

DIR-TSO-4131
APPENDIX C PRICING INDEX

PRODUCT				
CATEGORY / DESCRIPTION (Refer to RFO Section 2.1)	Manufacturer / Brand	Product Description	Manufacturer's Part Number	DIR Customer Discount % off MSRP
Sophos Product	Sophos	Software	All	24.50%
Veeam Software	Veeam	Software	All	7.50%
VMware Academic Licensing	VMware	Academic Licensing	All	10.00%
VMware Licensing	VMware	Non-Academic Licensing	All	10.00%
Zerto Software	Zerto	Software	All	5.00%
RELATED SERVICES				
SERVICE CATEGORY	Detailed Service Description		Manufacturer's Part Number	DIR Customer Discount % off MSRP
Sophos Maintenance	Sophos Maintenance		All	5.00%
Sophos Training/Implementation	Sophos Training/Implementation		All	5.00%
Sophos Renewals	Sophos Renewals		All	5.00%
VMware Maintenance (K12)	VMware Maintenance		All	5.00%
VMWare Maintenance (municipality CB added)	VMware Maintenance		All	5.00%
TECHNICAL SERVICES				
SERVICE CATEGORY	Detailed Service Description		Cost p/Hour	DIR Customer Discount % off MSRP
DataVox Standard Project Management	Standard Project Management		\$176.00	5.00%
DataVox Advanced Project Management	This includes senior project management for large scale or complex projects.		\$220.00	5.00%
DataVox Level 1 Technical Services	Level 1 Basic Remote Technical Support and Services (installation and configuration)		\$220.00	5.00%
DataVox Level 2 Technical Services	Level 2 Onsite Technical Support and Services (installation and configuration)		\$250.00	5.00%
DataVox Level 3 Technical Services	Level 3 Technical Support and Services (Advanced network security, virtualization and storage)		\$275.00	5.00%
DataVox End User Training Standard	End User Training Standard (individual or class based)		\$176.00	5.00%