CDW Government LLC Pricing Submission

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For all hourly rates proposed by CDW•G in this pricing file and contained within our proposal, our offer is contingent on a 5% year over year escalation, on the contract's annual anniversary date, which will act as a not to exceed rate.

CDW•G has been very successful in managing labor rates during unstable market conditions including taking advantage of our vast in-house, in-market resources and certified, approved subcontract pool while also leveraging remote services, where practical and applicable. During the contract term, CDW•G reserves the right to propose changes to labor rate categories to reflect extraordinary market conditions which might impact labor rates and present to Cobb County and OMNIA Partners for review and approval. Cobb County and OMNIA Partners will review and approve such rates through a mutually agreed upon amendment no later than 30 calendar days upon presentation.

Services requiring a specific Statement of Work (SoW) must be mutually executed between the customer and CDW•G before work begins. We have provided a sample SoW in Appendix A.

OMNIA and its members/participating entities acknowledge that CDW•G is not the provider of the Cloud Services and in purchasing the Cloud Services, Cobb County, OMNIA, and its members/participating entities rely only on the Cloud Service Provider's service descriptions and the terms and conditions set forth in the Cloud Provider's Services Terms and Conditions. Accordingly, Cobb County and OMNIA Partners shall consider the Cloud Service Provider to be the party responsible for providing the Cloud Services and Cobb County, OMNIA Partners, and its members/participating entities, may be required to execute additional agreements, prior to provisioning/purchase of certain cloud offering.

For any service engagement, if there are applicable Travel and Expenses (T&E) charges, they will be agreed and mutually executed upon in a comprehensive Statement of Work. However, CDW•G will utilize its national footprint of service providers and inmarket engineers. We also utilize remote technologies and services where applicable to mitigate such expenses.

Cobb County			
Category	Description	Discount % from CDW-G Advertised*	
Α	Accessories (A)	6.75%	
В	Power, Cooling & Racks (B)	5.00%	
С	Desktop Computers (C)	3.00%	
C/DT	PC Compatible Desktop Computer (DT)	2.10%	
C/DM	Apple Desktops (DM)	0.50%	
D	Data Storage/Drives (D)	5.50%	
Е	Enterprise Storage (E)	5.00%	
F	Point of Sale/Data Capture (F)	4.25%	
Н	Servers & Server Management (H)	4.00%	
J**	Services (CDW Delivered) (J)	0.00%	
L	Notebook/Mobile Devices (L)	2.50%	
L/NM	Apple Notebooks (NM)	0.50%	
L/NB	Notebook Computers (NB)	2.10%	
L/NB/CBK	Chromebooks (CBK)	0.00%	
L/RD	Tablets (RD)	2.25%	
N	NetComm Products (N)	5.50%	
0	Carts and Furniture (O)	5.00%	
Р	Printing & Document Scanning (P)	3.00%	
Q**	Services (Partner Delivered) (Q)	3.00%	
R	Client Configure-to-Order (R)	2.50%	
S	Software (S)	4.00%	
Т	Collaboration Hardware (T)	4.25%	
V	Video & Audio (V)	3.50%	
W	Cables (W)	15.00%	

CDW•G will provide Customer with a discount as a percentage off of CDW•G's Nationally Advertised Price (NAP) for the CDW•G defined Product Categories listed above, provided that Customer references this Agreement when placing an order with CDW•G.

Prices include lowest ground freight within the 48 contiguous United States when referencing this Agreement. All orders are subject to CDW•G's standard shipping policies in effect at the time of order placement. In those instances that call for express or overnight delivery, shipping costs will be pre-paid by CDW•G and added to the customer invoice.

We reserve the right to amend our price offering to accommodate the negotiated and mutually agreed upon Administrative Fees.

Clarifications

- * "Advertised Price" or "Nationally Advertised Price" or "NAP", refers to CDW-G's List Price, a publicly available and verifiable price at cdwg.com
- ** These are services tied to CDW•G internal taxonomy J and Q, which includes subset of offerings such as configurations, warranty, and specific installation services, and are not subject to a Statement of Work. These do not include the services broken out in the individual tabs, including other professional services, which require a mutually executed Statement of Work between CDW•G and Customer.

Infrastructure as a	Service		
Cloud Service Prov	Cloud Service Providers		
Provider	Discount off MSRP		
Amazon Web Services	0%		
Google Cloud Platform	0%		
Microsoft Azure	0%		

ServiceNow Solutions PaaS Offering	
Option	Discount off MSRP
ServiceNow IT Service Management Professional – Unrestricted User 2	0% (5% off CDW•G NAP)
ServiceNow Integrated Risk Management Professional – IRM User	0% (5% off CDW•G NAP)

If there is a CDW•G Nationally Advertised Price (NAP) available for above offerings, OMNIA Members will receive a discount of 2% off CDW•G NAP. The NAP is publicly available pricing for hundreds of thousands of offerings available 24/7, which is competitively benchmarked with competitive market conditions and adjusted frequently to provide a transparent public auditable index.

If NAP doesn't exist, then CDW•G will rely on MSRP pricing available to CDW•G or based on CDW•G quoted price.

Cloud offerings are constantly evolving and increasingly complex, with a range of subscription and consumption-based offerings, SaaS, IaaS, PaaS, among others. CDW•G's pricing is based on publisher list price (MSRP), where available to CDW•G. In cases, where MSRP pricing is not available and/or the offering is unique, pricing will be based on CDW•G quoted price. This structure provides the necessary flexibility, to enable OMNIA Members/participating entities to make purchases offerings, as cloud offerings evolve, through life of our contract.

AWS, Azure, and GCP utilize price calculators for typical engagements and other variables to determine price specific to customer's needs.

For more information directly from each manufacturer, please visit the following links for more information:

<u>Azure</u>

<u>AWS</u>

GCP

Digital Velocity Services			
Role	Hourly Rate		
DVS F-CTO	\$350.00		
DVS Digital Strategy Consultant	\$305.00		
DVS Digital Product Strategist	\$270.00		
DVS Principal Engineer / Tech. Lead	\$350.00		
DVS Architect	\$300.00		
DVS Senior Engineer	\$250.00		
DVS Engineer	\$225.00		
DVS Associate Engineer	\$200.00		
DVS Program Manager	\$245.00		
DVS Sr. Technical Project Manager	\$230.00		
DVS Technical Project Manager	\$205.00		
DVS Project Coordinator	\$165.00		

ServiceNow Solutions Services	
Role	Hourly Rate
ServiceNow Associate Project Manager	\$165
ServiceNow Associate Consulting Engineer	\$170
ServiceNow Engagement Manager	\$235
ServiceNow Business Process Consultant	\$255
ServiceNow Principal Consultant	\$275
ServiceNow Organizational Change Management Consultant	\$275
ServiceNow Integration Expert	\$250
ServiceNow Quality Assurance Expert	\$200
ServiceNow Solution Architect	\$255
ServiceNow Technical Consultant / Developer	\$220
ServiceNow Trainer	\$235

Managed Services		
Managed Service	Monthly Price*	
Basic / Essential / Premium Support for AWS, GCP, and AZURE	Fees are based on a percentage of the customer's actual consumption of AWS, GCP, Azure services.	
Basic Service - \$0K to \$10K	As Invoiced	
Basic Service - \$10K to \$250K	As Invoiced	
Basic Service - \$250K+	As Invoiced	
Essential Service - \$0K to \$35K	As Invoiced	
Essential Service - \$35K to \$75K	As Invoiced	
Essential Service - \$75K+	As Invoiced	
Premium Service - \$0K to \$100K	As Invoiced	
Premium Service - \$100K to \$250K	As Invoiced	
Premium Service - \$250K+	As Invoiced	
* If CDW•G is billing	the customer for Basic consumption, no pricing uplift is applied.	

Pricing

Basic

Included with CDW billing for cloud consumption

Stand-alone pricing (no consumption):

\$49/moif under \$1,000 5% - \$1,001 to \$10,000 3% - \$10,001 to \$250,000 2.5% - \$250,001 +



Essential

\$400/moif under \$2,250 18% - \$2,251 to \$35,000 15% - \$35,001 to \$75,000 12% - \$75,001+



Premium

Pick 2

\$2,500/mo if under \$10,000 25 % - \$10,001 to \$100,000 20% - \$100,001 to \$250,000 28% - \$100,001 to \$250,000 15% - \$250,001+

OS and DB Bundle

\$3,000/mo if under 10,000 33 % - \$10,001 to \$100,000 23% - \$250,001+



Amplified IT SaaS Offerings	*
Option	Discount off MSRP
Gopher products	2%
Little SIS	2%

The offered pricing discount below applies to a la carte and bundle packages of Gopher applications.

SaaS items are priced at a 2% Discount off MSRP. Amplified IT MSRP can be found at the following link: https://www.amplifiedit.com/msrp/

Amplified Services	
Google for Education (GFE)	
Option	Discount off MSRP
GFE Audit - K-12	2%
GFE Audit - Higher Ed	2%
GFE KickStart Package	2%
GFE Support - Support Hours	2%
GFE Support - 20 Support Hours	2%
GFE Support - 40 Support Hours	2%
GFE Support - Adhoc Support Hours	2%
North American GFE Technical Collaborative	2%
GFE Training/Consultancy - Full Day Onsite	2%
GFE Chrome Checkup	2%
Amplified IT Training	
Option	Discount off MSRP
Amplified IT Admin Level 1 Certification Training - Self-Paced	2%
Amplified IT Admin Level 2 Certification Training - Self-Paced	2%
Amplified IT Admin Security Specialist Certification Training - Self-Paced	2%
Amplified IT Admin Security Bundle	2%

^{*}These services are available to education entities only.

Staff Augmentatio	n Services		
Role	Standard	Mid-Level	Senior
Infrastructure Architects	\$170.00	\$180.00	\$195.00
Solutions Architects	\$175.00	\$195.00	\$215.00
Site Reliability Engineers	\$185.00	\$195.00	\$205.00
Network Administrators	\$100.00	\$115.00	\$125.00
Network Engineers	\$135.00	\$150.00	\$165.00
Network BAs/BSAs	\$130.00	\$135.00	\$140.00
Systems Administrators	\$115.00	\$130.00	\$145.00
Systems Engineers	\$140.00	\$155.00	\$170.00
Systems BAs/BSAs	\$135.00	\$145.00	\$155.00
Storage Engineers	\$165.00	\$160.00	\$195.00
Virtualization Engineers	\$135.00	\$155.00	\$180.00
Salesforce Administrators	\$125.00	\$155.00	\$185.00
Salesforce Engineers	\$175.00	\$195.00	\$215.00
Salesforce Developers	\$165.00	\$175.00	\$185.00
ServiceNow Administrators	\$155.00	\$165.00	\$175.00
ServiceNow Engineers	\$165.00	\$180.00	\$195.00
ServiceNow Developers	\$150.00	\$165.00	\$180.00
SolarWinds Engineers	\$165.00	\$180.00	\$205.00
AWS Engineers	\$185.00	\$205.00	\$225.00
AWS Developers	\$170.00	\$175.00	\$180.00
Azure Engineers	\$180.00	\$195.00	\$215.00
Azure Developers	\$135.00	\$145.00	\$160.00
GCP Engineers	\$200.00	\$235.00	\$265.00
GCP Developers	\$200.00	\$235.00	\$265.00
Front-end Developers	\$165.00	\$170.00	\$175.00
Back-end Developers	\$170.00	\$180.00	\$185.00
Scala Developers	\$200.00	\$215.00	\$225.00
Project Managers	\$135.00	\$150.00	\$165.00
Scrum Masters	\$165.00	\$180.00	\$195.00
DevOps Engineers	\$165.00	\$175.00	\$190.00
Software Development Engineer in Test	\$170.00	\$180.00	\$195.00
InfoSec Analysts	\$145.00	\$160.00	\$175.00
Quality Assurance Analysts	\$140.00	\$150.00	\$160.00
Quality Assurance Engineers	\$140.00	\$150.00	\$160.00

Managed Services	
Item Microsoft System Center Configuration Manager (SCCN	Rate Λ) - Gold \$517.50
Microsoft Active Directory - Small Environment 2-10 Do	Cs - Gold \$545.10
DHCP Support add to MS AD above	\$155.94
Microsoft Active Directory - Medium Environment 11-2	
Microsoft Active Directory - Large Environment 21+ DC	
Microsoft Active Directory Federation Services (ADFS)	
Mimix/iTERA for iSeries - Gold (Priced PER "a" and "b"	•
Managed Servio	es васкир Rate
IBM Tivoli Storage Manager Gold	\$2,070.00
Commvault RMS Backup Environment SM: 1-250 VMs - Gold	\$1,138.50
Cohesity RMS SM: 1-250 VMs - Gold	\$1,138.50
Commvault RMS Backup Environment Med: 251-600 VMs - Gold	\$1,656.00
Commvault RMS Backup Environment Large: 601-1000 VMs - Gold	\$2,070.00
Commvault RMS Backup Environment XL: 1000+ VMs - Gold	\$2,622.00
Veeam RMS SM: 1-250 VMs - Gold	\$1,138.50
Veeam RMS Med: 251-600 VMs - Gold	\$1,656.00
Veeam RMS Lrg: 601-1000 VMs - Gold Veeam RMS XL: 1000+ VMs - Gold	\$2,070.00 \$2,622.00
EMC Avamar RMS SM: 1-250 VMs - Gold	\$1,138.50
EMC Avamar RMS Med: 251-600 VMs - Gold	\$1,656.00
EMC Avamar RMS Lrg: 601-1000 VMs - Gold	\$2,070.00
EMC Avamar RMS XL: 1000 VMs - Gold EMC Data Domain - Gold	\$2,622.00 \$2,070.00
Microsoft System Center DPM - SM <100 - Gold	\$1,656.00
Microsoft System Center DPM - Med 100 - 500 - Gold	\$2,070.00
Microsoft System Center DPM - Lrg >500 Gold	\$2,622.00
Microsoft System Center DPM - XL - Gold	\$3,312.00
Managed Ser	Rate
Windows O/S - Gold	77.63
Linux O/S (Red Hat/ SUSE) - Gold	155.94
AIX O/S - Gold	295.32
IBM System I - \$1 Gold	,242.00
Managed Servic	
Item Cisco ASA - Gold	Rate \$560.28
Cisco Firepower Services (Per Sensor) - Gold	\$313.26
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Cisco Firepower Threat Defense - Gold Palo Alto Firewall wo Panorama - Gold	\$614.10 \$523.02
Palo Alto Firewall w Panorama - Gold	\$523.02
Palo Alto Panorama - Gold	\$253.92
Cisco Identity Services Engine (ISE) - Gold	\$513.87
Fortinet Firewall wo FortiManager – Gold	\$523.02
Fortinet Firewall w FortiManager – Gold	\$523.02
Fortinet FortiManager – Gold Fortinet FortiAnalyzer – Gold	\$253.92 \$77.28
Cisco Umbrella - Gold (Per User)	\$0.84
Managed Services	Virtualization
Item VMware ESXi - Gold	\$200.10
Nutanix AHV - Gold	\$200.10
Microsoft Hyper-V -	\$200.10
Gold	, 200.20

Controller: IBM Storage Virtualization (priced per	Item	Rate	
Storage: Disk per 1 TB Raw For TBs town 100 TB] - Gold			
Storage: Disk per 1 TB Raw [For TBs over 100 TB] - Gold	•		
SAM Switch - Gold			
Controller: NeLApp (Priced per controller) - Gold 51,035.00 Controller: RMC (Priced per controller) - Gold 51,035.00 Controller: RMC (Priced per controller) - Gold 51,035.00 Item Managed Services UC Rate Controller - Gold 51,035.00 Call Control: Cisco Analog Voice Gateway-Gold 51,035.00 Call Control: Cisco CuCM/IM&P Server - Gold 517.50 Call Control: Cisco Unity Connection (CuCON) - Gold 5379.50 Call Control: Cisco Unity Connection (CuCON) - Gold 5379.50 Call Control: Cisco Unity Connection (CuCON) - Gold 589.00 Call Control: Cisco Business Edition 6000 Call Control: Cisco Call Manager Express - Gold Call Control: Cisco Business Edition 6000 Call Control: Cisco Call Manager Express - Structure (CuCON) - Gold Call Control: Cisco Unified Border Element (CuCON) - Gold Call Control: Cisco Unified Border Element (CuCON) - Gold Call Control: Cisco Unified Border Element (CuCON) - Gold Call Control: Cisco Prime Collaboration State Control: Cisco Unity Express - Gold State Control: Cisco Uni	Storage: Disk per 1 TB Raw [For TBs over 100 TB] - Gold	\$2.21	
Controller: EMC (Priced per controller) - Gold		•	
Controller: IBM (Priced per controller) - Glol	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		
Call Control: Cisco Analogy Voice Gateway- Gold			
Call Control: Cisco Analog Voice Gateway- Gold Call Control: Gisco CUCM/IM&P Server - Gold S517.50 Call Control: Gisco Unity Connection (UCONN) - Gold Call Control: Gisco Unity Connection (UCONN) - Gold Call Control: Gisco Woire Gateway - Gold S69.00 Call Control: Gisco Business Edition 6000 Lifeline - Gold Call Control: Gisco Business Edition 6000 Lifeline - Gold Call Control: Gisco Attendant Console (CUJAC) - Gold Call Control: Gisco Attendant Console - Gold Call Control: Gisco Call Manager Express - Gold Call Control: Gisco Call Manager Express - Gold Call Control: Gisco Unified Border Element (CUBE) - Gold Call Control: Gisco Prime License Manager (ELWPLM) - Gold Call Control: Gisco Prime Collaboration Deployment - Gold Call Control: Gisco Prime Collaboration Deployment - Gold S138.00 Deployment - Gold S117.50 Call Control: Gisco Prime Collaboration Deployment - Gold S117.50 Contact Center: Exony Responder (CER) - Gold Call Experience Testing - 2CPH - Gold Call Experience Testing - 2CPH - Gold Call Experience Testing - CENT - Gold Call Control: Gisco Unity Express - Gold Contact Center: Exony Virtual Integration Manager (VIM) - Gold Contact Center: Exony Virtual Integration Manager (VIM) - Gold Contact Center: Unified Contact Center Enterprise Server (UCCE) - Gold (Includes: CYP Call Server, CYP Reporting Server, CYP VXML Server, Call Server, Data Server, Administrative WorkStation (Client AW), Central Controller, Josher, Cogger, and Peripheral Center: Cisco / Calabiro Guality Management (QM) - Gold Contact Center: Cisco / Calabiro Guality Management (QM) - Gold Contact Center: Cisco / Calabiro Guality Management (QM) - Gold Contact Center: Cisco / Calabiro Guality Management (QM) - Gold Contact Center: Cisco / Calabiro Guality Management (QM) - Gold Contact Center: Cisco / Calabiro Guality Management (QM) - Gold Contact Center: Cisco / Calabiro Guality Management (QM) - Gold Contact Center: Cisco / Calabiro Guality Management (QM) - Gold Contact Center: Cisco / Calabiro Guality Management (QM) - Gold C			
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UC Video: PEXIP Infinity / Infinity Connect Conferencing Node - Gold \$207.00	Contact Center: Exony Virtual Integration Manager (VIM) - Gold Contact Center: Unified Contact Center Enterprise Server (UCCE) - Go (Includes: CVP Call Server, CVP Reporting Server, CVP VXML Server, Ca Server. Administration Server (AW-HDS-DDS), Historical Data Server (I Administrative WorkStation (Client AW), Central Controller, Dialer, Lo and Peripheral Gateway (PG).) Contact Center: Cisco / Calabrio Quality Management (QM) - Gold Contact Center: Cisco / Calabrio Workforce Management (WFM) - Gol Contact Center: Virtualized Voice Browser (VVB) - Gold Contact Center: UCC Express (UCCX) / Finesse - Gold (Contact Center Express, Cisco Finesse, or IPIVR/VRU) Contact Center: Cisco Unified Intelligence Center - Gold Contact Center: SocialMiner - Gold Contact Center: SocialMiner - Gold Contact Center: Email Interaction Manager (EIM/WIM/CIM) - Gold Contact Center: Enterprise Chat and Email (ECE) - Gold Contact Center: eGain Analytics - Gold Contact Center: ESNA Cloudlink - Gold CVP: CVP Operations Console - Gold CVP: CVP Operations Console - Gold CVP: SIP Proxy (CUSP) - Gold CVP: NXML Gateway - Gold Bucher and Suter (Connector for Salesforce.com) - Gold Cisco WebEx Meetings Server (CWMS) - Gold Cisco Meeting Place Express - Gold UC Video: Cisco Meeting Manager (CMM) - Gold UC Video: Cisco Meeting Manager (CMM) - Gold UC Video: Cisco Telepresence Content Server - Gold UC Video: Expressway-C / Expressway-E - Gold UC Video: Telepresense Management Suite (TMS) - Gold	Rate \$379.50 \$424.81 \$379.50 \$207.00 \$517.50	\$434.70 \$434.70 \$386.40 \$103.50 \$434.70 \$434.70 \$434.70 \$434.70 \$434.70 \$386.40 \$138.00 \$386.40 \$193.10 \$103.50 \$103.50
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	\$138.00	
	\$103.50	
	\$103.50	
	\$69.00	
	\$103.50	
	\$103.50	
Managed Additional Services		
Rate		
\$240.00		
\$240.00		

These rates are subject to re-evaluation after the initial 3-year contract term.

Time and materials support - out of scope services

Hourly price is \$240

Recurring services are subject to monthly minimum fees and time and materials support is subject to additional terms Unscheduled after hours support is 2x hourly rate with a 2 hour minimum requirement

 $Managed \ Services \ Application \ requires \ a \ specific \ Statement \ of \ Work \ executed \ between \ the \ customer \ and \ CDW \bullet G. \ Managed \ cloud$

Other Professional Services		
Role	Hourly Rate	
Associate Consulting Engineer	\$175.00	
Consulting Engineer	\$215.00	
Senior Consulting Engineer	\$225.00	
Technical Lead / Principal Consulting Engineer	\$255.00	
Enterprise Consulting Architect	\$255.00	
Business Consulting Analyst	\$245.00	
Project Administrator	\$165.00	
Project Manager	\$210.00	
Senior Project Manager	\$215.00	
Enterprise Project Manager, PMO Lead	\$230.00	
Program Manager	\$230.00	
Technical Architect	\$350.00	
Incident Responder/Forensic Analyst	\$350.00	