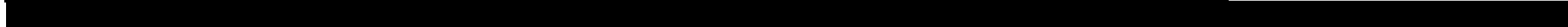


TIPS 220105 Technology Solutions, Products and Services	Proposing vendor insert company name here
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YOU MAY PROPOSE ON ALL THREE PRICING OPTIONS IN ORDER TO HAVE A PRICING MODEL TO FIT VARIOUS SALES SITUATIONS

Proposers may contact TIPS for help on how to respond appropriately but **DO NOT MENTION ANY SPECIFIC PRICING IN YOUR CONVERSATION WITH TIPS STAFF WHEN SEEKING HELP.** Please present a hypothetical situation.



Section A - pricing option

GOODS TEMPLATE PRICING

Primary Method for Section "A" - In section "A", Vendors may insert line items, if they choose to, "EQUIPMENT/GOODS" and provide the requested information for each line item. YOU MAY ADD ADDITIONAL LINES AS REQUIRED. See Example 1 below.

Alternate method for Section "A" - In Section "A", vendor may choose *not* to list line items because of the number of items available are too numerous. As an alternative, the vendor may list brands or manufacturers of goods with a minimum discount off that line of goods. You should provide a link or document reflecting the catalog pricing for each line of goods OR indicate that you will provide catalog pricing upon request. See Examples 2 and 3 below.

EQUIPMENT/GOODS by line	Product #	Description	Units description - (each, dozen, hour, day, etc)	MSRP	% Discount	TIPS Price
Example 1: Widget A	12345AB	gadget part	each	\$100.00	15.00%	\$85.00
Example 2: All Acme Product Line	see Acme catalog located at www.Acme.com	All Acme products available from our company		see Acme catalog located at www.Acme.com	10.00%	
Example 3: All Acme Product Line	Catalog pricing to be provided upon request	All Acme products available from our company		Catalog pricing to be provided upon request	10.00%	
Insert below this line only						
HCL	Catalog pricing to be provided upon request	All HCL Products available from our company		Catalog pricing to be provided upon request	10.00%	
Opengov	Catalog pricing to be provided upon request	All Opengov Products available from our company		Catalog pricing to be provided upon request	5.00%	
Streamsets	Catalog pricing to be provided upon request	All Streamsets products available from our company		Catalog pricing to be provided upon request	10.00%	
Workiva	Catalog pricing to be provided upon request	All Workiva Products available from our company		Catalog pricing to be provided upon request	15.00%	
AIS	Catalog pricing to be provided upon request	All AIS Products available from our company		Catalog pricing to be provided upon request	6.00%	

Alation	Catalog pricing to be provided upon request	All Alation Products available from our company		Catalog pricing to be provided upon request	5.00%	
Applied Insight - Altitude	Catalog pricing to be provided upon request	All Applied Insight - Altitude Products available from our company		Catalog pricing to be provided upon request	10.00%	
Applied Insight - SHIFT	Catalog pricing to be provided upon request	All Applied Insight - SHIFT Products available from our company		Catalog pricing to be provided upon request	10.00%	
Automation Anywhere	Catalog pricing to be provided upon request	All Automation Anywhere Products available from our company		Catalog pricing to be provided upon request	5.00%	
Cambridge Semantics	Catalog pricing to be provided upon request	All Cambridge Semantics Products available from our company		Catalog pricing to be provided upon request	5.00%	
ChainBridge Technologies	Catalog pricing to be provided upon request	All ChainBridge Technologies Products available from our company		Catalog pricing to be provided upon request	5.00%	
D3 Security	Catalog pricing to be provided upon request	All D3 Security Products available from our company		Catalog pricing to be provided upon request	5.00%	
DataRobot	Catalog pricing to be provided upon request	All DataRobot Products available from our company		Catalog pricing to be provided upon request	5.00%	
Esper	Catalog pricing to be provided upon request	All Esper Products available from our company		Catalog pricing to be provided upon request	5.00%	
iDocket	Catalog pricing to be provided upon request	All iDocket Products available from our company		Catalog pricing to be provided upon request	17.00%	
Immersive Labs	Catalog pricing to be provided upon request	All Immersive Labs Products available from our company		Catalog pricing to be provided upon request	5.00%	
Immuta	Catalog pricing to be provided upon request	All Immuta Products available from our company		Catalog pricing to be provided upon request	20.00%	
Inkscreen	Catalog pricing to be provided upon request	All Inkscreen Products available from our company		Catalog pricing to be provided upon request	5.00%	
MyWorkDrive	Catalog pricing to be provided upon request	All MyWorkDrive Products available from our company		Catalog pricing to be provided upon request	5.00%	
PRISM	Catalog pricing to be provided upon request	All PRISM Products available from our company		Catalog pricing to be provided upon request	5.00%	

Trifacta	Catalog pricing to be provided upon request	All Trifacta Products available from our company		Catalog pricing to be provided upon request	5.00%	
Zimperium	Catalog pricing to be provided upon request	All Zimperium Products available from our company		Catalog pricing to be provided upon request	5.00%	
SmartSheet	Catalog pricing to be provided upon request	All SmartSheet Products available from our company		Catalog pricing to be provided upon request	5.00%	
Keeper Security	Catalog pricing to be provided upon request	All Keeper Security Products available from our company		Catalog pricing to be provided upon request	10.00%	
SpyCloud	Catalog pricing to be provided upon request	All SpyCloud Products available from our company		Catalog pricing to be provided upon request	10.00%	
Virtualitics	Catalog pricing to be provided upon request	All Virtualitics Products available from our company		Catalog pricing to be provided upon request	5.00%	
Digital.ai	Catalog pricing to be provided upon request	All Digital.ai Products available from our company		Catalog pricing to be provided upon request	6.00%	
Swiftly	Catalog pricing to be provided upon request	All Swiftly Products available from our company		Catalog pricing to be provided upon request	5.00%	
Devo	Catalog pricing to be provided upon request	All Devo Products available from our company		Catalog pricing to be provided upon request	5.00%	
vArmour	Catalog pricing to be provided upon request	All vArmour Products available from our company		Catalog pricing to be provided upon request	5.00%	
Harness	Catalog pricing to be provided upon request	All Harness Products available from our company		Catalog pricing to be provided upon request	5.00%	
Dataminr, Inc	Catalog pricing to be provided upon request	All DataMinr Products available from our company		Catalog pricing to be provided upon request	5.00%	
VACO	Catalog pricing to be provided upon request	All VACO Security Products available from our company		Catalog pricing to be provided upon request	5.00%	
Blackline	Catalog pricing to be provided upon request	All Blackline Security Products available from our company		Catalog pricing to be provided upon request	5.00%	
SOMA Global	Catalog pricing to be provided upon request	All SOMA Global Products available from our company		Catalog pricing to be provided upon request	5.00%	

ThirdLine	Catalog pricing to be provided upon request	All ThirdLine Products available from our company		Catalog pricing to be provided upon request	9.09%	
Visual Lease	Catalog pricing to be provided upon request	All Visual Lease Products available from our company		Catalog pricing to be provided upon request	5.00%	
InvoiceCloud	Catalog pricing to be provided upon request	All InvoiceCloud Products available from our company		Catalog pricing to be provided upon request	17.00%	

** Insert more records as needed.

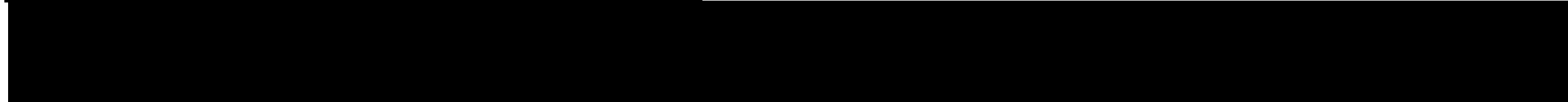


Section B - Pricing Option - Discount off catalog price

Catalog Discount Percentage must be provided in the Attribute Question 35 entitled, "Discount Offered" and **not on this page**.

BELOW PLEASE SELECT THE METHOD OR METHODS THAT YOU WILL USE TO PROVIDE "Catalog" pricing to which, at least, the minimum discount percentage you proposed in Attribute Question #35 in the eBid system

I agree to provide the following documentation of our pricing contract compliance by one or more of the following methods:	Mark an X beside the applicable price catalog methods below that you propose.		
1. Catalog Pricing is included in my uploaded documents for this RFP >>>			
2. Website link(s) with Catalog Pricing >>>		If you have selected #2 to the left, and you required TIPS to use a login or password to access the information, please provide the login and password to the cell to the right .>>>	
3. Links or other uploaded Catalog Pricing is not available but will be provided upon request. >>>			



Section C - Pricing Option - Cost plus markup method

CAUTION: Selecting the Markup method of pricing as the ONLY METHOD PROPOSED may limit the availability of the contract because some jurisdictions prohibit cost plus pricing contracts. NOTE: If you do not have list prices or a catalog as defined in the RFP document you may propose pricing as a markup from your cost from your provider. Vendor must document the cost to the member to prove compliant pricing. PERCENTAGE MAXIMUM MARKUP of items, goods, equipment (not services) not listed in this RFP, but provided for sale by vendor. Markup is from actual hard cost seller has paid for the good. Percentage markup (end cost to member) may be decreased due to volume or other factors but may not be increased. Percentage markup may be any percentage vendor deems appropriate but it will be considered as part of the evaluation AND MUST APPLY TO ANY POTENTIAL PURCHASE BY A TIPS MEMBER.

IF you wish to offer this aMaximum Markup Percentage in cell to right:

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Vendor may add additional information as required or desired.