



## Request for Vendor Contract Update

Pursuant to the terms of your awarded vendor contract, all vendors must notify and receive approval from Region 4/OMNIA Partners, Public Sector when there is an update in the contract. No request will be officially approved without the prior authorization of Region 4. Region 4 reserves the right to accept or reject any request.

Mythics, Inc. \_\_\_\_\_ hereby provides notice of the following update to  
(Vendor Name)

Contract number: R190801 for Oracle Products and Related Services on this date 3/13/2020.  
Contract Title

**Instructions:** Vendors must check all that may apply and shall provide supporting documentation. Place your initials next to each item to confirm that documents are indeed included. Request received without supporting documentation will be returned. Be sure to sign prior to submitting your update for approval. **This form is not intended for use if there is a material change in operations, which may adversely affect members, i.e. assignment, bankruptcy, change of ownership, merger, etc. Please contact a member of the OMNIA Partners Contracting Team to request a "Notice of Material Change to Vendor Contract" form.**

**Authorized Distributors/Dealers**  
\_\_\_\_ Addition  
\_\_\_\_ Deletion  
\_\_\_\_ Supporting Documentation

**Price Update**  
\_\_\_\_ Supporting Documentation

**Products/Services**  
\_\_\_\_ New Addition  
 Update Only  
\_\_\_\_ Supporting Documentation

**Discontinued Products/Services**  
\_\_\_\_ Supporting Documentation

**States/Territories**  
\_\_\_\_ Supporting Documentation

**Other** \_\_\_\_\_  
\_\_\_\_ Supporting Documentation

Notes: Vendor may include other notes regarding the contract update here: (attach another page if necessary).

Due to a restructuring of our Manufacturer, Oracle's discount structure on their Hardware offerings, Mythics is submitting the attached Price Schedule for review and consideration. Oracle is no longer offering a Discount Category for "Engineered Systems Price List Hardware," so this has been removed. There is also a new Hardware Discount Category called Category Z that we are adding to align with Oracle's revised discount structure.

Submitted By: Deonte J. Watters

**Approved Date** 3/20/2020 | 3:02 PM PDT

Title: Deonte J. Watters, CCMAP - Vice President, Contracts

**Denied Date** \_\_\_\_\_

Contact Number: R190801

Email Address: vehiclegmt@mythics.com

Region 4 ESC: DocuSigned by: Robert Zingelmann  
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## Price Schedule - Contract # R190801

Approved Oracle Price Lists	Minimum Discount from Current Oracle List Price
<b>Oracle Fusion Cloud Service Global Price List</b>	
• Oracle Fusion Cloud Service Global Price List	30%
• Oracle Fusion Cloud Service Global Price List for Midsize	8%
<b>Oracle Cloud Platform as a Service and Infrastructure as a Service - Public Cloud Global Price List</b>	0%
<b>Oracle Technology Global Price List</b>	29%
<b>Java SE Subscription Price List</b>	2%
<b>Systems Hardware and Software Global Price List</b>	
• Hardware Category L	22%
• Hardware Category U	17%
• Hardware Category V	25%
• Hardware Category X	35%
• Hardware Category Y	2%
<b>Engineered Systems Global Price List</b>	
• Hardware Category Z	10%
• Engineered Systems Price List Software	29%
<b>Oracle Marketing Cloud Global Price List</b>	30%
<b>Construction and Engineering Global Price List</b>	
• Construction and Engineering Global Price List - License Offerings	29%
• Construction and Engineering Global Price List - Cloud Offerings	2%
<b>MySQL Global Price List</b>	29%
<b>Oracle University Training (List Cost)</b>	
• \$0 to \$25,000	15%
• \$25,001 to \$50,000	20%
• \$51,001 to \$100,000	25%
• \$100,001 to \$250,000	30%
• \$250,001 and up	35%
<b>Special Solutions CLINs</b>	
• Emerging Technology	2%
• Oracle Professional Services Time and Materials (T&M)	0%

Support Category	Price Determination
<b>Oracle Software Update License and Support (SULS)</b> <ul style="list-style-type: none"> <li>• 1st Year</li> <li>• After 1st Year</li> </ul>	<ul style="list-style-type: none"> <li>• 22% of Net License fees</li> <li>• 4% increase over prior year's fees if SULS is renewed for the same number of licenses for the same programs as contained in the original order.</li> </ul>
<b>Oracle Premier Support for Hardware and Systems</b> <ul style="list-style-type: none"> <li>• 1st Year</li> <li>• After 1st Year</li> </ul>	<ul style="list-style-type: none"> <li>• 12% of Net Hardware Fees</li> <li>• 4% increase over prior year's fees. Oracle reserves the right to add a surcharge for systems older than 5 years from initial ship date.</li> </ul>
<b>Data and Device Retention Support</b> <ul style="list-style-type: none"> <li>• 1st Year</li> <li>• After 1st Year</li> </ul>	<ul style="list-style-type: none"> <li>• 3% of Net Hardware Fees</li> <li>• 4% increase over prior year's fees</li> </ul>

<b>Labor Category</b>	<b>Hourly Rate (Commercial List)</b>	<b>Proposed Discount</b>	<b>Year 1 (2020)</b>	<b>Year 2 (2021)</b>	<b>Year 3 (2022)</b>	<b>Year 4 (2023)</b>	<b>Year 5 (2024)</b>
<b>Senior Solution Architect</b>	\$ 263.18	10%	\$ 236.86	\$ 241.60	\$ 246.43	\$ 251.36	\$ 256.39
<b>Solution Architect</b>	\$ 250.45	10%	\$ 225.40	\$ 229.91	\$ 234.51	\$ 239.20	\$ 243.98
<b>Senior Principal Consultant</b>	\$ 244.08	10%	\$ 219.67	\$ 224.06	\$ 228.54	\$ 233.11	\$ 237.77
<b>Principal Consultant II</b>	\$ 219.67	10%	\$ 197.70	\$ 201.66	\$ 205.69	\$ 209.80	\$ 214.00
<b>Principal Consultant I</b>	\$ 175.10	10%	\$ 157.59	\$ 160.74	\$ 163.95	\$ 167.23	\$ 170.57
<b>Senior Consultant</b>	\$ 137.96	10%	\$ 124.16	\$ 126.64	\$ 129.17	\$ 131.75	\$ 134.39
<b>Staff Consultant</b>	\$ 118.86	10%	\$ 106.97	\$ 109.11	\$ 111.29	\$ 113.52	\$ 115.79
<b>Associate Consultant</b>	\$ 88.08	10%	\$ 79.27	\$ 80.86	\$ 82.48	\$ 84.13	\$ 85.81
<b>Program Manager</b>	\$ 216.49	10%	\$ 194.84	\$ 198.73	\$ 202.70	\$ 206.75	\$ 210.89
<b>Project Manager II</b>	\$ 203.75	10%	\$ 183.38	\$ 187.04	\$ 190.78	\$ 194.60	\$ 198.49
<b>Project Manager I</b>	\$ 191.02	10%	\$ 171.92	\$ 175.35	\$ 178.86	\$ 182.44	\$ 186.09
<b>Engagement Manager</b>	\$ 89.14	10%	\$ 80.23	\$ 81.83	\$ 83.47	\$ 85.14	\$ 86.84
<b>Subject Matter Expert II</b>	\$ 318.36	10%	\$ 286.53	\$ 292.26	\$ 298.11	\$ 304.07	\$ 310.15
<b>Subject Matter Expert I</b>	\$ 299.26	10%	\$ 269.33	\$ 274.72	\$ 280.21	\$ 285.81	\$ 291.53

<b>Mythics Managed Services Price List</b>	<b>Minimum Discount from Current Mythics List</b>
<b>Mythics Managed Services Price List</b> <ul style="list-style-type: none"><li>• Mythics Managed Services</li></ul>	0%

<b>Third Party Training and Services Price List</b>	<b>Minimum Discount from List Price</b>
Customized Training Services	5%
Special Solutions CLINs	
<ul style="list-style-type: none"><li>• Third-party Professional Services T&amp;M</li></ul>	0%