

NASPO SVAR Cooperative

- Expiration Date: April 24, 2027

Vendor Contact Information

Revised: November 7, 2023

PURCHASES MADE FROM THIS LIST MAY NOT EXCEED \$250,000 PER PROJECT. Agencies must solicit quotations from at minimum 2 available SVAR Vendors.

SHI International Corp

Contact:

Raegan Harris

Raegan_harris@shi.com

205-522-6749

Mississippi Inside Team

LA/MS@shi.com

888-764-8888

Lauren Rallis

Lauren_Rallis@shi.com

732-652-3086

Place Order:

SHI International Corp
State of Mississippi Team
290 Davidson Avenue
Somerset, NJ 08873

Remit To:

SHI International Corp
PO Box 952121
Dallas, TX 75395-212

MAGIC Supplier

#3100035413

MAGIC Contract

#8500000870

NASPO SVAR Website for Mississippi:

<https://www.publicsector.shidirect.com/default.aspx>

The vendors cost proposal form is published on the ITS website, NASPO SVAR Cooperative Agreement page.

<https://www.its.ms.gov/procurement/naspo-software-value-added-reseller-svar-cooperative-agreement>

Contract Documents:

<https://naspo.valuepoint.org/portfolio/software-value-added-reseller-svar/shi/>

**NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR) - Maximum Markup on Reseller's
invoiced cost Pricing Model**

State of Mississippi
Contract# CTR060028

State Admin fee: 1.00%

Publisher **Maximum Markup on Reseller's invoiced cost**

All publishers except Microsoft

Tier I Publishers (Key Itemized Publishers)

Adobe	4.00%
CA Technologies	3.50%
Cisco	4.50%
Commvault	4.00%
IBM	3.50%
Red Hat	4.50%
Splunk	4.50%
Tableau	4.50%
Veeam	4.00%
VMWare	4.50%

Tier II Publishers (Other Itemized Publishers)

Autodesk	4.00%
Barracuda Networks	3.00%
BMC Software	4.50%
Check Point Software	5.50%
Cherwell	3.00%
Citrix	5.50%
Chatsworth Products (CPI)	3.00%
Crowdstrike	5.50%
Dell	4.50%
Delphix	3.00%
DocuSign	5.50%
Dynatrace	4.50%
Forcepoint	4.00%
Fortinet	5.50%
Google	5.00%
Informatica	4.50%
Ivanti	4.50%
Knowbe4	4.50%
Mcafee	4.50%
Micro Focus	4.50%
Mulesoft	3.00%
Netmotion	4.50%
Okta	4.50%
Opentext	4.50%
Progress Software	3.00%

Proofpoint	5.50%
Quest Software	4.50%
Rapid7	4.50%
RSA Security	4.00%
Salesforce	5.50%
SAP	4.50%
Solarwinds	4.50%
Sophos	5.00%
Spillman	3.00%
Symantec	4.50%
Tenable	4.50%
Trend Micro	4.50%
Varonis	4.50%
Veritas	4.50%
Zoho	4.50%
Non-itemized Publishers	
All other publishers	7.00%

Microsoft Offerings

Itemized Microsoft Offerings	
EMS E5	2.00%
G1	2.00%
G2	2.00%
G3	2.00%
G5	2.00%
Govt E4	2.00%
Advanced Threat Protection	2.00%
Power BI	2.00%
Exchange Online	2.00%
Kiosk F3 Now	2.00%
Dynamics	2.00%
PowerApps	2.00%
Project Online	2.00%
Azure	3.00%
All Other Microsoft Offerings	
SaaS*	2.00%
On-Premise*	2.00%
Resold In-scope Professional Services	
- Ongoing maintenance & support services not included in software license agreement	2.00%
- Deployment services	2.00%
- Architectural design services	2.00%
- Training deployment services	2.00%
All other resold in-scope professional services	2.00%

Services (excluding Microsoft)

Publisher provided Services	21.00%
Other 3rd party provided services	21.00%
Other SHI provided services	21.00%

Reseller Services	Hourly Rate
Asset Management	\$300.00
Solutions Architect	\$225.00
Senior Solutions Architect	\$250.00
Program Engagement Manager	\$125.00
Project Leader	\$125.00
Project Manager	\$125.00
Senior Project Manager	\$175.00
All Other In-Scope Reseller Services	\$300.00