

Insight Public Sector, Inc.		
Contact: Debbie Christian Debbie.christian@insight.com 937-415-9469 AJ D'Agostini adagosti@insight.com 480-310-0961	Place Order: Insight Public Sector, Inc. 6820 S. Harl Ave. Tempe, AZ 85283-4318 Remit To: Insight Public Sector, Inc. P.O. Box 731072 Dallas TX 75373-1072	MAGIC Supplier #3100005781 MAGIC Contract #8500000861
NASPO SVAR Website for Mississippi: https://ips.insight.com/nasposvar2022 Insight Public Sector, Inc. was awarded two different pricing models for use with the NASPO SVAR, but will only provide quotes under this agreement utilizing the price method of "Maximum Markup On Reseller's Invoiced Cost". The vendors cost proposal form is attached below.		
Contract Documents: https://naspovaluepoint.org/portfolio/software-value-added-reseller-svar-2022-2029/insight/		

INSIGHT PUBLIC SECTOR NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR) STATE OF MISSISSIPPI MASTER CONTRACT #CTR060025 ALL PUBLISHERS <u>EXCEPT</u> MICROSOFT AND ORACLE	
PUBLISHERS	MAXIMUM MARKUP ON RESELLER'S INVOICED COST
Tier I Publishers (Key Itemized Publishers)	
ADOBE	2.00%
CA TECHNOLOGIES (acquired by Broadcom)	2.00%
CISCO	1.95%
COMMVAULT	1.95%
IBM	2.00%
RED HAT	1.95%
SPLUNK	2.00%
TABLEAU	2.00%
VEEAM	1.95%
VMWARE	1.95%
Tier II Publishers (Other Itemized Publishers)	
AUTODESK	2.50%
BARRACUDA NETWORKS	2.50%
BMC SOFTWARE	2.25%
CHECK POINT SOFTWARE	2.50%
CHERWELL	2.25%
CITRIX	2.25%
CHATSWORTH PRODUCTS (CPI)	2.25%
CROWDSTRIKE	2.25%
DELL	2.25%
DELPHIX	2.25%
DOCUSIGN	2.50%
DYNATRACE	2.50%
FORCEPOINT	2.50%
FORTINET	2.25%
GOOGLE	2.25%
INFORMATICA	2.50%
IVANTI	2.50%
KNOWBE4	2.50%
MCAFEE	2.25%
MICRO FOCUS	2.50%
MULESOFT	2.25%
NETMOTION	2.50%
OKTA	2.25%
OPENTEXT	2.50%
PROGRESS SOFTWARE	2.50%
PROOFPOINT	2.25%
QUEST SOFTWARE	2.50%
RAPID7	2.50%
RSA SECURITY	2.50%
SALESFORCE	2.50%
SAP	2.50%
SOLARWINDS	2.50%
SOPHOS	2.50%
SPILLMAN (acquired by Motorola Solutions)	2.25%
SYMANTEC (acquired by Broadcom)	2.50%
TENABLE	2.50%
TREND MICRO	2.50%
VARONIS	2.50%
VERITAS	2.25%
ZOHO	2.50%
Non-itemized Publishers	
All other publishers	4.75%

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RESELLER SERVICES	HOURLY RATE
Asset management	\$200.00
Solutions architect	\$209.00
Senior solutions architect	\$265.00
Program engagement manager	\$232.00
Project leader	\$127.00
Project manager	\$209.00
Senior project manager	\$220.00
All other in-scope reseller services (Connected Workforce / Cloud + Data Center Transformation)	\$284.00
OPTIONAL SERVICES	HOURLY RATE
Digital Innovation: UX/Visual/Product	
Creative Director	\$325.00
Principal Designer	\$300.00
Associate Creative Director	\$300.00
Design Manager	\$275.00
Product Manager	\$275.00
Senior Designer	\$250.00
Senior Business Analyst	\$250.00
Designer	\$225.00
Business Analyst	\$225.00
Associate Designer	\$190.00
Associate Business Analyst	\$190.00
Digital Innovation: PM	
Services Manager	\$325.00
Program Manager	\$250.00
Project Manager	\$225.00
Project Coordinator	\$190.00
Digital Innovation: Technology	
Principal/Chief Architect	\$325.00
Senior Architect	\$300.00
Managing Architect	\$300.00
Architect	\$275.00
Senior Software Engineer	\$250.00
Software Engineer	\$225.00
Associate Software Engineer	\$190.00