

CDW Government, LLC		
Contact: Ryan Harris Sales Manager ryaharr@cdwg.com 312-547-2163 Nick Trapani State & Local Nick.Trapani@cdwg.com 312-705-0932 630-209-2096 Sia Pettaras Sales Manager – K -12 siapett@cdwg.com 866-443-0263 Andrew Frenz Sales Manager – Hi-Ed andrfre@cdw.com 312-705-9559	Place Order: CDW Government LLC 230 N Milwaukee Ave Vernon Hills, IL 600621 Remit To: CDW Government LLC 230 N Milwaukee Ave Vernon Hills, IL 60061	MAGIC Supplier #3100006897 MAGIC Contract #8500000860
NASPO SVAR Website for Mississippi: https://www.cdwg.com/content/cdwg/en/home/state-and-local.html The vendors cost proposal form is attached below		
Contract Documents: https://naspovaluepoint.org/portfolio/software-value-added-reseller-svar-2022-2029/cdw-g/		

NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR)
STATE OF ARIZONA SOLICITATION #BPM002338
MANDATORY COST PROPOSAL FORM FOR ALL PUBLISHERS EXCEPT MICROSOFT AND ORACLE

	PUBLISHERS	STATE OF MISSISSIPPI MAXIMUM MARKUP ON RESELLER'S INVOICED COST INCLUDING 1% ADMINISTRATIVE FEE
	Tier I Publishers (Key Itemized Publishers)	
1	ADOBE	2.00%
2	CA TECHNOLOGIES	1.25%
3	CISCO	2.00%
4	COMMVAULT	2.00%
5	IBM	2.00%
6	RED HAT	2.00%
7	SPLUNK	2.00%
8	TABLEAU	1.25%
9	VEEAM	2.00%
10	VMWARE	2.00%
	Tier II Publishers (Other Itemized Publishers)	
11	AUTODESK	3.20%
12	BARRACUDA NETWORKS	2.50%
13	BMC SOFTWARE	3.50%
14	CHECK POINT SOFTWARE	2.50%
15	CHERWELL	1.25%
16	CITRIX	3.00%
17	CHATSWORTH PRODUCTS (CPI)	1.25%
18	CROWDSTRIKE	2.50%
19	DELL	2.50%
20	DELPHIX	1.25%
21	DOCUSIGN	2.50%
22	DYNATRACE	1.25%
23	FORCEPOINT	2.50%
24	FORTINET	2.50%
25	GOOGLE	2.50%
26	INFORMATICA	1.25%
27	IVANTI	2.50%
28	KNOWBE4	2.50%
29	MCAFEE	2.00%
30	MICRO FOCUS	2.50%
31	MULESOFT	1.25%
32	NETMOTION	2.50%
33	OKTA	2.50%
34	OPENTEXT	1.25%

35	PROGRESS SOFTWARE	1.25%
36	PROOFPOINT	2.50%
37	QUEST SOFTWARE	2.50%
38	RAPID7	1.25%
39	RSA SECURITY	2.50%
40	SALESFORCE	3.20%
41	SAP	1.25%
42	SOLARWINDS	2.50%
43	SOPHOS	2.50%
44	SPILLMAN	2.50%
45	SYMANTEC	2.50%
46	TENABLE	2.50%
47	TREND MICRO	2.50%
48	VARONIS	2.50%
49	VERITAS	2.50%
50	ZOHO	1.25%
	Non-itemized Publishers	
51	All other publishers	3.20%
52	Reseller Services	
53	- Asset management	no charge
54	- Solutions architect	no charge
55	- Senior solutions architect	no charge
56	- Program engagement manager	\$210.00
57	- Project leader	no charge
58	- Project manager	\$190.00
59	- Senior project manager	\$205.00
60	All other in-scope reseller services	no charge
	Optional Discount- and/or Markup-based Services	
61	Publisher Delivered Services	26.00%
62	Third Party Delivered Services	26.00%
		HOURLY RATE
63	Optional Fixed Rate-based Services	
64	Associate Consulting Engineer	\$125.00
65	Consulting Engineer	\$185.00
66	Senior Consulting Engineer	\$205.00
67	Technical Lead/ Principal Consulting Engineer	\$225.00
68	Enterprise Consulting Architect	\$225.00
69	Business Consulting Architect	\$225.00
70	Project Administrator	\$145.00
71	Project Manager	\$190.00
72	Senior Project Manager	\$205.00
73	Enterprise Project Manager, PMO Lead	\$210.00
74	Program Manager	\$210.00
75	Technical Architect	\$295.00

76	ServiceNow Engagement Manager	\$213.00
77	ServiceNow Program Manager	\$221.00
78	ServiceNow Advisory Services	\$234.00
79	ServiceNow Principal Consultant	\$276.00
80	ServiceNow Organizational Change Management Consultant	\$276.00
81	ServiceNow Integration Expert	\$225.00
82	ServiceNow Quality Assurance Expert	\$187.00
83	ServiceNow Solution Architect	\$225.00
84	ServiceNow Technical Consultant	\$200.00
85	ServiceNow Trainer	\$225.00
86	Digital Velocity Head of E&O	\$270.00
87	Digital Velocity O-CTO - Principal Consultant	\$250.00
88	Digital Velocity Hybrid Cloud Architect	\$230.00
89	Digital Velocity Hybrid Cloud Engineer	\$194.00
90	Digital Velocity DevOps Architect	\$230.00
91	Digital Velocity DevOps Engineer	\$200.00
92	Digital Velocity Enterprise Architect	\$230.00
93	Digital Velocity Senior Software Engineer	\$200.00
94	Digital Velocity Solutions Architect	\$230.00
95	Digital Velocity Solutions Engineer	\$200.00
96	Digital Velocity Technical Program Consultant	\$200.00
97	Digital Velocity Technical Project Manager	\$175.00
98	IT Asset Management Project-Based Engagement	Custom SOW
99	IT Asset Management Maturity Assessment	Custom SOW
100	IT Asset Management Technology Solutions	Custom SOW
101	IT Asset Management Ongoing Solutions	Custom SOW