

- Expiration Date: April 24, 2027

Revised: August 08, 2024

**PURCHASES MADE FROM THIS LIST MAY NOT EXCEED \$250,000 PER PROJECT. Agencies must solicit quotations from at minimum 2 available SVAR Vendors.**

<b>SHI International Corp</b>		
<p><b>Contact:</b></p> <p><b>Amanda Musselwhite</b>  <a href="mailto:Amanda_musselwhite@shi.com">Amanda_musselwhite@shi.com</a>                      205-292-3152</p> <p><b>Southeast Gov Inside Team</b>  <a href="mailto:SouthEastTeamGov@SHI.com">SouthEastTeamGov@SHI.com</a></p>	<p><b>Place Order:</b>                      SHI International Corp                      State of Mississippi Team                      290 Davidson Avenue                      Somerset, NJ 08873</p> <p><b>Remit To:</b>                      SHI International Corp                      PO Box 952121                      Dallas, TX 75395-212</p>	<p><b>MAGIC Supplier</b>                      #3100035413</p> <p><b>MAGIC Contract</b>                      #8500000870</p>
<p><b>NASPO SVAR Website for Mississippi:</b>  <a href="https://www.publicsector.shidirect.com/default.aspx">https://www.publicsector.shidirect.com/default.aspx</a></p> <p>To access the pricing catalogue, follow the link above and in the Sector and State option boxes select “State and Local Government” and “Mississippi”, respectively.</p> <p>The vendors cost proposal form is attached below.</p>		
<p><b>Contract Documents:</b>  <a href="https://naspo.valuepoint.org/portfolio/software-value-added-reseller-svar-2022-2029/shi/">https://naspo.valuepoint.org/portfolio/software-value-added-reseller-svar-2022-2029/shi/</a></p>		

**NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR) - Maximum Markup on Reseller's  
invoiced cost Pricing Model**

**State of Mississippi  
Contract# CTR060028**

**State Admin fee: 1.00%**

**Publisher** **Maximum Markup on Reseller's invoiced cost**

**All publishers except Microsoft**

**Tier I Publishers (Key Itemized Publishers)**

Adobe	4.00%
CA Technologies	3.50%
Cisco	4.50%
Commvault	4.00%
IBM	3.50%
Red Hat	4.50%
Splunk	4.50%
Tableau	4.50%
Veeam	4.00%
VMWare	4.50%

**Tier II Publishers (Other Itemized Publishers)**

Autodesk	4.00%
Barracuda Networks	3.00%
BMC Software	4.50%
Check Point Software	5.50%
Cherwell	3.00%
Citrix	5.50%
Chatsworth Products (CPI)	3.00%
Crowdstrike	5.50%
Dell	4.50%
Delphix	3.00%
DocuSign	5.50%
Dynatrace	4.50%
Forcepoint	4.00%
Fortinet	5.50%
Google	5.00%
Informatica	4.50%
Ivanti	4.50%
Knowbe4	4.50%
Mcafee	4.50%
Micro Focus	4.50%
Mulesoft	3.00%
Netmotion	4.50%
Okta	4.50%
Opentext	4.50%
Progress Software	3.00%

Proofpoint	5.50%
Quest Software	4.50%
Rapid7	4.50%
RSA Security	4.00%
Salesforce	5.50%
SAP	4.50%
Solarwinds	4.50%
Sophos	5.00%
Spillman	3.00%
Symantec	4.50%
Tenable	4.50%
Trend Micro	4.50%
Varonis	4.50%
Veritas	4.50%
Zoho	4.50%
<b>Non-itemized Publishers</b>	
All other publishers	7.00%

### Microsoft Offerings

<b>Itemized Microsoft Offerings</b>	
EMS E5	2.00%
G1	2.00%
G2	2.00%
G3	2.00%
G5	2.00%
Govt E4	2.00%
Advanced Threat Protection	2.00%
Power BI	2.00%
Exchange Online	2.00%
Kiosk F3 Now	2.00%
Dynamics	2.00%
PowerApps	2.00%
Project Online	2.00%
Azure	3.00%
<b>All Other Microsoft Offerings</b>	
SaaS*	2.00%
On-Premise*	2.00%
<b>Resold In-scope Professional Services</b>	
- Ongoing maintenance & support services not included in software license agreement	2.00%
- Deployment services	2.00%
- Architectural design services	2.00%
- Training deployment services	2.00%
All other resold in-scope professional services	2.00%

### Services (excluding Microsoft)

Publisher provided Services	21.00%
Other 3rd party provided services	21.00%
Other SHI provided services	21.00%

<b>Reseller Services</b>	<b>Hourly Rate</b>
Asset Management	\$300.00
Solutions Architect	\$225.00
Senior Solutions Architect	\$250.00
Program Engagement Manager	\$125.00
Project Leader	\$125.00
Project Manager	\$125.00
Senior Project Manager	\$175.00
All Other In-Scope Reseller Services	\$300.00