

SHI International Corp		
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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%
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