, the Smart Support AI System is designed for seamless integration with existing customer support infrastructures. Whether it is adapting to various data sources or aligning with current workflows, the system is flexible enough to integrate without disrupting ongoing operations. This ease of integration ensures that organisations can enhance their customer support capabilities without any significant downtime or learning curve.</p> <p><b>Scalable and Secure:</b> With scalability at its foundation, the Smart Support AI System is capable of adjusting to growing customer demands and expanding business requirements. This scalability ensures that as your business grows, your customer support capabilities can grow with it, without additional resource strain. Moreover, the system adheres to the highest data security standards, safeguarding sensitive customer information against potential threats, thus maintaining trust and compliance.</p>

**Unisys Vulnerability and Security Patch Management**

The Unisys Security Transformation Solution (STS) provides your organisation a turn-key solution to activate rapid cyber improvements that embed a security-aware culture into everything you do. The STS delivers the expertise, services, and technology to uncover your cybersecurity risks, and encompasses a range of security governance activities agreed to with the Client as aligned to the Solution's joint responsibility model extension of the Client's security team and program across 35 governance requirements, grouped into 7 domains.

Within those 7 STS domains, the Vulnerability & Security Patch Management service focuses on maintaining basic security practices for digital safety. Sometimes known as Cyber Hygiene, vulnerability & security patch management involves identifying out of date or vulnerable software and firmware, testing and applying patches and updates to ensure the IT systems, networks and applications are not exposed to known vectors of attack. Unisys will perform requested Cyber Hygiene activities to help maintain and safe technology operating environment for its clients.

Description automatically generatedCyber Hygiene is a fundamental principle of cybersecurity business. The Unisys Vulnerability & Security Patch Management service conducts routine vulnerability assessments to pinpoint weaknesses in systems, applications, and networks, prioritising remediation efforts. It orchestrates remediations by devising and executing plans to tackle identified vulnerabilities, applying patches, and implementing security controls. Additionally, it regularly identifies, tests, and applies security patches and updates to operating systems, applications, and software to address known vulnerabilities while also reconfiguring systems as needed

# Unisys Corporation: Labor Rates

Unisys is pleased to provide the following labor categories to support the Participating Entities.

Supplier Resource Family	Role Level	Years of relevant experience	Hourly Rates	Role Description
Application Support Engineer	I	1-3	\$110.20	Responsible for maintaining and managing the software applications used within an organization. This role involves providing technical support, troubleshooting issues, and ensuring the smooth operation of software applications. The engineer acts as a liaison between end users and the development team, ensuring that issues are resolved promptly and efficiently. Key responsibilities include incident management, problem resolution, application maintenance, user support and training, and ensuring compliance with security standards.
	II	4-7	\$126.65	
	III	8+	\$146.14	
Data Analyst	I	1-2	\$124.44	Responsible for collecting, processing, and analyzing data to help organizations make informed business decisions. This role involves interpreting complex data sets, identifying trends, and providing actionable insights. Key responsibilities include data cleaning and preparation, performing statistical analyses, creating data visualizations, generating reports, and collaborating with other departments to support data-driven decision-making. Data Analysts play a crucial role in transforming raw data into meaningful information that can drive strategy and improve operational efficiency.
	II	3-7	\$138.49	
	III	8+	\$150.71	
Data Architect	I	1-2	\$131.71	Responsible for designing and managing an organization's data infrastructure and ensuring it aligns with business goals. This role involves creating and maintaining data models, defining data standards, and developing data strategies. Key responsibilities include designing database systems, optimizing data storage and retrieval, ensuring data security and compliance, and collaborating with IT and business teams to implement data solutions. Data Architects play a crucial role in ensuring the integrity, accessibility, and scalability of an organization's data resources.
	II	3-7	\$152.90	
	III	8+	\$169.71	
Data Scientist	II	4-7	\$165.88	Responsible for analyzing complex data to uncover insights, inform business decisions, and solve problems. This role involves using statistical methods, machine learning, and data mining techniques to interpret and analyze large datasets. Key responsibilities include data collection and preprocessing, developing predictive models, creating data visualizations, and communicating findings to stakeholders. Data Scientists collaborate with cross-functional teams to apply data-driven approaches, optimize processes, and contribute to strategic planning. They play a crucial role in leveraging data to drive innovation and achieve organizational objectives.
	III	8+	\$181.53	
Database Administrator	I	1-4	\$115.74	Responsible for the performance, integrity, and security of an organization's databases. This role involves installing, configuring, and maintaining database systems, ensuring data availability and reliability, and performing regular backups and recovery. Key responsibilities include monitoring database performance, troubleshooting issues, optimizing database queries, managing user access, and implementing security measures. DBAs work closely with development teams to support database design and implementation, ensuring databases meet business requirements and operate efficiently. They play a critical role in safeguarding data and maintaining the overall health of database systems.
	II	5- 9	\$128.55	
	III	10+	\$146.94	
Systems Administrator	I	1-3	\$124.89	Responsible for managing, maintaining, and supporting an organization's IT infrastructure. This role involves installing, configuring, and ensuring the reliable operation of computer systems, servers, and networks. Key responsibilities include monitoring system performance, troubleshooting hardware and software issues, managing user accounts, performing regular backups, and implementing security measures. Systems Administrators collaborate with other IT staff to support system upgrades, optimize network performance, and ensure
	II	4-7	\$138.46	
	III	8+	\$151.03	

				data integrity. They play a crucial role in maintaining the stability, security, and efficiency of the organization's IT environment.
<b>Business/Systems Analyst</b>	I	1-3	\$124.59	Responsible for analyzing an organization's business processes and IT systems to identify opportunities for improvement and optimization. This role involves gathering and documenting requirements, developing solutions, and ensuring alignment between business needs and technology. Key responsibilities include conducting requirement analysis, creating detailed specifications, collaborating with stakeholders, and overseeing the implementation of new systems or enhancements. Business/Systems Analysts bridge the gap between business and IT, ensuring that technology solutions effectively meet business objectives and improve overall efficiency.
	II	4-7	\$138.60	
	III	8+	\$151.23	
<b>Architect</b>	I	1-5	\$158.12	Responsible for designing and overseeing the structure of IT systems and solutions to ensure they meet the organization's needs. This role involves creating comprehensive architecture plans, defining technical standards, and ensuring system scalability, security, and performance. Key responsibilities include analyzing business requirements, designing system and software architectures, evaluating and selecting technologies, and collaborating with development and operations teams. Architects play a crucial role in guiding the development process, ensuring alignment with business goals, and maintaining the integrity and efficiency of IT systems.
	II	5-9	\$187.64	
	III	10+	\$212.03	
<b>Application Development Engineer</b>	I	1 - 4	\$119.21	Responsible for designing, developing, and testing software applications. This role involves analyzing user requirements, designing application components, writing code, and debugging applications to ensure they meet quality standards. Key responsibilities include collaborating with stakeholders to gather requirements, participating in the full software development lifecycle, implementing best practices for software development, and maintaining documentation. Application Development Engineers work closely with other developers, testers, and project managers to deliver high-quality applications that meet user needs and business requirements.
	II	5 - 9	\$138.14	
	III	10+	\$162.34	
<b>Automation Tester / Performance Tester</b>	I	1-4	\$104.38	Specializes in ensuring the functionality, reliability, and scalability of software applications through automated and performance testing methodologies. Responsibilities include developing and executing automated test scripts for regression, functional, and integration testing, utilizing tools like Selenium or similar frameworks. They also design and conduct performance tests using tools such as JMeter or LoadRunner to assess system scalability and responsiveness under various conditions. Monitoring and analyzing test results, identifying performance bottlenecks, and providing actionable insights to development teams are critical aspects of the role. Automation Testers / Performance Testers play a crucial role in optimizing software quality, enhancing user experience, and supporting continuous improvement efforts within the software development lifecycle.
	II	5-8	\$119.09	
	III	9+	\$133.76	
				3.5
<b>Application Test Engineer</b>	I	1-4	\$103.78	Ensures the quality and functionality of software applications through testing methodologies. Responsibilities include test planning, executing manual and automated tests, identifying defects, and collaborating with stakeholders to ensure comprehensive test coverage. They contribute to test automation, performance testing, and continuous improvement of testing processes to enhance software quality and efficiency
	II	5-8	\$119.36	
	III	9+	\$129.54	
<b>Technical/Functional Consultant</b>	I	1 - 4	\$132.21	Provides expertise in both technical and functional aspects of software or systems implementation. Responsibilities include gathering and analyzing business requirements, designing and implementing solutions, conducting testing, providing training and support, documenting configurations, and offering consulting advice to optimize system performance and meet business objectives.
	II	5 - 9	\$144.64	
	III	10+	\$156.44	
<b>UX/UI Designer</b>	I	1-2	\$138.54	Responsible for crafting user-centric experiences and interfaces for digital products. Responsibilities include conducting user research, creating wireframes and prototypes, designing intuitive user interfaces,
	II	3-7	\$150.98	

	III	8-12	\$168.80	collaborating with cross-functional teams, conducting usability testing, and maintaining design consistency through documentation and design systems. They play a crucial role in enhancing user satisfaction and optimizing the usability and aesthetic appeal of software applications and websites.
<b>Network Engineer</b>	I	1-3	\$115.14	Responsible for designing, implementing, and maintaining the organization's network infrastructure to facilitate efficient communication and connectivity. This role involves planning and configuring network architecture, including hardware like routers, switches, firewalls, and wireless access points, tailored to meet specific organizational needs. Security implementation is crucial, with tasks including setting up firewalls, intrusion detection systems (IDS), and virtual private networks (VPNs) to safeguard network integrity. Monitoring network performance for issues such as connectivity problems, bandwidth allocation, and latency is key, ensuring optimal operation through troubleshooting and protocol optimization. Documentation of network configurations and procedures, along with reporting on performance metrics and security incidents, supports operational transparency and strategic planning. Collaboration with IT teams and stakeholders is essential, providing technical support and guidance on network-related matters while staying informed about emerging technologies like software-defined networking (SDN) and cloud solutions to enhance network efficiency and innovation.
	II	4-6	\$127.85	
	III	7+	\$138.00	
<b>Program/Engagement Manager</b>	-	5+	\$193.91	Leads strategic initiatives, overseeing planning, execution, and delivery within an organization. Responsibilities include defining program objectives, managing project portfolios, coordinating resources, ensuring stakeholder alignment, monitoring progress, managing risks, and driving continuous improvement. They play a pivotal role in achieving program goals, optimizing resource allocation, and fostering collaboration to deliver successful outcomes aligned with organizational strategy.
<b>Scrum Master</b>	-	6+	\$152.85	Facilitates Agile practices within a team, ensuring adherence to Scrum framework principles. Responsibilities include facilitating Scrum events, supporting team self-organization, removing impediments, fostering collaboration, promoting Agile values, tracking metrics, and facilitating continuous improvement. They play a crucial role in optimizing team productivity, resolving conflicts, and enabling iterative delivery of value.
<b>Project Manager</b>	I	3 - 5	\$134.73	Oversees project planning, execution, and closure, ensuring projects are completed on time, within budget, and according to scope. Responsibilities include defining project objectives, managing resources, monitoring progress, communicating with stakeholders, mitigating risks, ensuring quality delivery, and conducting project closure activities. They play a key role in driving project success and achieving organizational goals through effective leadership and management of project teams and resources.
	II	6-9	\$152.83	
	III	10+	\$186.94	

