

**TEXAS DIR**

**Cloud Services**

**Red River Technology LLC**

**DIR-CPO-5187**

**PRICE SHEET**

### 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
<i>EXAMPLE: Computer/Infrastructure Services</i>	<i>Cloud Server</i>	<i>Includes 2 vCPUs, 3 GB of reserved memory, 200 GB of storage and 250 GB of bandwidth</i>	<i>ABC123-A</i>	<i>\$150.00</i>	<i>Each</i>	<i>5.00%</i>	<i>\$143.57</i>
IaaS	AWS IaaS	Complete catalog of AWS IaaS services which can be access via the AWS Pricing Calculator, a link for which is in the Service Number field. Discount will not apply to Marketplace purchases.	<a href="https://calculator.aws/#/addService">https://calculator.aws/#/addService</a>	\$1.00	Actual list cost can be determined using the CSP's pricing calculator.	2.00%	\$0.99
IaaS	Microsoft IaaS	Complete catalog of Microsoft Azure IaaS services which can be access via the AWS Pricing Calculator, a link for which is in the Service Number field. Discount will not apply to Marketplace purchases.	<a href="https://azure.microsoft.com/en-us/pricing/calculator/">https://azure.microsoft.com/en-us/pricing/calculator/</a>	\$1.00	Actual list cost can be determined using the CSP's pricing calculator.	5.00%	\$0.96
IaaS	Google IaaS	Complete catalog of Google Cloud Platform IaaS services which can be access via the AWS Pricing Calculator, a link for which is in the Service Number field. Discount will not apply to Marketplace purchases.	<a href="https://cloud.google.com/products/calculator">https://cloud.google.com/products/calculator</a>	\$1.00	Actual list cost can be determined using the CSP's pricing calculator.	1.00%	\$1.00
							\$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

**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
<i>EXAMPLE: Database/Relational</i>	<i>PaaS</i>	<i>Cloud Platform as a Service</i>	<i>ABC123-A</i>	<i>\$200.00</i>	<i>Each</i>	<i>5.00%</i>	<i>\$191.43</i>
PaaS	AWS PaaS	<a href="https://calculator.aws/#/addService">https://calculator.aws/#/addService</a>	<a href="https://calculator.aws/#/addService">https://calculator.aws/#/addService</a>	\$1.00	Actual list cost can be determined using the CSP's pricing calculator.	2.00%	\$0.99
PaaS	Microsoft PaaS	<a href="https://azure.microsoft.com/en-us/pricing/calculator/">https://azure.microsoft.com/en-us/pricing/calculator/</a>	<a href="https://azure.microsoft.com/en-us/pricing/calculator/">https://azure.microsoft.com/en-us/pricing/calculator/</a>	\$1.00	Actual list cost can be determined using the CSP's pricing calculator.	5.00%	\$0.96
PaaS	Google PaaS	<a href="https://cloud.google.com/products/calculator">https://cloud.google.com/products/calculator</a>	<a href="https://cloud.google.com/products/calculator">https://cloud.google.com/products/calculator</a>	\$1.00	Actual list cost can be determined using the CSP's pricing calculator.	1.00%	\$1.00
							\$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

**MaaS 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
<i>EXAMPLE:</i>				\$100.00	Each	5.00%	\$95.71
MaaS	Remote Workforce Assist (0-249 users)	Red River's Remote Workforce Assist service provides a turnkey managed service for either or both offerings, supported by the 24/7 services desk for troubleshooting, Moves Adds Changes and Deletes (MACDs), image management, value optimization, cost reporting, and performance/resources alerts. (Cloud services portion will be billed based on consumption and will received the laaS discount rate)	N/A	\$30.00	Per User Per Month	10.00%	\$27.20
MaaS	Remote Workforce Assist (250-499 users)	Red River's Remote Workforce Assist service provides a turnkey managed service for either or both offerings, supported by the 24/7 services desk for troubleshooting, Moves Adds Changes and Deletes (MACDs), image management, value optimization, cost reporting, and performance/resources alerts. (Cloud services portion will be billed based on consumption and will received the laaS discount rate)	N/A	\$27.00	Per User Per Month	10.00%	\$24.48
MaaS	Remote Workforce Assist (500-999 users)	Red River's Remote Workforce Assist service provides a turnkey managed service for either or both offerings, supported by the 24/7 services desk for troubleshooting, Moves Adds Changes and Deletes (MACDs), image management, value optimization, cost reporting, and performance/resources alerts. (Cloud services portion will be billed based on consumption and will received the laaS discount rate)	N/A	\$25.00	Per User Per Month	10.00%	\$22.67

MaaS	Remote Workforce Assist (1000-1999 users)	Red River's Remote Workforce Assist service provides a turnkey managed service for either or both offerings, supported by the 24/7 services desk for troubleshooting, Moves Adds Changes and Deletes (MACDs), image management, value optimization, cost reporting, and performance/resources alerts. (Cloud services portion will be billed based on consumption and will received the laaS discount rate)	N/A	\$23.00	Per User Per Month	10.00%	\$20.86
MaaS	Remote Workforce Assist (2000-2999 users)	Red River's Remote Workforce Assist service provides a turnkey managed service for either or both offerings, supported by the 24/7 services desk for troubleshooting, Moves Adds Changes and Deletes (MACDs), image management, value optimization, cost reporting, and performance/resources alerts. (Cloud services portion will be billed based on consumption and will received the laaS discount rate)	N/A	\$21.00	Per User Per Month	10.00%	\$19.04
MaaS	Remote Workforce Assist (3000 users)	Red River's Remote Workforce Assist service provides a turnkey managed service for either or both offerings, supported by the 24/7 services desk for troubleshooting, Moves Adds Changes and Deletes (MACDs), image management, value optimization, cost reporting, and performance/resources alerts. (Cloud services portion will be billed based on consumption and will received the laaS discount rate)	N/A	\$19.00	Per User Per Month	10.00%	\$17.23
MaaS	Disaster Recovery as a Service (DRaaS)	Red River's DRaaS Solutions leverage cloud native technologies to extend on-premises recovery options to secure cloud providers and cloud resources to secondary regions. (Cloud services portion will be billed based on consumption and will received the laaS discount rate)	N/A	SOW-based		10.00%	

**Additional Discount Based On Aggregate Sales**

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

### 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
<i>EXAMPLE:</i>	<i>Cloud Broker Services</i>	<i>include description of what is included</i>	<i>ABC123-A</i>	<i>\$150.00</i>	<i>Hour</i>	<i>5.00%</i>	<i>\$143.57</i>
Red River Cloud Broker Services	Cloud Foundations	Red River's Cloud Foundations is a managed cloud service providing monitoring and advisory services in the following areas: -Invoice & Subscription Management -Governance & Policy -Data Protection -Capacity & Resource Planning -Security & Identity Management -Cost Management -Patch Management -Monitoring, Alerting & Reporting -Support Services	SOW-based	35% of cloud consumption spend plus \$150 per VM  (For example: TX-DIR customer has \$1000 of cloud spend and has 2 VM's, list price is \$350+\$300= \$650)	monthly	10.00%	#VALUE!

### 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
<i>EXAMPLE:</i>	<i>Help Desk Services (Hourly Rate)</i>	<i>Provide detailed description of Services provided</i>	<i>ABC123-A</i>	<i>\$90.00</i>	<i>Hour</i>	<i>5.00%</i>	<i>\$86.14</i>
Cloud & Data Center	Cloud Engineer I	Develops and modifies scalable architecture to support applications and infrastructure on IaaS and PaaS platforms. Assists in the design and management of an organization's cloud systems, applications, policies, and strategy.	N/A	\$157.09	Hour	15.00%	\$134.53
Cloud & Data Center	Cloud Engineer II	Develops and modifies scalable architecture to support applications and infrastructure on IaaS and PaaS platforms. Assists in the design and management of an organization's cloud systems, applications, policies, and strategy.	N/A	\$174.55	Hour	15.00%	\$149.48
Cloud & Data Center	Cloud Engineer III	Develops and modifies scalable architecture to support applications and infrastructure on IaaS and PaaS platforms. Assists in the design and management of an organization's cloud systems, applications, policies, and strategy.	N/A	\$223.64	Hour	15.00%	\$191.52
Cloud & Data Center	Cloud Engineer IV	Develops and modifies scalable architecture to support applications and infrastructure on IaaS and PaaS platforms. Assists in the design and management of an organization's cloud systems, applications, policies, and strategy.	N/A	\$274.55	Hour	15.00%	\$235.12
Cloud & Data Center	Cloud Engineer V	Develops and modifies scalable architecture to support applications and infrastructure on IaaS and PaaS platforms. Assists in the design and management of an organization's cloud systems, applications, policies, and strategy.	N/A	\$302.00	Hour	15.00%	\$258.63

Cloud & Data Center	Project Manager I	Responsible for the technical scope and expectation management as well as agreeing on responsibilities and accountabilities with stakeholders, including estimating project workloads and planning concrete tasks.	N/A	\$110.91	Hour	15.00%	\$94.98
Cloud & Data Center	Project Manager II	Responsible for the technical scope and expectation management as well as agreeing on responsibilities and accountabilities with stakeholders, including estimating project workloads and planning concrete tasks.	N/A	\$149.09	Hour	15.00%	\$127.68
Cloud & Data Center	Project Manager III	Responsible for the technical scope and expectation management as well as agreeing on responsibilities and accountabilities with stakeholders, including estimating project workloads and planning concrete tasks.	N/A	\$196.36	Hour	15.00%	\$168.16
Cloud & Data Center	Project Manager IV	Responsible for the technical scope and expectation management as well as agreeing on responsibilities and accountabilities with stakeholders, including estimating project workloads and planning concrete tasks.	N/A	\$218.18	Hour	15.00%	\$186.84

**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**

<b>BRAND NAME</b>	<b>CUMULATIVE</b>	<b>FREQUENCY</b>	<b>ADDITIONAL DISCOUNT</b>
<i>Example: ABC Brand</i>	<i>Example: \$1,000,000-\$2,000,000</i>	<i>Annually</i>	<i>add 1.00%</i>
<i>Example: ABC Brand</i>	<i>Example: \$2,000,000-\$3,000,000</i>	<i>Annually</i>	<i>add 1.50%</i>

Red River No Bid

<b>BRAND NAME</b>	<b>PER TRANSACTION</b>	<b>FREQUENCY</b>	<b>ADDITIONAL DISCOUNT</b>
<i>Example: All proposed brands</i>	<i>Example: \$50,000-\$100,000</i>	<i>Per Transaction</i>	<i>add 1.00%</i>
<i>Example: All proposed brands</i>	<i>Example: \$100,000-\$200,001</i>	<i>Per Transaction</i>	<i>add 1.50%</i>

Red River No Bid

<b>BRAND NAME</b>	<b>BY QUANTITY</b>	<b>FREQUENCY</b>	<b>ADDITIONAL DISCOUNT</b>
<i>Example: ABC Brand</i>	<i>Example: 1-99 units</i>	<i>Per Order</i>	<i>add 1.00%</i>
<i>Example: ABC Brand</i>	<i>Example: 100-500 units</i>	<i>Per Order</i>	<i>add 1.50%</i>
<i>Example: ABC Brand</i>	<i>Example: 500+ units</i>	<i>Per Order</i>	<i>add 2.00%</i>

Red River No Bid