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

Zones, LLC

Contact:	**Place Order:**	**MAGIC Supplier**
Imran Yunus	Zones, LLC	#3100022571
NASPO.SVAR-MS@zones.com	1102 15th Street SW, Suite 102, Auburn, Washington 98001	
310-766-0124		**MAGIC Contract**
Primary Email for Quotes		<mark>Being Generated</mark>
	Remit To:	
Asad Ijaz	Zones, LLC	
Director, Public Sector Sales	P.O. Box 737040	
Asad.Ijaz@zones.com	Dallas, TX 75373-7040	
253-288-6318		
Sonia Azad		
Sr. Account Executive		
Sonia.Azad@zones.com		
253-545-7395		

The vendors cost proposal form is attached below.

Contract Documents:
https://naspovaluepoint.org/portfolio/software-value-added-reseller-svar-2022-2029/zones/

	SUBCATEGORY	MAXIMUM MARKUP ON RESELLER'S INVOICED COST (may be negative if sold at loss)
	Itemized Microsoft Offerings	
1	EMS E5	1.25%
2	G1	1.25%
3	G2	1.25%
4	G3	1.25%
5	G5	1.25%
6	Govt E4	1.25%
7	Advanced Threat Protection	1.25%
8	Power BI	1.25%
9	Exchange Online	1.25%
10	Kiosk F3 Now	1.25%
11	Dynamics	1.25%
12	PowerApps	1.25%
13	Project Online	1.25%
14	Azure	1.25%
	All Other Microsoft Offerings	
15	SaaS	1.25%
16	On-Premise	1.25%
	Resold In-scope Professional Services	
17	- Ongoing maintenance & support services not included in software license agreement	4.00%
18	- Deployment services	4.00%
19	- Architectural design services	4.00%
20	- Training deployment services	4.00%
21	All other resold in-scope professional services	4.00%
		HOURLY RATE
	In-scope Reseller Services	
22	- Asset management	$175.00
23	- Solutions architect	$175.00
24	- Senior solutions architect	$195.00
25	- Program engagement manager	$195.00
26	- Project leader	$195.00
27	- Project manager	$175.00
28	- Senior project manager	$195.00
29	All other in-scope reseller services	$195.00

A	Average Itemized Offerings Markup/Discount:	1.25%
B	Average Other Offerings Markup/Discount:	1.25%
C	Average Resold In-scope Professional Services Markup/Discount:	4.00%
D	Average In-scope Reseller Services Hourly Rate:	$187.50

OPTIONAL SERVICES	MAXIMUM MARKUP ON RESELLER'S INVOICED COST

	Optional Discount- and/or Markup-based Services	
1	**Implementation Services Consultant Level 1; MST-MIS-001** Assists with the implementation of innovative and enterprise-scale solutions. Demonstrates technical expertise around Microsoft solutions.	5.75%
2	**Implementation Services Consultant Level 2; MST-MIS-002** Implements innovative and enterprise-scale solutions. Demonstrates technical expertise around Microsoft architecture and solutions.	5.75%
3	**Implementation Services Consultant Level 3; MST-MIS-003** Serves as an escalation point for both the customer and delivery teams. Focuses on solution status and realized value, removing risks and blockers, and strategic planning. Monitors key performance indicators to ensure a healthy implementation engagements.	5.75%
4	**Implementation Services Consultant Level 4; MST-MIS-004** Manages or supports implementation of innovative and enterprise-scale solutions, demonstrating deep technical expertise and insights around Microsoft architecture and solutions. Engages with senior-level technical and business decision makers.	5.75%
5	**Implementation Services Consultant Level 5; MST-MIS-005** Leads implementation of innovative and enterprise-scale solutions, demonstrating deep technical expertise and insights around Microsoft architecture and solutions. Engages with senior-level technical and business decision makers.	5.75%
6	**Implementation Services Consultant Level 6; MST-MIS-006** Provides a deep understanding of infrastructure technologies, business drivers, emerging computing trends on implementation projects	5.75%
		HOURLY RATE
	Optional Fixed Rate-based Services	
6	Windows Server on Azure	$195.00
7	Security & Management	$195.00
8	Office 365 Migration Assistance (Mail, Teams, Sharepoint, OneDrive)	$195.00
9	SAP on Azure	$225.00
10	Linux on Azure	$225.00
11	Datacenter Migration	$225.00
12	Cloud Scale Analytics	$200.00
13	Field Deployment Service	$225.00