

Exhibit C - Pricing Sheet

SHI INTERNATIONAL CORP. NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR) STATE OF FLORIDA CONTRACT # 43230000-23-NASPO-ACS <u>CATEGORY I - GENERAL SOFTWARE (ALL PUBLISHERS EXCEPT MICROSOFT AND ORACLE)</u>	
PUBLISHERS	MAXIMUM MARKUP ON RESELLER'S INVOICED COST
Tier I Publishers (Key Itemized Publishers)	
ADOBE	3.70%
CA TECHNOLOGIES	3.20%
CISCO	4.20%
COMMVAULT	3.70%
IBM	3.20%
RED HAT	4.20%
SPLUNK	4.20%
TABLEAU	4.20%
VEEAM	3.70%
VMWARE	4.20%
Tier II Publishers (Other Itemized Publishers)	
AUTODESK	3.70%
BARRACUDA NETWORKS	2.70%
BMC SOFTWARE	4.20%
CHECK POINT SOFTWARE	5.20%
CHERWELL	2.70%
CITRIX	5.20%
CHATSWORTH PRODUCTS (CPI)	2.70%
CROWDSTRIKE	5.20%
DELL	4.20%
DELPHIX	2.70%
DOCUSIGN	5.20%
DYNATRACE	4.20%
FORCEPOINT	3.70%
FORTINET	5.20%
GOOGLE	4.70%
INFORMATICA	4.20%
IVANTI	4.20%
KNOWBE4	4.20%
MCAFEE	4.20%
MICRO FOCUS	4.20%
MULESOFT	2.70%
NETMOTION	4.20%
OKTA	4.20%
OPENTEXT	4.20%
PROGRESS SOFTWARE	2.70%
PROOFPOINT	5.20%
QUEST SOFTWARE	4.20%
RAPID7	4.20%
RSA SECURITY	3.70%
SALESFORCE	5.20%
SAP	4.20%
SOLARWINDS	4.20%

Exhibit C - Pricing Sheet

SHI INTERNATIONAL CORP. NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR) STATE OF FLORIDA CONTRACT # 43230000-23-NASPO-ACS CATEGORY I - GENERAL SOFTWARE (ALL PUBLISHERS EXCEPT MICROSOFT AND ORACLE)	
PUBLISHERS	MAXIMUM MARKUP ON RESELLER'S INVOICED COST
SOPHOS	4.70%
SPILLMAN	2.70%
SYMANTEC	4.20%
TENABLE	4.20%
TREND MICRO	4.20%
VARONIS	4.20%
VERITAS	4.20%
ZOHO	4.20%
Non-itemized Publishers	
All other publishers	6.70%
RESELLER SERVICES	HOURLY RATE
- 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

SHI INTERNATIONAL CORP. NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR) STATE OF FLORIDA CONTRACT # 43230000-23-NASPO-ACS CATEGORY I - GENERAL SOFTWARE (ALL PUBLISHERS EXCEPT MICROSOFT AND ORACLE)	
OPTIONAL SERVICES	MAXIMUM MARKUP ON RESELLER'S INVOICED COST
Publisher provided Services	20.70%
Other 3rd party provided services	20.70%
Other SHI provided services	20.70%

Exhibit C - Pricing Sheet

SHI INTERNATIONAL CORP. NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR) STATE OF FLORIDA CONTRACT # 43230000-23-NASPO-ACS <u>CATEGORY II - MICROSOFT-ONLY SOFTWARE</u>	
SUBCATEGORY	MAXIMUM MARKUP ON RESELLER'S INVOICED COST
Itemized Microsoft Offerings	
EMS E5	1.70%
G1	1.70%
G2	1.70%
G3	1.70%
G5	1.70%
Govt E4	1.70%
Advanced Threat Protection	1.70%
Power BI	1.70%
Exchange Online	1.70%
Kiosk F3 Now	1.70%
Dynamics	1.70%
PowerApps	1.70%
Project Online	1.70%
Azure	2.70%
All Other Microsoft Offerings	
SaaS	1.70%
On-Premise	1.70%
Resold In-scope Professional Services	
- Ongoing maintenance & support services not included in software license agreement	1.70%
- Deployment services	1.70%
- Architectural design services	1.70%
- Training deployment services	1.70%
All other resold in-scope professional services	1.70%
IN-SCOPE RESELLER SERVICES	HOURLY RATE
- 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

SHI INTERNATIONAL CORP. NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR) STATE OF FLORIDA CONTRACT # 43230000-23-NASPO-ACS CATEGORY II - MICROSOFT-ONLY SOFTWARE	
OPTIONAL SERVICES	MAXIMUM MARKUP ON RESELLER'S INVOICED COST
Microsoft provided Services	20.70%
Other 3rd party provided services	20.70%
Other SHI provided services	20.70%
Microsoft Premier Support Agreement	5.70%