

ARLINGTON COUNTY, VIRGINIA  
OFFICE OF THE PURCHASING AGENT  
2100 CLARENDON BOULEVARD, SUITE 500  
ARLINGTON, VIRGINIA 22201

RENEWAL COVERPAGE

TO: MICROSOFT CORPORATION  
8050 MICROSOFT WAY  
AP2/1610  
CHARLOTTE, NORTH CAROLINA 28273

ORIGINAL DATE ISSUED: JUNE 16, 2020  
CONTRACT NO: 21-DTS-R-182  
CONTRACT TITLE: MICROSOFT CONSULTING

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**THIS IS A NOTICE OF RENEWAL AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.**

The contract documents consist of the terms and conditions of AGREEMENT No. 21-DTS-R-182 including any attachments or amendments thereto.

**EFFECTIVE DATE:** MARCH 5, 2021  
**EXPIRES:** MARCH 4, 2022  
**RENEWALS:** UNLIMITED  
**COMMODITY CODE(S):** 20941  
**LIVING WAGE:** N

**ATTACHMENTS:**

EXHIBIT A – COMMONWEALTH OF VIRGINIA, VITA CONTRACT NUMBER VA-160304-MCS RENEWAL 2021  
EXHIBIT B – FY21 U.S.PUBLIC SECTOR PRICING LIST

**EMPLOYEES NOT TO BENEFIT:**

**NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.**

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**VENDOR CONTACT:** VLAD VALENCIA

**VENDOR TEL. NO.:** (717) 368-3728

**EMAIL ADDRESS:** VVALEN@MICROSOFT.COM

**COUNTY CONTACT:** AILL GUPTA (DTS-ENTERPRISE TECHNOLOGY & APPLICATION SERVICES)

**COUNTY TEL. NO.:** (703) 228-0582

**COUNTY CONTACT EMAIL:** AGUPTA@ARLINGTONVA.US

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**PURCHASING DIVISION AUTHORIZATION**

Sy Gezachew

Title: Procurement Officer

Date: February 11, 2021

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11751 Meadowville Lane, Chester, VA 23836

Help

## VITA Statewide Contract Search

<b>VITA Contract Number:</b>	VA-160304-MCS
<b>Contract Title:</b>	Microsoft Consulting
<b>Supplier:</b>	Microsoft Corporation 8050 Microsoft Way Ap2/1610 Charlotte, North Carolina 28273
<b>Sourcing Specialist:</b>	Scearce, Greg (804) 416-6166 gregory.scearce@vita.virginia.gov
<b>SWaM:</b>	
<b>Contract End Date:</b>	3/4/2022
<b>Remaining Renewals:</b>	Unlimited
<b>Authorized Users:</b>	Except for telecommunications contracts, means all public bodies, including VITA, as defined by §2.2-4301 and referenced by §2.2-4304 and §2.2-2012 of the Code of Virginia. Authorized Users shall include private institutions of higher education that are listed at: <a href="http://www.cicv.org/Our-Colleges/Profiles.aspx">http://www.cicv.org/Our-Colleges/Profiles.aspx</a> .
<b>External Pricing URL:</b>	
<b>Contract Supplier Contacts</b>	
<b>Name</b>	<b>Role</b>
<b>Department</b>	<b>Phone Number</b>
<b>Email</b>	
<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>
Valencia, Vlad	Account Manager
	(717) 368-3728
	vvalen@microsoft.com
<b>Contract Categories</b>	
<b>Name</b>	
<input type="text"/>	
Services/Consulting	
Services/Miscellaneous	
<b>For the contract scope refer to the scope statement below. Listed below are public documents related to this contract. For further information regarding this contract, please contact the Sourcing Specialist at the telephone number or email address above.</b>	
<b>Files / Attachments</b>	
<b>View File</b>	
<input type="text"/>	
<a href="#">A-Scope.pdf</a>	
<a href="#">EnterpriseServicesWorkOrderv4.0.docx</a>	

**View File**

[FY20 MCS Pricelist 8 27 19.pdf](#)

[FY21 MCS Pricelist.pdf](#)

[Support Services Description.pdf](#)

[Unified Support FY19 Price List \(09.01.2018\).pdf](#)

[VA-160304-MCS Exhibit A.pdf](#)

[VA-160304-MCS Exhibit B.pdf](#)

[VA-160304-MCS Mod 1.pdf](#)

[VA-160304-MCS.pdf](#)

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Contract Management Software

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# EXHIBIT B

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## **FY21 U.S. Public Sector Published Price List Microsoft Consulting Services**

***Effective Date:***  
***September 1, 2020***

*Prepared by:*

**David Gallagher**

**Director of Contracts**

dgallagh@microsoft.com

12012 Sunset Hills Road

Reston, VA 20190

(571) 228-7487

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## 1.0 Microsoft Services Background

Microsoft Consulting Services (MCS) has been an integral part of Microsoft since 1990, helping thousands of customers worldwide build and implement information technology solutions, while empowering every customer to achieve more using Microsoft's latest products, services and technologies to drive Digital Transformation. MCS Practices are located at Microsoft field offices around the world.

### 1.1 Public Sector Mission

Our mission is to serve as Trusted Technical Advisors and Architects to Microsoft Public Sector Customers and Partners, helping them architect, plan, design and implement solutions leveraging Microsoft products, tools and technologies. MCS Consultants work with customers on specific projects and strategic initiatives and enable customers to gain knowledge in Microsoft product sets and methodologies to build self-sufficiency over time. MCS is the appropriate Microsoft resource to utilize when customer project requirements demand direct Microsoft involvement.

### 1.2 Microsoft Services Rates

<u>MCS Labor Category</u>	<u>Hourly Rates</u>	<u>Hourly Rates (Cleared)</u>
DELIVERY DATA SCIENTIST	\$325.00	\$338.00
DIGITAL ARCHITECT	\$325.00	\$338.00
SOLUTION ARCHITECT	\$325.00	\$338.00
SOFTWARE ENGINEER	\$325.00	\$338.00
PRINCIPAL CONSULTANT	\$312.00	\$325.00
SENIOR CONSULTANT	\$301.00	\$314.00
CONSULTANT	\$268.00	\$281.00
ASSOCIATE CONSULTANT	\$234.00	\$247.00
ACCOUNT DELIVERY EXECUTIVE	\$286.00	\$299.00
SENIOR PROJECT MANAGER	\$298.00	\$311.00
PROJECT MANAGER	\$286.00	\$299.00
<b>US DELIVERY CENTER, "USDC" (REMOTE SERVICES - LAS COLINAS, TX)</b>		
USDC CONSULTANT	\$188.00	\$198.00
USDC PROJECT MANAGER	\$188.00	\$198.00

<b><u>MCS PARTNER-SUBCON RATES:</u></b>	<b><u>Hourly Rates</u></b>	<b><u>Hourly Rates</u></b>
TECHNICIAN V	\$265.00	\$265.00
TECHNICIAN IV	\$250.00	\$250.00
TECHNICIAN III	\$220.00	\$220.00
TECHNICIAN II	\$195.00	\$195.00
TECHNICIAN I	\$165.00	\$165.00
TECHNICIAN	\$140.00	\$140.00
ASSOCIATE TECHNICIAN	\$110.00	\$110.00

***"Cleared" Hourly rates** shall apply whenever the customer requires a Secret or higher level security clearance (or Agency equivalent type clearance) either by the issuance of a DD254 or otherwise specifying such security requirements in the contract documents.*

### **Microsoft Global Delivery (GD) – NOT AVAILABLE FOR FEDERAL CONTRACTS**

#### **Offshore Rates**

- MSFT GD Consulting – (FTE)                      \$83.00/Hr.

#### **Onshore Rates:**

- MSFT GD Consulting – (FTE)                      \$231.00/Hr.
  - Daily per diem and other travel is charged IAW government travel regulations.
  - Note: Initial air fare to/from India is not charged to customer.

#### **Note:**

- *The labor category from which personnel will be assigned will be specified by Microsoft in a Work Order based on the nature of the services to be provided.*
- *Microsoft reserves the right to revise our rates at any time.*