TIPS 220105 Technology Solutions, Products and Services

Vertosoft LLC

## 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 <u>DO NOT MENTION ANY SPECIFIC PRICING IN YOUR CONVERSATION WITH TIPS STAFF WHEN SEEKING HELP</u>. Please present a hypothetical situation.

Section A - pricing option

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

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 1. Winger A	12373710	gaaget part	Cucii	see Acme catalog	13.0070	<b>303.00</b>
	see Acme catalog located at	All Acme products available from		located at		
Example 2: All Acme Product Line	www.Acme.com	our company		www.Acme.com	10.00%	
				Catalog pricing to		
	Catalog pricing to be provided upon	All Acme products available from		be provided upon		
Example 3: All Acme Product Line	request	our company		request	10.00%	
Insert below this line only						
Supplier						
				Catalog pricing		
	Catalog pricing to be provided upon	All AIS Products available from		to be provided		
AIS	request	our company		upon request	6.00%	
	·			Catalog pricing		
	Catalog pricing to be provided upon	All Alation Products available		to be provided		
Alation	request	from our company		upon request	5.00%	
Alation	request	nom our company		Catalog pricing	3.0076	
	Catalan anisina ta ba anno idad	All Alast Taskus lasias Burdusta				
Alone World Colonia	Catalog pricing to be provided upon	All Alset Technologies Products		to be provided		
Alset Technologies	request	available from our company		upon request	5.00%	
				Catalog pricing		
	Catalog pricing to be provided upon	All Amplify Products available	1	to be provided		
Amplify	request	from our company	ļ	upon request	5.00%	
		All Applied Insight - Altitude		Catalog pricing		
	Catalog pricing to be provided upon	Products available from our		to be provided		
Applied Insight - Altitude	request	company		upon request	10.00%	
		All Applied Insight - SHIFT		Catalog pricing		
I	Catalog pricing to be provided upon	Products available from our		to be provided		
Applied Insight - SHIFT	request	company		upon request	10.00%	
		All Automation Anywhere		Catalog pricing		
	Catalog pricing to be provided upon	Products available from our		to be provided		
Automation Anywhere	request	company		upon request	5.00%	
Automation Anywhere	request	Company	<del> </del>		3.00%	
	Catalan addisants has associated associa	All Autora Duadunta available		Catalog pricing		
	Catalog pricing to be provided upon	All Autora Products available		to be provided		
Autura	request	from our company		upon request	5.00%	
				Catalog pricing		
	Catalog pricing to be provided upon	All BeyondTrust Products		to be provided		
BeyondTrust	request	available from our company		upon request	5.00%	
				Catalog pricing		
	Catalog pricing to be provided upon	All Blackline Security Products		to be provided		
Blackline	request	available from our company		upon request	5.00%	
				Catalog pricing		
	Catalog pricing to be provided upon	All BrainGu Products available		to be provided		
BrainGu	request	from our company		upon request	5.00%	
		All Cambridge Semantics		Catalog pricing		
	Catalog pricing to be provided upon	Products available from our	1	to be provided		
Cambridge Semantics	request	company	1	upon request	5.00%	
			<del> </del>	Catalog pricing	3.03/0	
	Catalog pricing to be provided upon	All CAST Software Products	1	to be provided		
CAST Software			1		5.00%	
CAST SUITWATE	request	available from our company	1	upon request	5.00%	1
	Catalan militar to Loron 110 t	All ChainBridge Technologies		Catalog pricing		
	Catalog pricing to be provided upon	Products available from our	1	to be provided		
ChainBridge Technologies	request	company		upon request	5.00%	
				Catalog pricing		
	Catalog pricing to be provided upon	All ConverSight Products		to be provided		
ConverSight	request	available from our company		upon request	5.00%	
		All Cornerstone OnDemand	1	Catalog pricing		
	Catalog pricing to be provided upon	Products available from our	1	to be provided		
Cornerstone OnDemand	request	company	1	upon request	5.00%	
				Catalog pricing		
	Catalog pricing to be provided upon	All Covalence Products available	1	to be provided		
Covalence		from our company	1	upon request	5.00%	
Covaiciice	request	mont our company	I.	upon request	5.00%	1

				Catalog pricing		
	Catalog pricing to be provided upon	All D3 Security Products available		to be provided		
D3 Security	request	from our company		upon request	5.00%	
				Catalog pricing		
	Catalog pricing to be provided upon	All DataMinr Products available		to be provided		
Dataminr, Inc	request	from our company		upon request	5.00%	
				Catalog pricing		
	Catalog pricing to be provided upon	All DataRobot Products available		to be provided		
DataRobot	request	from our company		upon request	5.00%	
				Catalog pricing		
	Catalog pricing to be provided upon	All Devo Products available from		to be provided		
Devo	request	our company		upon request	5.00%	
				Catalog pricing		
	Catalog pricing to be provided upon	All Digital.ai Products available		to be provided		
Digital.ai	request	from our company		upon request	6.00%	
		, ,		Catalog pricing		
	Catalog pricing to be provided upon	All Diligent Products available		to be provided		
Diligent	request	from our company		upon request	5.00%	
		,		Catalog pricing	0.00,1	
	Catalog pricing to be provided upon	All Docker Products available		to be provided		
Docker	request	from our company		upon request	5.00%	
	1-1200			Catalog pricing	3.0070	
	Catalog pricing to be provided upon	All Esper Products available from		to be provided		
Fsner	request	our company		upon request	5.00%	
Esper	request	All F.H. Black & Company		Catalog pricing	3.00%	
	Catalog pricing to be provided	Products available from our		to be provided		
E H. Black & Company	Catalog pricing to be provided upon			-	E 000/	
F.H. Black & Company	request	All Float Daviso Management		upon request	5.00%	
	Catalog weights to be a set of the	All Fleet Device Management		Catalog pricing		
Floot Daviso Marrows	Catalog pricing to be provided upon	Products available from our		to be provided	F 000*	
Fleet Device Management	request	company		upon request	5.00%	
	Catalan minima to the control of	All SI-O+ Bro-t		Catalog pricing		
	Catalog pricing to be provided upon	All FloQast Products available		to be provided		
FloQast	request	from our company		upon request	5.00%	
				Catalog pricing		
	Catalog pricing to be provided upon	All Fluxx Labs, Inc. Products		to be provided		
Fluxx Labs, Inc.	request	available from our company		upon request	5.00%	
				Catalog pricing		
	Catalog pricing to be provided upon	All Harness Products available		to be provided		
Harness	request	from our company		upon request	5.00%	
				Catalog pricing		
	Catalog pricing to be provided upon	All HCL Products available from		to be provided		
HCL	request	our company		upon request	10.00%	
				Catalog pricing		
	Catalog pricing to be provided upon	All iDocket Products available		to be provided		
iDocket	request	from our company		upon request	17.00%	
				Catalog pricing		
	Catalog pricing to be provided upon	All Immersive Labs Products		to be provided		
Immersive Labs	request	available from our company		upon request	5.00%	
				Catalog pricing		
	Catalog pricing to be provided upon	All Immuta Products available		to be provided		
Immuta	request	from our company	<u>                                       </u>	upon request	20.00%	
				Catalog pricing		
	Catalog pricing to be provided upon	All Inkscreen Products available		to be provided		
Inkscreen	request	from our company		upon request	5.00%	
				Catalog pricing		
	Catalog pricing to be provided upon	All InQuest Products available		to be provided		
InQuest	request	from our company		upon request	5.00%	
		· <i>·</i>		Catalog pricing		
				to be provided		
	Catalog pricing to be provided upon	All Instabase Products available		to be provided		
Instabase				-	5.00%	
Instabase	Catalog pricing to be provided upon request	All Instabase Products available from our company		upon request	5.00%	
Instabase	request	from our company		upon request  Catalog pricing	5.00%	
	request  Catalog pricing to be provided upon	from our company  All InvoiceCloud Products		upon request  Catalog pricing to be provided		
Instabase InvoiceCloud	request	from our company		upon request  Catalog pricing	5.00% 17.00%	
	request  Catalog pricing to be provided upon	from our company  All InvoiceCloud Products		upon request  Catalog pricing to be provided		
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InvoiceCloud	request  Catalog pricing to be provided upon request  Catalog pricing to be provided upon request	from our company  All InvoiceCloud Products available from our company  All Ivy.ai Products available from our company		upon request Catalog pricing to be provided upon request  Catalog pricing to be provided upon request  Catalog pricing Catalog pricing Catalog pricing	17.00%	
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1-44 41	Catalog pricing to be provided upon	All Latent Al Products available	to be provided	F 000/
Latent Al	request	from our company	upon request	5.00%
			Catalog pricing	
	Catalog pricing to be provided upon	All Microstrategy Products	to be provided	
Microstrategy	request	available from our company	upon request	5.00%
wicrostrategy	request	available from our company	upon request	3.00%
			Catalog pricing	
	Catalog pricing to be provided upon	All MyWorkDrive Products	to be provided	
MyWorkDrive	request	available from our company	upon request	5.00%
			Catalog pricing	
	Catalog pricing to be provided upon	All InQuest Products available	to be provided	
Ontotext	request	from our company	upon request	5.00%
Ontotext	request	Ironi our company	upon request	3.00%
			Catalog pricing	
	Catalog pricing to be provided upon	All Opengov Products available	to be provided	
Opengov	request	from our company	upon request	5.00%
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			Catalog pricing	j
	Catalog pricing to be provided upon	All OPSWAT Products available	to be provided	j
OPSWAT	request	from our company	upon request	5.00%
			Catalog pricing	
	Catalog pricing to be provided upon	All OutSystems Products	to be provided	
OutSystems	request	available from our company	upon request	5.00%
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DDICM	Catalog pricing to be provided upon	All PRISM Products available from	to be provided	E 00%
PRISM	request	our company	upon request	5.00%
			Catalog pricing	
	Catalog pricing to be provided upon	All Profit Apps Products available	to be provided	
Profit Apps	request	from our company	upon request	5.00%
· · · · · · · · · · · · · · · · · · ·	1044001		upon request	3.55%
			Catalog pricing	
	Catalog pricing to be provided upon	All PublicInput Products available	to be provided	
PublicInput	request	from our company	upon request	5.00%
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	Catalog pricing to be provided upon			
SCATR Corp	request	from our company	upon request	5.00%
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			Catalog pricing	j
	Catalog pricing to be provided upon	All SmartSheet Products available	to be provided	
SmartSheet	request	from our company	upon request	5.00%
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	Catalog pricing to be provided upon	All SOMA Global Products	to be provided	j
SOMA Global	request	available from our company	upon request	5.00%
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Carana Laba	Catalog pricing to be provided upon	All Spare Labs Products available	to be provided	F 000/
Spare Labs	request	from our company	upon request	5.00%
			Catalog prising	
	Catalog pricing to be provided upon	All Spectro Cloud Products	Catalog pricing to be provided	j
Spectro Cloud	request	available from our company	upon request	5.00%
Special Citoda	request	available from our company	upon request	3.00/0
			Catalog pricing	j
	Catalog pricing to be provided upon	All SpyCloud Products available	to be provided	
SpyCloud	request	from our company	upon request	10.00%
	1.04000		apon request	20.00/0

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			Catalog pricing		
	Catalog pricing to be provided upon	All Streamsets products available	to be provided		
Streamsets	request	from our company	upon request	10.00%	
Streamsets	request	nom our company	upon request	10.00%	
			Catalog pricing		
	Catalog pricing to be provided upon	All Swiftly Products available	to be provided		
Swiftly	request	from our company	upon request	5.00%	
			Catalog pricing		
	Catalog pricing to be provided upon	All ThirdLine Products available	to be provided		
ThirdLine	request	from our company	upon request	9.09%	
			Catalog pricing		
	Catalog pricing to be provided upon	All Tricentis Products available	to be provided		
Tricentis	request	from our company	upon request	5.00%	
		,			
			Catalog pricing		
T.:!f4-	Catalog pricing to be provided upon	All Trifacta Products available	to be provided		
Trifacta	request	from our company	upon request	5.00%	
			Catalog pricing		
	Catalog pricing to be provided upon	All Trintech Products available	to be provided		
Trintech	request	from our company	upon request	5.00%	
			Catalog pricing		
	Catalog pricing to be provided upon	All UKG Products available from	to be provided		
UKG	request	our company	upon request	5.00%	
	Catalan middan ta ba manidad	All VACO Committee Broad contra	Catalog pricing		
VACO	Catalog pricing to be provided upon	All VACO Security Products available from our company	to be provided	5.00%	
VACO	request	available from our company	upon request	5.00%	
			Catalog pricing		
	Catalog pricing to be provided upon	All vArmour Products available	to be provided		
vArmour	request	from our company	upon request	5.00%	
			Catalog pricing		
	Catalog pricing to be provided upon	All Virtualitics Products available	to be provided		
Virtualitics	request	from our company	upon request	5.00%	
			Catalog pricing		
	Catalog pricing to be provided upon	All Visual Lease Products	to be provided		
Visual Lease	request	available from our company	upon request	5.00%	
	Catalog pricing to be provided upon	All Walacor Products available	Catalog pricing to be provided		
Walacor	request	from our company	upon request	5.00%	
			aponrequest	5.5570	-
			Catalog pricing		
Markiya	Catalog pricing to be provided upon	All Workiva Products available	to be provided	45.000	
Workiva	request	from our company	upon request	15.00%	
			Catalog pricing		
	Catalog pricing to be provided upon	All WPVIP Products available	to be provided		
WPVIP	request	from our company	upon request	5.00%	
			Catalog pricing		
	Catalog pricing to be provided upon	All Wrike Products available from	to be provided		
Wrike	request	our company	upon request	5.00%	
<u> </u>					
	Catalog pricing to be provided upon	All Zendesk Products available	Catalog pricing to be provided		
Zendesk	request	from our company	upon request	5.00%	
	request	our company	upon request	3.0070	

Catalog pricing to be provided upon request	All Zimperium Products available from our company	Catalog pricing to be provided upon request	5.00%	

\*\* 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 aleast, the minimum discount

I agree to provide the following	·		
documentation of our pricing contract	Mark an X beside the applicable		
compliance by one or more of the following	price catalog methods below that		
methods:	you propose.		
Catalog Pricing is included in my uploaded documents for this RFP >>>			
		If you have selected #2 to the left,	
		and you required TIPS to use a	
		login or password to acess the	
		information, please provide the	
		login and password to the cell to	
2. Website link(s) with Catalog Pricing >>>		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:	

Vendor may add additional information as required or desired.