

Zones, LLC		
Contact: Imran Yunus NASPO.SVAR-MS@zones.com 310-766-0124 Primary Email for Quotes Asad Ijaz Director, Public Sector Sales Asad.Ijaz@zones.com 253-288-6318 Sonia Azad Sr. Account Executive Sonia.Azad@zones.com 253-545-7395	Place Order: Zones, LLC 1102 15th Street SW, Suite 102, Auburn, Washington 98001 Remit To: Zones, LLC P.O. Box 737040 Dallas, TX 75373-7040	MAGIC Supplier #3102138351 MAGIC Contract #8500001040
The vendors cost proposal form is attached below.		
Contract Documents: https://naspo.valuepoint.org/portfolio/software-value-added-reseller-svar-2022-2029/zones/		

	PUBLISHERS	MAXIMUM MARKUP ON RESELLER'S INVOICED COST
	Tier I Publishers (Key Itemized Publishers)	
1	ADOBE	1.60%
2	CA TECHNOLOGIES	1.45%
3	CISCO	2.00%
4	COMMVAULT	2.00%
5	IBM	2.00%
6	RED HAT	2.00%
7	SPLUNK	2.00%
8	TABLEAU	2.00%
9	VEEAM	2.00%
10	VMWARE	1.75%
	Tier II Publishers (Other Itemized Publishers)	
11	AUTODESK	2.00%
12	BARRACUDA NETWORKS	1.45%
13	BMC SOFTWARE	1.40%
14	CHECK POINT SOFTWARE	2.00%
15	CHERWELL	1.45%
16	CITRIX	1.75%
17	CHATSWORTH PRODUCTS (CPI)	1.40%
18	CROWDSTRIKE	1.75%
19	DELL	1.75%
20	DELPHIX	1.75%
21	DOCUSIGN	2.25%
22	DYNATRACE	1.50%
23	FORCEPOINT	1.50%
24	FORTINET	1.75%
25	GOOGLE	1.75%
26	INFORMATICA	1.75%
27	IVANTI	1.75%
28	KNOWBE4	1.75%
29	MCAFEЕ	2.00%
30	MICRO FOCUS	1.75%
31	MULESOFT	1.50%
32	NETMOTION	1.75%
33	OKTA	2.25%
34	OPENTEXT	1.75%
35	PROGRESS SOFTWARE	1.50%
36	PROOFPOINT	2.00%
37	QUEST SOFTWARE	1.75%
38	RAPID7	1.50%
39	RSA SECURITY	2.00%
40	SALESFORCE	1.45%
41	SAP	1.45%

42	SOLARWINDS	2.00%
43	SOPHOS	2.20%
44	SPILLMAN	1.25%
45	SYMANTEC	1.75%
46	TENABLE	2.00%
47	TREND MICRO	2.00%
48	VARONIS	2.00%
49	VERITAS	2.00%
50	ZOHO	1.75%
	Non-itemized Publishers	
51	All other publishers	2.50%
		HOURLY RATE
52	Reseller Services	
53	- Asset management	\$175.00
54	- Solutions architect	\$175.00
55	- Senior solutions architect	\$195.00
56	- Program engagement manager	\$195.00
57	- Project leader	\$195.00
58	- Project manager	\$175.00
59	- Senior project manager	\$195.00
60	All other in-scope reseller services	\$195.00

A	Average Tier I Publishers Markup/Discount:	1.88%
B	Average Tier II Publishers Markup/Discount:	1.76%
C	Non-itemized Publishers Markup/Discount	2.50%
D	Average Reseller Services Hourly Rate:	\$187.50

OPTIONAL SERVICES	MAXIMUM MARKUP ON RESELLER'S INVOICED COST
Optional Discount- and/or Markup-based Services	
Sr. Architect	5.75%
Enterprise Architect	5.75%
Program Manager	5.75%
Inside Project Manager	5.75%
All other In-scope publisher services	5.75%
	HOURLY RATE
Optional Fixed Rate-based Services	
Service Technician	\$80.00
Senior Service Technician	\$95.00
Services Supervisor	\$125.00
Service Engineer	\$190.00
Senior Service Engineer	\$195.00
Project Coordinator	\$95.00
Project Manager	\$175.00

Consultant Level I	\$195.00
Consultant Level II	\$100.00
Senior Consultant	\$175.00
Inside Solutions Architect	\$225.00
Solutions Architect	\$225.00
Specialty Services/Publisher	\$225.00