# Department of Information Resources

## Cloud Services
## DIR-CPO-TMP-563

## Exhibit D- ITEMIZED PRICE SHEET

## TAB 1 - INSTRUCTIONS

## TAB 2 : INFRASTRUCTURE AS A SERVICE

Vendors submitting a bid for Infrastructure as a Service MUST complete IaaS Catalog Pricing Tab.  Vendors should complete pricing for all services Vendor wants considered for award as a result of this RFO. Vendors should include Sub-Categories/Descriptors that identify the category of service provided within the IaaS model (e.g., Computer/Infrastructure Services, Disaster Recovery, GIS, etc.)

## TAB 3 - PLATFORM AS A SERVICE

Vendors submitting a bid for Platform as a Service MUST complete PaaS Catalog Pricing Tab, with pricing for all services Vendor wants considered for award as a result of this RFO. Vendors should include Sub-Categories/Descriptors that identify the category of service provided within the PaaS model (e.g., Analytics, Database, Electronic Records Management, GIS, etc.)

## TAB 4 - MISCELLANEOUS AS A SERVICE

Vendors submitting a bid for their solutions under Micellaneous as a Service MUST complete MaaS Catalog Pricing Tab, with pricing for all services Vendor wants considered for award as a result of this RFO. Vendors should include Sub-Categories/Descriptors that identify the category of service provided within the MaaS model.

## TAB 5 - CLOUD BROKER PRICING

Vendors submitting a bid for Cloud Broker services MUST complete Cloud Broker Pricing Tab, with pricing for all services Vendor wants considered for award as a result of this RFO. Vendor should provide its pricing model for broker services at a discount off MSRP/List Price.

## TAB 6 - RELATED SERVICES

Vendors shall include all related services and labor rates under TAB 6, Related Services Pricing.

## TAB 7 - VOLUME DISCOUNT SHEET

Volume Pricing information is not entered in the BidStamp VIS.  If Vendor is proposing Volume Discounts, the product must be listed on the Volume Discount Tab with the associated type or grouped with an associated discount.

    For example:

    ABC Product, 1-5 Units - 10.00% - two decimals

    ABC Product, 6-10 Units - 20.00% - two decimals

    ABC Product, 10+ Units - 30.00% - two decimals

All Volume Discounts will be listed on the Volume Discount Tab and will be submitted in the EXCEL spreadsheet format.

## Other Notes:

1   Price to DIR Customer shall include all shipping and handling fees, if applicable.

2   Additional rows or sheets may be added as necessary.

3   Do not enter prices for services in Automated Pricing Form in BidStamp VIS.

4   If there are any questions or if additional guidance is needed, contact designated DIR staff listed in RFO.  See RFO Section 3.1 Point of Contact.

## IaaS Catalog Pricing

| IaaS SUBCATEGORY NAME | SERVICE NAME | SERVICE DESCRIPTION (provide detailed service features) | Service Number (optional) | List COST Per Unit | Unit of Measure | Discount % off MSRP/List (2 decimals) | * DIR Customer Price EACH/Per Unit |
|---|---|---|---|---|---|---|---|
| *EXAMPLE: Computer/Infrastructure Services* | *Cloud Server* | *Includes 2 vCPUs, 3 GB of reserved memory, 200 GB of storage and 250 GB of bandwidth* | *ABC123-A* | *$150.00* | *Each* | *5.00%* | *$143.57* |
| A-Series | Azure General VM | Includes Windows OS/ 2 vCPUs, 3.5 GB RAM, 135 GB Temporary Storage | A2 | $131.40 | Each | 5.00% | $125.77 |
| A8-Series | Azure Compute Instense VM | Windows OS/ 8 vCPUs, 16 GB RAM 80 GB Temporary Storage | A8 | $438.00 | Each | 5.00% | $419.22 |
| D8-Series Large | Azure General Purpose balanced VM | Includes Windows OS/8 vCPUs, 32 GB RAM 200GB Temporary Storage | D8 av4 | $268.64 | Each | 5.00% | $257.12 |
| D8-Series Large | Azure General Purpose balanced VM | No Windows OS License/8 vCPUs, 32 GB RAM 200GB Temporary Storage | D8 av4 | $201.83 | Each | 5.00% | $193.18 |
| Fle Storage | Azure NetApp Files | 4 TiB Storage | | $604.00 | Each | 5.00% | $578.10 |
| Regular VM | Google | Any Free OS/2 vCPUs, 8GB RAM, 1GB Disk - 1 Year Commit | e2-standard-2 | $34.14 | Each | 1.00% | $34.05 |
| EC2 General VM | AWS EC2 | 16 vCPU 3 GB Sorage (30 GB x 1 instance(s) x 0.10 USD = 3.00 USD (EBS Storage Cost)) | A2 | $330.77 | Each | 0.75% | $330.75 |

## Additional Discount Based On Aggregate Sales

| | | Contract Sales Threshold | Service Category Description | Service Number (if Applicable) | Original DIscount | Additional Discount | Total Discount |
|---|---|---|---|---|---|---|---|
| | | Azure Aggregate business of $8,000,000 | | | 5.00% | 2.00% | 7.00% |
| | | AWS Aggregate business of $8,000,000 | | | 0.75% | 0.25% | 1.00% |
| | | Google Aggregate business 0f $8,000,000 | | | 1.00% | 1.00% | 2.00% |
| | | | | | | | |

# H T C GLOBAL SERVICES

## PaaS Catalog Pricing

| CATEGORY NAME | SERVICE NAME | SERVICE DESCRIPTION (provide detailed service features) | Service Number (optional) | List COST Per Unit | Unit of Measure | Discount % off MSRP/List (2 decimals) | * DIR Customer Price EACH/Per Unit |
|---|---|---|---|---|---|---|---|
| *EXAMPLE: Database/Relational* | *PaaS* | *Cloud Platform as a Service* | *ABC123-A* | *$200.00* | *Each* | *5.00%* | *$191.43* |
| DB NoSQL | Azure Cosmos | 5000 RU/S 200GB Single Region | | $248.17 | Each | 5.00% | $237.53 |
| SQL Single | General MS SQL DB | 1 Year Reserved Includes SQL License RA GRS 8 vCore 32 GB RAM  32 GB Strage | | $1,654.95 | Each | 5.00% | $1,583.99 |
| Web App | Static Web App | 2 GB Storage | | $9.00 | Each | 5.00% | $8.61 |
| Container Services | Azure Kubernetes Services | 1 D2 v3 (2 vCPUs, 8 GB RAM) (1 year reserved), Linux; 0 managed OS disks – S4, 0 clusters | | $50.67 | Each | 5.00% | $48.50 |
| Athena DB Query | AWS Athena | 200 per day, 250 GB scanned per query | Amazon Athena | $7,425.54 | Each | 0.75% | $7,425.12 |
| AWS MySQL Compatible | AWS Aurora MySQL Compatible | 2 vCPUs, 16 GB RAM, 250 GB, 26,244,000 (Monthly Baseline IOs), 1,440,000 peak IOs | ·   db.r6g.large | $30.54 | Each | 0.75% | $30.54 |
| Google MySQL | Google Cloud SQL | HDD Storage: 250.0 GiB, Backup: 250.0 GiB | db-standard-1 | $79.49 | Each | 1.00% | $79.29 |

## Additional Discount Based On Aggregate Sales

| | | Contract Sales Threshold | Service Category Description | Service Number (if Applicable) | Original DIscount | Additional Discount | Total Discount |
|---|---|---|---|---|---|---|---|
| | | Azure Aggregate business of $8,000,000 | | | 5.00% | 2.00% | 7.00% |
| | | AWS Aggregate business of $8,000,000 | | | 0.75% | 0.25% | 1.00% |
| | | Google Aggregate business 0f $8,000,000 | | | 1.00% | 1.00% | 2.00% |
| | | | | | | | |

| CATEGORY NAME | SERVICE NAME | SERVICE DESCRIPTION (provide detailed service features) | Service Number (optional) | List COST Per Resource | Unit of Measure | Discount % off MSRP/List (2 decimals) | * DIR Customer Price EACH/Per Unit |
|---|---|---|---|---|---|---|---|
| *EXAMPLE:* | | | | *$100.00* | *Hourly* | *5.00%* | *$95.71* |
| Cloud Consulting Services | Cloud Strategy & Advisory | Cloud Strategy & Advisory | | $236.00 | Hourly | 5.00% | $225.88 |
| Cloud Consulting Services | IaaS, PaaS | IaaS, PaaS | | $236.00 | Hourly | 5.00% | $225.88 |
| Cloud Consulting Services | Cloud Security | Cloud Security | | $236.00 | Hourly | 5.00% | $225.88 |
| Cloud Consulting Services | Cloud Cost Optimization | Cloud Cost Optimization | | $236.00 | Hourly | 5.00% | $225.88 |
| Cloud Consulting Services | Cloud Monitoring | Cloud Monitoring | | $236.00 | Hourly | 5.00% | $225.88 |
| Cloud Consulting Services | Cloud Performance | Cloud Performance | | $236.00 | Hourly | 5.00% | $225.88 |
| Cloud Consulting Services | Cloud Solution Architecture | Cloud Solution Architecture | | $159.00 | Hourly | 5.00% | $152.18 |
| Cloud Consulting Services | Public, Private and Hybrid Cloud Solutions | Public, Private and Hybrid Cloud Solutions | | $159.00 | Hourly | 5.00% | $152.18 |
| Cloud Consulting Services | Cloud Infrastructure and Application Deployment Architecture | Cloud Infrastructure and Application Deployment Architecture | | $159.00 | Hourly | 5.00% | $152.18 |
| App Modernization | Cloud Application Modernization | Cloud Application Modernization | | $159.00 | Hourly | 5.00% | $152.18 |
| App Modernization | Cloud Solutions Deployment Architecture (IaaS, PaaS, Integration) | Cloud Solutions Deployment Architecture (IaaS, PaaS, Integration) | | $236.00 | Hourly | 5.00% | $225.88 |
| App Modernization | Cloud Native Application Development | Cloud Native Application Development | | $159.00 | Hourly | 5.00% | $152.18 |
| Cloud Migration Services | Prepare Cloud Migration Strategey | Prepare Cloud Migration Strategey | | $159.00 | Hourly | 5.00% | $152.18 |
| Cloud Migration Services | Migrate customer application to cloud using Cloud Migration tools | Migrate customer application to cloud using Cloud Migration tools | | $159.00 | Hourly | 5.00% | $152.18 |
| Cloud Migration Services | Perform Application / Sanity testing | Perform Application / Sanity testing | | $159.00 | Hourly | 5.00% | $152.18 |
| Cloud Migration Services | Application Reconfiguration & Testing | Application Reconfiguration & Testing | | $159.00 | Hourly | 5.00% | $152.18 |
| IaaS Managed Services | OS Management | Management of Operating System (Windows, Linux, SUSE, Ubuntu, RHEL, Federo, Debian, CoreOS) | | $79.00 | Hourly | 5.00% | $75.61 |
| IaaS Managed Services | Configure and Manage Cloud Providers Infrastructure Monitoring tools | Configure and Manage Cloud Providers Infrastructure Monitoring tools | | $92.00 | Hourly | 5.00% | $88.06 |
| IaaS Managed Services | Backup Services | Backup Services | | $102.00 | Hourly | 5.00% | $97.63 |
| IaaS Managed Services | DR services | DR services | | $102.00 | Hourly | 5.00% | $97.63 |
| IaaS Managed Services | Network Managed Services | Network Managed Services | | $102.00 | Hourly | 5.00% | $97.63 |
| IaaS Managed Services | Storage Managed Services | Storage Managed Services | | $102.00 | Hourly | 5.00% | $97.63 |
| IaaS Managed Services | Installation, Configuration & Management of Cloud Virtual Desktops | Installation, Configuration & Management of Cloud Virtual Desktops | | $102.00 | Hourly | 5.00% | $97.63 |
| IaaS Managed Services | Patch Mangement - OS, Network Devices, Switches, Routers | Patch Mangement - OS, Network Devices, Switches, Routers | | $102.00 | Hourly | 5.00% | $97.63 |
| PaaS Managed Services | DevOPs - CI/CD for platform deployment | DevOPs - CI/CD for platform deployment | | $110.00 | Hourly | 5.00% | $105.28 |
| PaaS Managed Services | Application Development using PaaS Services | Application Development using PaaS Services | | $110.00 | Hourly | 5.00% | $105.28 |
| PaaS Managed Services | Application Integration and Testing | Application Integration and Testing | | $110.00 | Hourly | 5.00% | $105.28 |
| PaaS Managed Services | Container Platform / Cluster Provisioning and deprovisioning | Container Platform / Cluster Provisioning and deprovisioning | | $110.00 | Hourly | 5.00% | $105.28 |
| PaaS Managed Services | Install, configure and manage Platform / Cluster Configuration | Install, configure and manage Platform / Cluster Configuration | | $110.00 | Hourly | 5.00% | $105.28 |
| PaaS Managed Services | DevOPs - CI/CD for platform deployment | DevOPs - CI/CD for platform deployment | | $110.00 | Hourly | 5.00% | $105.28 |

## MaaS Catalog Pricing

## Additional Discount Based On Aggregate Sales

| | Contract Sales Threshold | Service Category Description | Service Number (if Applicable) | Original DIscount | Additional Discount | Total Discount |
|---|---|---|---|---|---|---|
| | Services (MaaS Only) Aggregate business of $4,000,000 | MaaS | | 5.00% | 2.00% | 7.00% |
| | | | | | | |
| | | | | | | |
| | | | | | | |

## Cloud Broker Pricing

| CATEGORY NAME | SERVICE NAME | SERVICE DESCRIPTION (provide detailed service features) | Service Number (optional) | List COST Per Unit | Unit of Measure | Discount % off MSRP/List (2 decimals) | * DIR Customer Price EACH/Per Unit |
|---|---|---|---|---|---|---|---|
| EXAMPLE: | Cloud Broker Services | include descrption of what is included | ABC123-A | $150.00 | Monthly | 5.00% | $143.57 |
| Cloud Brokerage | Procurement of Cloud Provider Accounts or Subscriptions | IaaS, PaaS - Subscription management | | $0.00 | Included in Monthly | 0.00% | $0.00 |
| Cloud Brokerage | Invoice and Billing Management | My Cloud portal based services | | $2,000.00 | Monthly | 5.00% | $1,914.25 |
| Cloud Brokerage | Monthly Utilization reports | My Cloud portal based services | | $0.00 | Included in Monthly | 0.00% | $0.00 |
| Cloud Brokerage | Cloud Management Installation Portal Configuration & Management | My Cloud portal based services | | $3,200.00 | One Time | 0.00% | $3,224.00 |
| Cloud Brokerage | Monthly Subscription Charges | Monthly subscription | | $165.00 | Monthly | 5.00% | $157.93 |

## Additional Discount Based On Aggregate Sales

| | Contract Sales Threshold | Service Category Description | Service Number (if Applicable) | Original DIscount | Additional Discount | Total Discount |
|---|---|---|---|---|---|---|
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |

## Related Services Pricing

| CATEGORY NAME | SERVICE NAME | SERVICE DESCRIPTION (provide detailed service features) | Service Number (optional) | List COST Per Unit | Unit of Measure | Discount % off MSRP/List (2 decimals) | * DIR Customer Price EACH/Per Unit |
|---|---|---|---|---|---|---|---|
| EXAMPLE: | Help Desk Services (Hourly Rate) | Provide detailed description of Services provided | ABC123-A | $90.00 | Hour | 5.00% | $86.14 |
| | | | | | | | $0.00 |
| | | | | | | | $0.00 |
| | | | | | | | $0.00 |
| | | | | | | | $0.00 |
| | | | | | | | $0.00 |
| | | | | | | | $0.00 |
| | | | | | | | $0.00 |

## Additional Discount Based On Aggregate Sales

| | Contract Sales Threshold | Service Category Description | Service Number (if Applicable) | Original DIscount | Additional Discount | Total Discount |
|---|---|---|---|---|---|---|
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |

| Optional Price Sheet for Volume Discounts | | | |
|---|---|---|---|
| **BRAND NAME** | **CUMULATIVE** | **FREQUENCY** | **ADDITIONAL DISCOUNT** |
| *Example: ABC Brand* | *Example: $1,000,000-$2,000, 000* | *Annually* | *add 1.00%* |
| *Example: ABC Brand* | *Example: $2,000,000-$3,000, 000* | *Annually* | *add 1.50%* |
| | | | |
| | | | |
| | | | |
| | | | |
| **BRAND NAME** | **PER TRANSACTION** | **FREQUENCY** | **ADDITIONAL DISCOUNT** |
| *Example: All proposed brands* | *Example: $50,000-$100, 000* | Per Transaction | *add 1.00%* |
| *Example: All proposed brands* | *Example: $100,000-$200, 001* | Per Transaction | *add 1.50%* |
| | | | |
| | | | |
| | | | |
| | | | |
| **BRAND NAME** | **BY QUANTITY** | **FREQUENCY** | **ADDITIONAL DISCOUNT** |
| *Example: ABC Brand* | *Example: 1-99 units* | Per Order | *add 1.00%* |
| *Example: ABC Brand* | *Example: 100-500 units* | Per Order | *add 1.50%* |
| *Example: ABC Brand* | *Example: 500+ units* | Per Order | *add 2.00%* |
| | | | |
| | | | |
| | | | |