

NASPO SVAR Cooperative

- Expiration Date: April 24, 2027

Vendor Contact Information

Revised: February 10, 2025

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

<b>Zones, LLC</b>		
<b>Contact:</b>  <b>Imran Yunus</b> NASPO.SVAR- MS@zones.com 310-766-0124 Primary Email for Quotes  <b>Asad Ijaz</b> Director, Public Sector Sales <a href="mailto:Asad.Ijaz@zones.com">Asad.Ijaz@zones.com</a> 253-288-6318  <b>Sonia Azad</b> Sr. Account Executive <a href="mailto:Sonia.Azad@zones.com">Sonia.Azad@zones.com</a> 253-545-7395	<b>Place Order:</b> Zones, LLC 1102 15th Street SW, Suite 102, Auburn, Washington 98001  <b>Remit To:</b> Zones, LLC P.O. Box 737040 Dallas, TX 75373-7040	<b>MAGIC Supplier</b> #3100022571  <b>MAGIC Contract</b> <b>Being Generated</b>
The vendors cost proposal form is attached below.		
<b>Contract Documents:</b> <a href="https://naspo.valuepoint.org/portfolio/software-value-added-reseller-svar-2022-2029/zones/">https://naspo.valuepoint.org/portfolio/software-value-added-reseller-svar-2022-2029/zones/</a>		

	PUBLISHERS	MAXIMUM MARKUP ON RESELLER'S INVOICED COST
	<b>Tier I Publishers (Key Itemized Publishers)</b>	
1	ADOBE	1.60%
2	CA TECHNOLOGIES	1.45%
3	CISCO	2.00%
4	COMMVAULT	2.00%
5	IBM	2.00%
6	RED HAT	2.00%
7	SPLUNK	2.00%
8	TABLEAU	2.00%
9	VEEAM	2.00%
10	VMWARE	1.75%
	<b>Tier II Publishers (Other Itemized Publishers)</b>	
11	AUTODESK	2.00%
12	BARRACUDA NETWORKS	1.45%
13	BMC SOFTWARE	1.40%
14	CHECK POINT SOFTWARE	2.00%
15	CHERWELL	1.45%
16	CITRIX	1.75%
17	CHATSWORTH PRODUCTS (CPI)	1.40%
18	CROWDSTRIKE	1.75%
19	DELL	1.75%
20	DELPHIX	1.75%
21	DOCUSIGN	2.25%
22	DYNATRACE	1.50%
23	FORCEPOINT	1.50%
24	FORTINET	1.75%
25	GOOGLE	1.75%
26	INFORMATICA	1.75%
27	IVANTI	1.75%
28	KNOWBE4	1.75%
29	MCAFEE	2.00%
30	MICRO FOCUS	1.75%
31	MULESOFT	1.50%
32	NETMOTION	1.75%
33	OKTA	2.25%
34	OPENTEXT	1.75%
35	PROGRESS SOFTWARE	1.50%
36	PROOFPOINT	2.00%
37	QUEST SOFTWARE	1.75%
38	RAPID7	1.50%
39	RSA SECURITY	2.00%
40	SALESFORCE	1.45%
41	SAP	1.45%

42	SOLARWINDS	2.00%
43	SOPHOS	2.20%
44	SPILLMAN	1.25%
45	SYMANTEC	1.75%
46	TENABLE	2.00%
47	TREND MICRO	2.00%
48	VARONIS	2.00%
49	VERITAS	2.00%
50	ZOHO	1.75%
	<b>Non-itemized Publishers</b>	
51	All other publishers	2.50%
		<b>HOURLY RATE</b>
52	<b>Reseller Services</b>	
53	- Asset management	\$175.00
54	- Solutions architect	\$175.00
55	- Senior solutions architect	\$195.00
56	- Program engagement manager	\$195.00
57	- Project leader	\$195.00
58	- Project manager	\$175.00
59	- Senior project manager	\$195.00
60	All other in-scope reseller services	\$195.00

A	<b>Average Tier I Publishers Markup/Discount:</b>	<b>1.88%</b>
B	<b>Average Tier II Publishers Markup/Discount:</b>	<b>1.76%</b>
C	<b>Non-itemized Publishers Markup/Discount</b>	<b>2.50%</b>
D	<b>Average Reseller Services Hourly Rate:</b>	<b>\$187.50</b>

<b>OPTIONAL SERVICES</b>	<b>MAXIMUM MARKUP ON RESELLER'S INVOICED COST</b>
<b>Optional Discount- and/or Markup-based Services</b>	
Sr. Architect	5.75%
Enterprise Architect	5.75%
Program Manager	5.75%
Inside Project Manager	5.75%
All other In-scope publisher services	5.75%
	<b>HOURLY RATE</b>
<b>Optional Fixed Rate-based Services</b>	
Service Technician	\$80.00
Senior Service Technician	\$95.00
Services Supervisor	\$125.00
Service Engineer	\$190.00
Senior Service Engineer	\$195.00
Project Coordinator	\$95.00
Project Manager	\$175.00

Consultant Level I	\$195.00
Consultant Level II	\$100.00
Senior Consultant	\$175.00
Inside Solutions Architect	\$225.00
Solutions Architect	\$225.00
Specialty Services/Publisher	\$225.00