



STATE OF UTAH COOPERATIVE CONTRACT AMENDMENT

AMENDMENT #: 1

CONTRACT #: AR3189

Starting Date: Unchanged

Expiration Date: Unchanged

TO BE ATTACHED AND MADE PART OF the specified contract by and between the State of Utah Division of Purchasing and Cradlepoint, Inc. (Referred to as CONTRACTOR).

BOTH PARTIES AGREE TO AMEND THE CONTRACT AS FOLLOWS:

The attached Attachment C – Pricing Discounts and Value Added Services document in this amendment replaces the Attachment C document in the master agreement. This amendment adds not to exceed ceiling rates for Cradlepoint's value added service rates.

Effective Date of Amendment: As of the last signature date below.

All other terms and conditions of the contract, including those previously modified, shall remain in full force and effect.

IN WITNESS WHEREOF, the parties sign and cause this contract to be executed.

CONTRACTOR

STATE OF UTAH

Valerie Heusinkveld

Dec 18, 2019

Dec 18, 2019

Valerie Heusinkveld (Dec 18, 2019)

Contractor's Signature

Date

Director, State of Utah Division of Purchasing

Date

Valerie Heusinkveld

Contractor's Name (Print)

CFO

Title (Print)

For Division of Purchasing Internal Use

Purchasing Agent	Phone #	E-mail Address	Contract #
Solomon Kingston	801-538-3228	skingston@utah.gov	AR3189

Attachment C - Pricing Discounts and Value Added Services

Contract # AR3189

Vendor Name Cradlepoint, Inc.

Section 1: Pricing Notes

1. % discounts are based on minimum discounts off Contractor's commercially published pricelists versus fixed pricing. Nonetheless, Orders will be fixed-price or fixed-rate and not cost reimbursable contracts. Contractor has the ability to update and refresh its respective price catalog, as long as the agreed-upon discounts are fixed.
2. Minimum guaranteed contract discounts do not preclude an Offeror and/or its authorized resellers from providing deeper or additional, incremental discounts at their sole discretion.
3. Purchasing entities shall benefit from any promotional pricing offered by Contractor to similar customers. Promotional pricing shall not be cause for a permanent price change.
4. Contractor's price catalog shall include the price structures of all products, services and value added items (i.e., Maintenance Services, Professional Services, Etc.) that it intends to provide under its contract. Pricing shall all-inclusive of infrastructure and software costs and management of infrastructure, network, OS, and software.

Section 2: Minimum Discount % off List

Category 1.2 Networking	
Hardware and Software (on premise)	25.00%
Cloud Services	25.00%
Service Packages (i.e., Maintenance, etc.)	25.00%
Category 1.3 Routers, Switches, Security, and Networking Storage	
Hardware and Software (on premise)	25.00%
Cloud Services	25.00%
Service Packages (i.e., Maintenance, etc.)	25.00%
Category 1.4 Wireless	
Hardware and Software (on premise)	25.00%
Cloud Services	25.00%
Service Packages (i.e., Maintenance, etc.)	25.00%

Section 3: Value Added Services

Provide the title, job description for each title, and associated hourly rate. Add additional rows as necessary.

Title	Job Description	Hourly Rates					
		Weekday		Weekend		State Holiday	
		Onsite	Remote	Onsite	Remote	Onsite	Remote
Maintenance Services	Managed services such as support and maintenance, renewal management and support, and firmware and security management	\$ 300.00	\$ 300.00	\$ 400.00	\$ 400.00	\$ 500.00	\$ 500.00
Professional Services	Diverse portfolio of IT services that may require the services of a formally certified member of a professional body such as engineering, configuration, activation, testing, staging, kitting, programming, inventory management, and integration services.	\$ 300.00	\$ 300.00	\$ 500.00	\$ 500.00	\$ 750.00	\$ 750.00
Deployment Services	Services such as provisioning, SIM installation, and delivery and installation of data communication equipment for the customer's IT infrastructure.	\$ 300.00	\$ 300.00	\$ 300.00	\$ 300.00	\$ 300.00	\$ 300.00
Consulting Advisory Services	Consulting or advisory services such as needs assessments, gap analyses, solutions engineering, and evaluation of the customer's environment.	\$ 400.00	\$ 350.00	\$ 625.00	\$ 625.00	\$ 800.00	\$ 625.00
Architectural Design Services	Includes a range of capabilities to design functional, flexible, and sustainable solutions.	\$ 400.00	\$ 350.00	\$ 625.00	\$ 625.00	\$ 800.00	\$ 625.00
Statement of Work Services	Development of professional Statements of Work (SOW) or Bill of Materials (BOM) to meet the customer's unique needs.	\$ 300.00	\$ 300.00	\$ 400.00	\$ 400.00	\$ 500.00	\$ 500.00

Attachment C - Pricing Discounts and Value Added Services

Contract # AR3189

Vendor Name Cradlepoint, Inc.

Partner Services	Diverse services provided by our Partner community. Services vary by location, Partner, and type and level of service required. Services may include but are not limited to consolidated billing services, activation and managed services, resource pooling, kitting, or any other service or combination of services provided by a Partner related to the categories awarded in the Master Agreement.	\$ 300.00	\$ 300.00	\$ 500.00	\$ 500.00	\$ 750.00	\$ 750.00
Training Deployment Services	Training may include topics such as fundamental network design, operating system configuration, network and solution administration concepts, and solution deployment and management.	\$ 250.00	\$ 200.00	\$ 250.00	\$ 200.00	\$ 250.00	\$ 200.00
Installation Services	Installation of fixed and mobile solutions.	\$ 350.00	\$ 350.00	\$ 500.00	\$ 500.00	\$ 750.00	\$ 750.00

Customers must contact the Partner for customized quotes based on the project scope of work and level of service required. Note that most services are billed as a flat rate and not on a time and materials basis.

- Value Added Services are offered by our Cradlepoint-Authorized Partner community.
- Partners are not required to offer all Value-Added Services.
- Partners may require up to a 24 hour minimum purchase for onsite services.
- Value-Added Services and associated rates vary widely by Partner, geographic location, and skill set required. Hourly rates listed are Not To Exceed (NTE) ceiling rates and pricing to the customer shall not exceed the hourly rates listed.
- Example: Solutions may be installed in fleet vehicles, buses, hospitals, fire stations, police departments, schools, remote or urban locations, etc. Installations vary widely in complexity and associated cost.