

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 #8500001041
The vendors cost proposal form is attached below.		
Contract Documents: https://naspo.valuepoint.org/portfolio/software-value-added-reseller-svar-2022-2029/zones/		

	SUBCATEGORY	MAXIMUM MARKUP ON RESELLER'S INVOICED COST (may be negative if sold at loss)
	Itemized Microsoft Offerings	
1	EMS E5	1.25%
2	G1	1.25%
3	G2	1.25%
4	G3	1.25%
5	G5	1.25%
6	Govt E4	1.25%
7	Advanced Threat Protection	1.25%
8	Power BI	1.25%
9	Exchange Online	1.25%
10	Kiosk F3 Now	1.25%
11	Dynamics	1.25%
12	PowerApps	1.25%
13	Project Online	1.25%
14	Azure	1.25%
	All Other Microsoft Offerings	
15	SaaS	1.25%
16	On-Premise	1.25%
	Resold In-scope Professional Services	
17	- Ongoing maintenance & support services not included in software license agreement	4.00%
18	- Deployment services	4.00%
19	- Architectural design services	4.00%
20	- Training deployment services	4.00%
21	All other resold in-scope professional services	4.00%
		HOURLY RATE
	In-scope Reseller Services	
22	- Asset management	\$175.00
23	- Solutions architect	\$175.00
24	- Senior solutions architect	\$195.00
25	- Program engagement manager	\$195.00
26	- Project leader	\$195.00
27	- Project manager	\$175.00
28	- Senior project manager	\$195.00
29	All other in-scope reseller services	\$195.00

A	Average Itemized Offerings Markup/Discount:	1.25%
B	Average Other Offerings Markup/Discount:	1.25%
C	Average Resold In-scope Professional Services Markup/Discount:	4.00%
D	Average In-scope Reseller Services Hourly Rate:	\$187.50

OPTIONAL SERVICES	MAXIMUM MARKUP ON RESELLER'S INVOICED COST
-------------------	---

	Optional Discount- and/or Markup-based Services	
1	Implementation Services Consultant Level 1; MST-MIS-001 Assists with the implementation of innovative and enterprise-scale solutions. Demonstrates technical expertise around Microsoft solutions.	5.75%
2	Implementation Services Consultant Level 2; MST-MIS-002 Implements innovative and enterprise-scale solutions. Demonstrates technical expertise around Microsoft architecture and solutions.	5.75%
3	Implementation Services Consultant Level 3; MST-MIS-003 Serves as an escalation point for both the customer and delivery teams. Focuses on solution status and realized value, removing risks and blockers, and strategic planning. Monitors key performance indicators to ensure a healthy implementation engagements.	5.75%
4	Implementation Services Consultant Level 4; MST-MIS-004 Manages or supports implementation of innovative and enterprise-scale solutions, demonstrating deep technical expertise and insights around Microsoft architecture and solutions. Engages with senior-level technical and business decision makers.	5.75%
5	Implementation Services Consultant Level 5; MST-MIS-005 Leads implementation of innovative and enterprise-scale solutions, demonstrating deep technical expertise and insights around Microsoft architecture and solutions. Engages with senior-level technical and business decision makers.	5.75%
6	Implementation Services Consultant Level 6; MST-MIS-006 Provides a deep understanding of infrastructure technologies, business drivers, emerging computing trends on implementation projects	5.75%
		HOURLY RATE
	Optional Fixed Rate-based Services	
6	Windows Server on Azure	\$195.00
7	Security & Management	\$195.00
8	Office 365 Migration Assistance (Mail, Teams, Sharepoint, OneDrive)	\$195.00
9	SAP on Azure	\$225.00
10	Linux on Azure	\$225.00
11	Datacenter Migration	\$225.00
12	Cloud Scale Analytics	\$200.00
13	Field Deployment Service	\$225.00