Appendix C Pricing

Discount reflects lowest discount that will be offered for each publisher. When SHI can find and offer a greater discount, we will.

Enter discounts for publishers

Publisher	Gov't Discount %	Academic Discount %
ABSOLUTE	20%	20%
Adobe	2%	2%
Articulate	3%	3%
Autodesk	2%	1%
CA TECHNOLOGIES	2%	2%
Checkpoint	3%	3%
Citrix (Excluding Online)	10%	10%
CommVault	10%	10%
Corel	4%	5%
FARONICS	4%	4%
Filemaker	5%	5%
FourWinds	7%	7%
Google	0%	0%
IPSwitch	1%	1%
KOFAX	0%	0%
McAfee	20%	20%
Nuance	5%	5%
ONSSI	10%	10%
Papercut	4%	4%
Parallels	5%	5%
Quest	0%	0%
Red Hat	5%	5%
SAP	5%	5%
SilverPeak	5%	5%
SMART Technologies	0%	0%
SOLARWINDS	5%	5%
SonicWall	0%	0%
Sophos	10%	10%
Symantec	16%	16%
Techsmith	10%	10%
Tenable	0%	0%
TREND MICRO	17%	17%
Veeam	0%	0%
VERITAS	3%	3%
VMWare	5%	5%

Enter discount and price from publicly available price list for individual titles based on the most current versions

Title	Gov't Discount %	Gov't Price $	Academic Discount %	Academic Price $
Absolute Data & Device Security (DDS) Premium - Subscription license (1 year)	20%	$ 29.46	20%	$ 33.43
Adobe Acrobat Pro - Team Licensing Subscription (1 Yr)	2%	$ 169.40	2%	$ 173.71
Adobe Creative Cloud for Teams (1 Yr)	2%	$ 940.68	2%	$ 410.16
Arcserve Backup for Windows - (v. 17.5) - license + 1 Year Enterprise Maintenance - 1 server	10%	$ 519.62	10%	$ 519.62
Check Point Endpoint Package Complete Security - Subscription license (1 year)	3%	$ 52.38	3%	$ 52.38
Citrix ShareFile Enterprise Edition and Customer-managed StorageZones - License - with required 1 Yr maintenance	10%	$ 137.39	10%	$ 137.39
Citrix XenApp Advanced Edition Connection Pack - Easy License with 1 Yr mandatory support - Min qty 5	10%	$ 281.94	10%	$ 281.94
Citrix XenDesktop VDI Edition - Easy License with 1 Yr mandatory support - Min qty 5	10%	$ 158.82	10%	$ 158.82
Citrix XenServer Standard Edition - License - 1 CPU socket - Easy License with 1 Yr mandatory support	10%	$ 640.76	10%	$ 640.76
CommVault for VM protection and Cloud Management, VM Foundation protection with VSA backup/recovery - License - 10 virtual machines	10%	$ 1,342.46	10%	$ 1,342.46
CorelDRAW Graphics Suite 2017	4%	$ 460.53	5%	$ 93.94
Deep Freeze STD NA Perpetual License with 1 Yr maintenance	4%	$ 65.67	4%	$ 32.97
FileMaker Pro Advanced - (v. 15)	5%	$ 161.56	5%	$ 99.13
Four Winds Interactive Enterprise - Individual License	7%	$ 1,938.09	7%	$ 1,938.09
Google Chrome OS Management Console - License	10%	$ 118.20	10%	$ 25.33
WhatsUp Gold Premium - License + 1 Year Service Agreement - 25 devices - Win	1%	$ 2,622.16	1%	$ 2,622.16
Kofax Virtual Rescan Elite Desktop	0%	$ 711.46	0%	$ 711.46
McAfee Complete Endpoint Threat Protection (Minimum Qty is 11)	20%	$ 80.52	20%	$ 80.52
McAfee Endpoint Threat Defense and Response (Minimum Qty is 11)	20%	$ 50.18	20%	$ 50.08
Dragon NaturallySpeaking Premium - (v. 13) - box pack - 1 user	16%	$ 140.75	16%	$ 140.75
OnSSI Ocularis PRO Base License plus required PRO Camera License(per camera)	10%	$ 523.60	10%	$ 523.60
Papercut NG - Print Management - Government = 25 User License, Academic = 500 User license	4%	$ 410.15	4%	$ 485.58
Parallels Desktop for Mac business Edition - 1 Yr subscription	8%	$ 91.66	8%	$ 45.83
Quest TOAD for Oracle Base Edition with 1 Yr maintenance	0%	$ 974.15	0%	$ 974.15
Red Hat Enterprise Linux Server - Standard subscription (1 year) - 2 sockets, 1 physical/2 virtual nodes	10%	$ 679.77	10%	$ 679.77
Red Hat Enterprise Linux Developer Suite - Subscription (1 year) - Linux	7%	$ 91.79	7%	$ 91.79
SAP Crystal Reports 2016 - License - 1 named user	5%	$ 390.20	5%	$ 390.20
Silver Peak Unity EdgeConnect Base - Subscription license (1 year) - 200 Mbps	5%	$ 2,242.91	5%	$ 2,242.91
SMART Learning Suite - Subscription license (1 year) - 1 teacher - volume - 1-10 licenses - Win, Mac	0%	$ 48.81	0%	$ 48.81
SolarWinds Network Configuration Manager - License + 1 Year Maintenance - up to 50 nodes	13%	$ 2,478.34	13%	$ 2,478.34
SolarWinds Network Performance Monitor - License + 1 Year Maintenance - up to 100 elements	13%	$ 2,529.70	13%	$ 2,529.70
Sophos Central Endpoint Advanced - Subscription license (1 year) - 1 user - volume, 1-9 licenses	20%	$ 34.98	20%	$ 20.08
SYMANTEC : Endpoint Protection, License, ACD-GOV 1-24 Devices with 1 Yr maintenance	30%	$ 28.21	30%	$ 28.21
SYMANTEC : Protection Suite Enterprise Edition, License, ACD-GOV 1-24 Devices with 1 Yr maintenance	30%	$ 54.09	30%	$ 54.09
SnagIt 2018 - License - 1 user	18%	$ 34.94	18%	$ 24.37
Nessus Professional - On-Premise subscription license (1 year) - 1 scanner	15%	$ 1,844.70	15%	$ 1,844.70
Tenable Security Center - Annual subscription (1 year) - 512 scanners, 512 hosts - on-premise	0%	$ 11,197.14	0%	$ 11,197.14
Trend Micro Deep Security Network Security - License - 1 server (VM) 1-100 licenses	22%	$ 204.68	22%	$ 204.68
Veeam Availability Suite Enterprise for VMware - License - 1 CPU socket - public sector	15%	$ 1,364.57	15%	$ 1,364.57
Veeam Backup & Replication Enterprise for Vmware - License - 1 CPU socket - public sector - ESD	15%	$ 1,137.15	15%	$ 1,137.15
VERITAS NetBackup Enterprise Client - On-Premise license - 1 server - Tier 1 - GLP - Linux, Win, Solaris x64	20%	$ 1,730.67	20%	$ 1,730.67
VERITAS Backup Exec Agent for Windows - On-Premise license + 1 Year Essential Support - 1 server	20%	$ 353.49	20%	$ 353.49
VMware vSphere Enterprise Plus - (v. 6) - license - 1 processor	5%	$ 3,190.93	5%	$ 1,910.46
VMware vSphere Essentials Kit - (v. 6) - license - 3 hosts - up to 2 processors per host	5%	$ 451.94	5%	$ 269.16
VMware vSphere Standard - (v. 6) - license - 1 processor	5%	$ 908.43	5%	$ 543.89

Please provide link to publicly available price list.

Pricing is available at www.shi.com

Warranty is software publisher's warranty.

Delivery Terms (If Applicable): F.O.B. Destination.

For purposes of evaluation VITA will create a market basket.

****Please note that there are minimum Qty requirements and/or affiliations from certain manufacturers and that best pricing has been provided for Titles sometimes beyond the minimum discount provided on the left.**

SHI Proposed Service Offerings

	Service	Description Of Services Provided	Flat Rate	Monthly Rate	Hourly Rate
1	Optimization Service(OS2)	SHI's cloud team will provide services for public cloud including Service Onboarding including basic training, Flexible billing and cost reports, guidance on public cloud platform services, cost assessments and optmization, account guidance and RI management. See Attached SHI MSP with APM.PDF.	n/a	3% of cloud monthly spend	N/a
2	Infrastructure Service(IS2)	All IS2 services plus application performance monitoring, database monitoring, transaction throughput and metrics, SLA reports, service mapping, cross application traces, SLA reporting, etc.. See Attached See Attached SHI MSP with APM.PDF..		Min $2k/month See PDF for rate table.	
4	Other Cloud Services	SHI is a Full Service Cloud Solution Provider with the Vision, Technology, and Services that gives our Customers Financial and Competitive Advantage. Our Cloud & Innovative Solutions (CIS) practice is staffed with senior level consultants focused on supporting customers on their drive toward business transformation by engaging with them across the continuum of cloud computing. See CIS intro.pdf for more information.			TBD depending on required services
5	SHI Services Consulting - PM-ASG	ASG Project Management	n/a	n/a	$ 140
6	SHI Services Consulting - CONS-ASG	ASG Consultant	n/a	n/a	$ 140
7	SHI Services Consulting - SA-ASG	ASG Solution Architect	n/a	n/a	$ 162
8	SHI Services Consulting - SRSA-ASG	ASG Sr. Solution Architect	n/a	n/a	$ 183
9	SHI Services Consulting - CONS-EU	ESG End User Consultant	n/a	n/a	$ 94
10	SHI Services Consulting - SA-EU	ESG End User Solution Architect	n/a	n/a	$ 125
11	SHI Services Consulting - SA-DC	ESG Data Center Solution Architect	n/a	n/a	$ 141
12	SHI Services Consulting - SRSA-DC	ESG Data Center Sr. Solution Architect	n/a	n/a	$ 141
13	SHI Services Consulting - SRSA-SEC	ESG Security Solution Architect	n/a	n/a	$ 156
14	SHI Services Consulting - CONS-SEC	ESG Security Consultant	n/a	n/a	$ 130
15	SHI Services Consulting - SE-SEC	ESG Security System Engineer	n/a	n/a	$ 91
16	SHI Services Consulting - PMI	ESG Project Manager I	n/a	n/a	$ 110.00
17	SHI Services Consulting - PMII	ESG Project Manager II	n/a	n/a	$ 110.00
18	SHI Services Consulting - SRPM	ESG Sr. Project Manager	n/a	n/a	$ 150.00
19	SHI ITAM Managed Service	SHI managed services for software tracking, compliance, audit readiness and reporting	n/a	n/a	TBD depending on required services
20	SHI ITAM Maturity Assessments	SHI managed services for vulnerability and risk analysis, planning and resouce allocation	n/a	n/a	TBD depending on required services
21	SHI Security Assessments	SHI vulnerability assessments, security posture review, HIPAA assessments, Penetration Testing and Social Engineering engagements	n/a	n/a	TBD depending on required services

Please utilize the Additional Products tab for any additional added value publishers you would like to identify

OEM MANUFACTURER	Available to Executive Branch	Minimum Discount from List %
.NETCHARTING		0%
[illegible] NET SOFTWARE INC		0%
1 E TECHNOLOGIES		0%
1099 PRO		0%
1099-ETC		0%
11 SOFTWARE		0%
123 pdf converter		0%
123LOGANALYER		0%
12ghosts, Inc		0%
1E		0%
2BRIGHTSPARKS PTE LTD		0%
2X		0%
3 COM		0%
321 STUDIOS		0%
360 DEGREES OF FREEDOM		0%
3dcart		0%
3DVISTA		0%
3-GIS		0%
3M		0%
3par		0%
4D		0%
4TEAM CORPORATION		0%
4TOPS		0%
5x5 Software		0%
7Wire		0%
8P6 TECHNOLOGIES		0%
A Lowly Apprentice Production		0%
A.D.A.M. Inc		0%
A.N.D. TECHNOLOGIES		0%
ABACUS DATA SYSTEMS		0%
ABACUS LAW		0%
ABACUS SOFTWARE		0%
ABBOTT SYSTEMS		0%
ABBYY USA		0%
ABC AMBER		0%
ABLEBITS		0%
ABS SCHEDULE ANYWHERE		0%
ABSOFT		0%
ABSOLUTE DYNAMICS		0%
ABSOLUTE SOLUTIONS		0%
ACADEMIC DISTRIBUTING		0%
ACADEMIC SOFTWARE		0%
Accela Right of Way Management		0%
ACCESS DATA CORPORATION		0%
ACCESS DATA INC		0%
ACCPAC		0%
ACCUITY		0%
ACCUSOFT (case by case basis)		0%
ACD SYSTEMS		0%
ACDSEE		0%
ACE		0%
ACL SERVICES LTD		0%
Acresso (formerly Macrovision)		0%
ACRO SOFTWARE INC		0%
ACRODESIGN		0%
ACRONIS		0%
ACROPRINT		0%
ACS		0%
ACTIONABLE INTELLIGENCE		0%
ACTIONCNC		0%
Active Data Exchange		0%
ACTIVE DATA RECOVERY SOFTWARE		0%
ACTIVE PDF		0%
ACTIVE PLUS		0%
ACTIVE UP SPRL		0%
ACTIVEPDF		0%
ACTIVESTATE SOFTWARE INC		0%
ACTIVESTATE TOOL CORPORATION		0%
ACTIVEWORDS		0%
ACTIVEWORLDS		0%
ACTIVEXPERTS SOFTWARE		0%
ACTUATE CORPORATION		0%
ACUNETIX		0%
ADAM SOFTWARE		0%
ADAMA Engineering		0%
ADAPTEC INC		0%
ADAPTIVE TECHNOLOGY CONSULTING		0%
ADD-IN EXPRESS LTD		0%
ADDINSOFT		0%
ADDISON-WESLEY PROFESSIONAL		0%
ADKINS RESOURCE		0%
ADLIB		0%
ADMIRE SOFT		0%
ADREM SOFTWARE		0%
ADS TECHNOLOGIES		0%
ADTRAN		0%
ADULTPDF		0%
ADVANCED DESIGN		0%
ADVANCED GLOBAL SYSTEMS		0%
ADVANCED INTELLECT		0%
ADVANCED MD		0%
ADVANCED RELATIONAL TECHNOLOGY		0%
ADVANCED SYSTEMS CONCEPTS		0%
ADVANCED TOOLWARE		0%
ADVANCED VISUAL SYSTEMS		0%
ADVANSYS		0%
ADVANSYS PTY LIMITED		0%
ADVANTAGE PRESS		0%
ADVENTNET		0%
AEC SOFTWARE		0%
AELITA SOFTWARE CORP		0%
AEROPRISE INC		0%
AgentLogic		0%
AGFA MONOTYPE CORPORATION		0%
AGILEPOINT		0%
AGILIS		0%
Agilix		0%
AGILYSYS		0%
AGISOFT		0%
Agnitum		0%
AGS		0%
AHEAD SOFTWARE		0%
AI INTERNET SOLUTIONS		0%
AI SQUARED		0%
AIMSTAR		0%
AIRMAGNET		0%
AIRSLATE	No	0%
AIRSQUIRRELS		0%
Airtame		0%
AIRWATCH		0%
AISQUARED.COM		0%
AK COMPUTER SERVICES LIMITED		0%
AKUA		0%
AKOND		0%
AKVIS		0%
Aladdin Knowledge		0%
ALADDIN KNOWLEDGE SYSTEM INC		0%
ALADDIN SYSTEMS		0%
ALAP		0%
Alcohol Software		0%
ALEADSOFT		0%
ALEMBA		0%
AlertLogic		0%
ALGIN TECHNOLOGY		0%
ALGORHYTHMS, INC		0%
ALGOSEC		0%
ALIAS		0%
ALIEN SKIN SOFTWARE		0%
ALIENVAULT		0%
A-LIST PUBLISHING		0%
ALLAROUND AUTOMATIONS		0%
ALLEN SYSTEMS GROUP		0%
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ALLROUND AUTOMATIONS		0%
Allume Systems		0%
ALLWAY SYNC		0%
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ALOE SOFTWARE GROUP LLC		0%
AlpaSoft Software		0%
ALPHA SOFTWARE		0%
Alphaworks		0%
ALSI		0%
ALSOFT		0%
ALTAIR TECHNOLOGY		0%
ALTERNATIVE TECHNOLOGY		0%
Alteryx		0%
ALTIMA TECHNOLOGIES INC		0%
ALTIRIS		0%
ALTO MUSIC		0%
ALTOVA		0%
ALTRIS		0%
AMBRORA		0%
AMERICAN CYBERNETICS		0%
AMERICAN GREETINGS		0%
AMERICAN LANGUAGE ACADEMY		0%
American Power Conversion (APC)		0%
AMIOSEC		0%
AMPED		0%
AMYUNI TECHNOLOGIES		0%
ANALYSE-IT		0%
Animated Communications		0%
ANIMATION FACTORY		0%
ANIXIS		0%
Anonymizer		0%
ANSYS		0%
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APEX TOOL COMPANY		0%
APEXSQL		0%
APIAN SOFTWARE		0%
APOS SYSTEMS		0%
Appassure		0%
APPDEV		0%
APPDYNAMICS		0%
APPEON		0%
APPFORGE INC		0%
Appistry		0%
Apple Software		0%
APPLIAN TECHNOLOGIES		0%
APPLICATION SECURITY INC		0%
APPLIED INFORMATION SCIENCES		0%
APPLIED MATHS (No Service Offerings)		0%
APPLIGENT INC		0%
AppSec		0%
APPSENSE		0%
APPSPACE		0%
APRESS LP		0%
APROPOS		0%
Apropos		0%
APTECH		0%
ARYCOM		0%
AquaFoxt		0%
AQUIRE		0%
ARC2EARTH SYSTEMS		0%
ARCANA DEVELOPMENT		0%
ARCHIVE SOCIAL		0%
ARCOM		0%
ARCSERVE		0%
ARCSOFT		0%
ARCTURUS NETWORKS INC		0%
ARIAL SOFTWARE		0%
ARIEL CORPORATION		0%
ARROW ELECTRONICS		0%
ARROWHEAD SCIENTIFIC		0%
ARS NOVA SOFTWARE		0%
ARTS AND LETTERS		0%
ARTS PDF		0%
Arturia Software		0%
ASAP CHECKS		0%
ASCENTIAL SOFTWARE		0%
ASG SOFTWARE SOLUTIONS		0%
ASGARD SOFTWARE		0%
ASKSAM SYSTEMS		0%
ASPNETSPELL		0%
ASPOSE		0%
ASSESSMENT SYSTEMS CORP		0%
ASSET SYSTEMS, INC		0%
AssistMyTeam		0%
ASTARO		0%
ASURE		0%
ASUS		0%
AT&T WIRELESS SERVICES		0%
ATALASOFT		0%
ATARI		0%
ATCONSULTING		0%
ATI TECHNOLOGIES		0%
ATIV		0%
ATLANTIC COAST PLC		0%
Atlas.TI		0%
ATLASSIAN		0%
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ATTACHMATE		0%
ATTAINMENT COMPANY		0%
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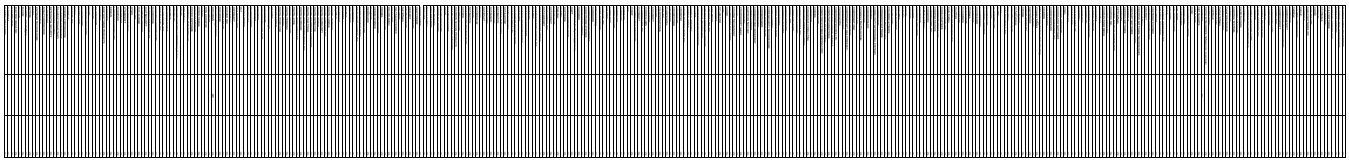
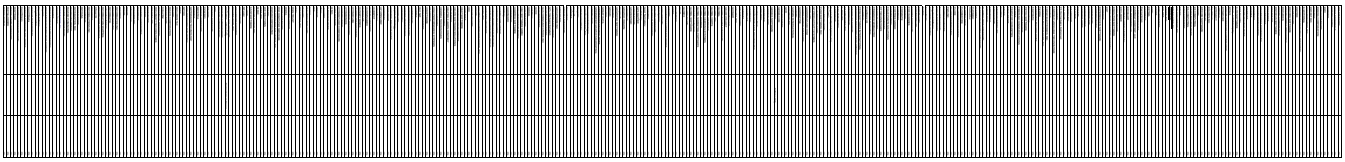
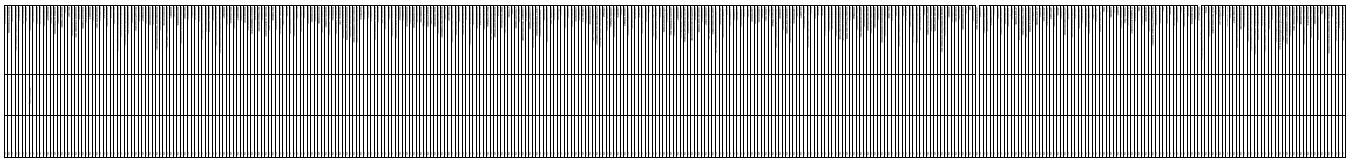
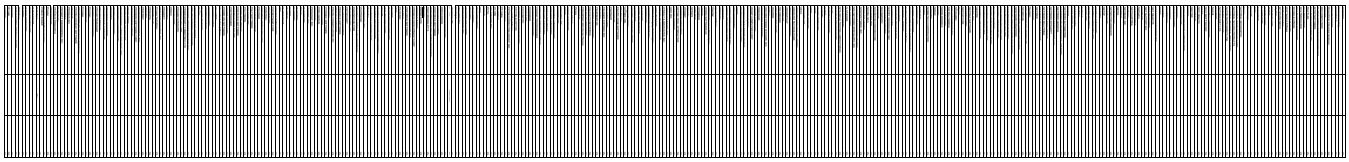
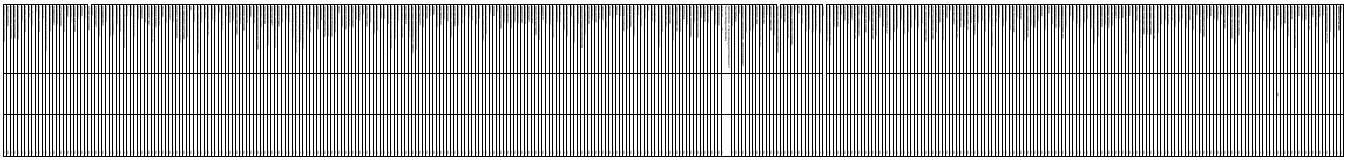
Audimation Services, Inc		0%
AUERBACH PUBLICATIONS		0%
AURALOG INC		0%
AUREA SOFTWARE		0%
AURIGMA		0%
AURORA SOFTWARE		0%
AUSTIN HAYNE		0%
AUTHENTIUM		0%
AUTHORGEN		0%
AUTO FX SOFTWARE		0%
AUTODWG.COM		0%
AUTOFX		0%
AUTOMATED QA		0%
AUTOMATION DIRECT.COM		0%
AutoPlot		0%
AUTOTYPE		0%
AVAROS		0%
Avanset		0%
AVANAN	No	0%
AVANQUEST		0%
AVANQUEST PUBLISHING INC		0%
AVANT GO		0%
AVANTI		0%
AVANTSTAR		0%
AVENITY		0%
AVENZA SOFTWARE INC		0%
AVENZA SYSTEMS INC		0%
AVEPOINT		0%
AVERY DENNISON		0%
AVERY WIZARD		0%
AVG		0%
AVID TECHNOLOGY		0%
AVOCENT CORPORATION		0%
AVOLVE SOFTWARE		0%
AVS MEDIA		0%
AVSOFT		0%
AWARENITY		0%
AXAIUS		0%
AXIS COMMUNICATIONS		0%
AXOSOFT		0%
AXURE		0%
AXWAY		0%
AZAHEA SOFTWARE		0%
Aztec Software		0%
BABYLON SOFTWARE		0%
BACHMANN SOFTWARE & SERVICES		0%
BACKUPASSIST SOFTWARE		0%
Bagatrix		0%
Bakbone Software		0%
BALLOT SCOUT		0%
BALSAMIQ (DESKTOP ONLY)		0%
BARE BONES SOFTWARE		0%
BARR SYSTEMS		0%
BARRACUDA NETWORKS		0%
Bauhaus Software		0%
BAYCOAST GROUP		0%
BCC SOFTWARE		0%
BCL TECHNOLOGIES		0%
BDNA		0%
BEA SYSTEMS		0%
BECUBED		0%
BEGINFINITE, INC		0%
BEI ARC INC		0%
BELIGHT SOFTWARE		0%
BELKIN COMPONENTS		0%
BELL MICRO		0%
BELLCRAFT TECHNOLOGIES		0%
BENTHIC SOFTWARE		0%
BERST APPLICATIONS LLC		0%
BeiHu		0%
BERNARD DAG		0%
BESIDE SOFTWARE		0%
BEST SOFTWARE INC		0%
BETASYSTEMS SOFTWARE INC		0%
BeyondTrust		0%
BIAS		0%
BIBLIOBOARD		0%
BINARY RESEARCH LTD		0%
BISCOM		0%
BITDEFENDER		0%
BITSUM TECHNOLOGIES		0%
BITVISE LTD		0%
BLACK CAT		0%
BLACK ICE		0%
BLACK MOSHANNON SOFTWARE		0%
BLACKBAG TECHNOLOGIES		0%
BLACKBERRY		0%
BlackDuck		0%
BLADELOGIC SECURITY		0%
BLAST RADIUS		0%
BLATTNER		0%
BLUE LANCE INC		0%
Blue Lane		0%
BLUE OCEAN SOFTWARE		0%
BLUE SQUIRREL		0%
BLUE WORLD COMMUNICATIONS, INC		0%
BLUEBEAM SOFTWARE INC		0%
BLUECAT NETWORKS		0%
BLUE JAY USPORTS		0%
BLUEPRISM - BPCW PROJECT MGMT		0%
BLUMENTALS SOFTWARE		0%
BMC SOFTWARE		0%
BMT MICRO		0%
BODELIN		0%
BOLSOFT		0%
BONGAR (SoftwareVirtual IN USA)		0%
BORIS EFFECTS INC		0%
Boris FX		0%
BORLAND		0%
BOSON SOFTWARE		0%
BOT INTERNATIONAL		0%
Bowe Software		0%
BRADBURY SOFTWARE		0%
BRADSOFT		0%
BRADY USA		0%
BRAINSTORM		0%
BRG PRECISION PRODUCTS		0%
BRIDGE SOFTWARE INSTITUTE		0%
BrightStat		0%
BROADER TECHNOLOGIES		0%
BROADFELD		0%
BROADGUN		0%
BRODERBUND		0%
BROOKS INTERNET SOFTWARE INC		0%
BROTHERCAKE		0%
Brothersoft		0%
BROWSERSTACK		0%
BULLETPROOF CORPORATION		0%
BULLETPROOF SOFT		0%

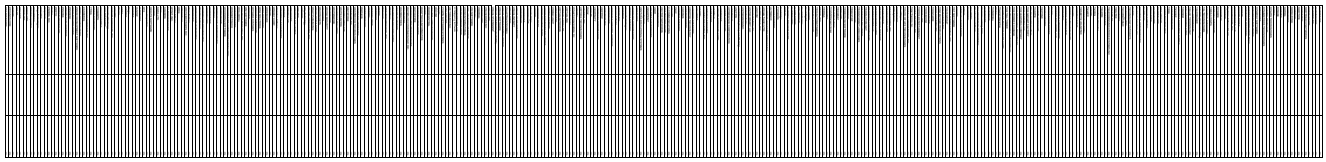












Compatibility Report for SHI PRICING - DEC 10.xls
Run on 12/10/2019 7:16

If the workbook is saved in an earlier file format or opened in an earlier version of Microsoft Excel, the listed features will not be available.

Minor loss of fidelity	# of occurrences	Version
Some cells or styles in this workbook contain formatting that is not supported by the selected file format. These formats will be converted to the closest format available.	16	Excel 97-2003