Vendor Contact Information Revised: April 25, 2025

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:	Place Order: SHI International Corp State of Mississippi Team	MAGIC Supplier #3100035413	
Southeast Gov Inside Team SouthEastTeamGov@SHI.com	290 Davidson Avenue Somerset, NJ 08873 Remit To: SHI International Corp PO Box 952121 Dallas, TX 75395-212	MAGIC Contract #8500000870	

NASPO SVAR Website for Mississippi:

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

To access the pricing catalogue, follow the link above and in the Sector and State option boxes select "State and Local Government" and "Mississippi", respectively.

The vendors cost proposal form is attached below.

Contract Documents:

https://naspovaluepoint.org/portfolio/software-value-added-reseller-svar-2022-2029/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% CATechnologies 3.50% Cisco 4.50% Commault 4.00% IBM 3.50% Red Hat 5.50% Splunk 4.50% Tableau 4.50% Veeam 4.00% Vewam 4.00% Viffur Il Publishers (Other Itemized Publishers) Autodesk 4.00% Barracuda Networks 3.00% Barracuda Networks 4.50% Check Point Software 5.50% Check Point Software 5.50% Chatsworth Products (CPI) 3.00% Crowdstrike 5.50% Delphix 5.50% Decusign 5.50% Docusign 5.50% Forcepoint 4.50% Forcepoint 5.50% Forcepoint 5.50% Forcepoint 4.50% Forcepoint 5.50% Forcepoint 4.50% Forc	Adobe	4.00%
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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	2.00%
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