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| TIPS 250106 Technology Solutions, Products, and Services | Vertosoft LLC |
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TIPS PRICING FORM 1 - GOODS/ITEMS PRICING

TIPS permits Vendors to utilize either or both of the two goods/items pricing proposal options (and sub-options) identified below with the "Discount-Off Catalog" option being much more optimal, usable, and preferred to the "Cost-Plus Markup Option." If Vendor utilizes the Cost-Plus Markup method anywhere in its proposal, Vendor cannot and will not be listed as federally compliant for TIPS purposes unless Vendor also certifies "Yes" in response to the Attribute entitled, "2 CFR Part 200 - Prohibition of Cost- Plus." Vendor is welcome to propose either or both options, and with either option Vendor is able to update their pricing and add/remove items during the life of the contract. It is Vendor's responsibility to ensure that all items listed, whether by description, product number, SKU, UPC or other, fall within the scope of this solicitation category. Please read the "Vendor Pricing Submission" portion of the solicitation document before submitting questions about this form to TIPS.

Option 1 - Discount-Off Catalog Method

This goods/items pricing proposal method is highly preferred over the "Cost-Plus Markup Method" because it is versatile and allows Vendor to efficiently add and update its goods/items pricing and does not automatically jeopardize federal fund purchases. Vendor is asked in the attribute questions within the eBid System to propose a minimum discount off of their catalog pricing. Any discount from 0% to 100% is an appropriate response. Then, under this pricing proposal method, Vendor is permitted to provide its "Catalog Pricing" to TIPS in a number of ways, described in Section "A" and Section "B" below. Vendor's minimum discount will always be applied to TIPS "Catalog Pricing" provided herein.

SECTION "A" - Providing "Catalog Pricing" through Line-Item Pricing

If Vendor desires to list the "catalog pricing" of goods/items that you sell by line-item, you are welcome to do so here in Section "A" of Pricing Form 1. You are welcome to modify the columns and column titles as long as TIPS can identify the item's name and "catalog price." Please note that if you are awarded with this type of pricing submission, you will be able to update the pricing and add/remove items within the category as long as you honor any applicable discounts originally proposed. Specific discounts offered for any brand or item must be honored for the life of the contract.

| Product Name | Product # | Description | Units description - (each, dozen, hour, day, etc) | MSRP or Catalog Pricing | % Discount <i>(Greater than Minimum Discount offered in Attribute Except in Limited Circumstances. See Attribute.)</i> | Member Customer Price (after TIPS) |
|----------------------------------|---|--|---|---|---|------------------------------------|
| 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 Line-items below this line. You may add cells as needed.

| Product Name | Product # | Description | Units description - (each, dozen, hour, day, etc) | MSRP or Catalog Pricing | % Discount <i>(Greater than Minimum Discount offered in Attribute Except in Limited Circumstances. See Attribute.)</i> | TIPS Price |
|--------------|---|--|---|---|---|------------|
| Supplier | | | | | | |
| AbsenceSoft | Catalog pricing to be provided upon request | All AbsenceSoft Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| AceXR | Catalog pricing to be provided upon request | All AceXR Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Aclarian | Catalog pricing to be provided upon request | All Aclarian Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Active Cyber | Catalog pricing to be provided upon request | All Active Cyber Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |

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| AiComply | Catalog pricing to be provided upon request | All AiComply Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| AIS | Catalog pricing to be provided upon request | All AIS Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Alation | Catalog pricing to be provided upon request | All Alation Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| AlliConnect | Catalog pricing to be provided upon request | All AlliConnect Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Amilia Technologies USA Inc. | Catalog pricing to be provided upon request | All Amilia Technologies USA Inc. Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Amplify | Catalog pricing to be provided upon request | All Amplify Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |

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| Automation Anywhere | Catalog pricing to be provided upon request | All Automation Anywhere Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Autura | Catalog pricing to be provided upon request | All Autura Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| BeamSec | Catalog pricing to be provided upon request | All BeamSec Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| BeyondTrust | Catalog pricing to be provided upon request | All BeyondTrust Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Blackline | Catalog pricing to be provided upon request | All Blackline Security Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Blaise Transit | Catalog pricing to be provided upon request | All Blaise Transit Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| BrainGu | Catalog pricing to be provided upon request | All BrainGu Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Carma Technology Corporation | Catalog pricing to be provided upon request | All Carma Technology Corporation Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| CAST Software | Catalog pricing to be provided upon request | All CAST Software Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| ChainBridge Technologies | Catalog pricing to be provided upon request | All ChainBridge Technologies Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Citian | Catalog pricing to be provided upon request | All Citian Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| City Detect | Catalog pricing to be provided upon request | All City Detect Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |

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| Civic Roundtable | Catalog pricing to be provided upon request | All Civic Roundtable Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Claroty | Catalog pricing to be provided upon request | All Claroty Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| CloudApper | Catalog pricing to be provided upon request | All CloudApper Products available from our company | | to be provided upon request | 2.00% | |
| Continental Utility Solutions, Inc (CUSI) | Catalog pricing to be provided upon request | All Continental Utility Solutions, Inc (CUSI) Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Cornerstone OnDemand | Catalog pricing to be provided upon request | All Cornerstone OnDemand Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Covalence | Catalog pricing to be provided upon request | All Covalence Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |

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| Cyera | Catalog pricing to be provided upon request | All Cyera Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
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| D3 Security | Catalog pricing to be provided upon request | All D3 Security Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Data Meaning Services Group | Catalog pricing to be provided upon request | All Data Meaning Services Group Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Dataminr, Inc | Catalog pricing to be provided upon request | All DataMinr Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| DataRobot | Catalog pricing to be provided upon request | All DataRobot Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |

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| Descope | Catalog pricing to be provided upon request | All Descope Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Devo | Catalog pricing to be provided upon request | All Devo Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Digital.ai | Catalog pricing to be provided upon request | All Digital.ai Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Docker | Catalog pricing to be provided upon request | All Docker Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| eMAM | Catalog pricing to be provided upon request | All eMAM Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |

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| EPI-USE | Catalog pricing to be provided upon request | All EPI-USE Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| eSkillz | Catalog pricing to be provided upon request | All eSkillz Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Esper | Catalog pricing to be provided upon request | All Esper Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| F.H. Black & Company | Catalog pricing to be provided upon request | All F.H. Black & Company Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Fleet Device Management | Catalog pricing to be provided upon request | All Fleet Device Management Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| FloQast | Catalog pricing to be provided upon request | All FloQast Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Fluxx Labs, Inc. | Catalog pricing to be provided upon request | All Fluxx Labs, Inc. Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Gigamon | Catalog pricing to be provided upon request | All Gigamon Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| GovUS Inc | Catalog pricing to be provided upon request | All GovUS Inc Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Gravity | Catalog pricing to be provided upon request | All Gravity Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| GridMatrix | Catalog pricing to be provided upon request | All GridMatrix Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| HAAS Alert | Catalog pricing to be provided upon request | All HAAS Alert Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Harness | Catalog pricing to be provided upon request | All Harness Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |

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| Harpoon Corp | Catalog pricing to be provided upon request | All Harpoon Corp Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| HCL | Catalog pricing to be provided upon request | All HCL Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| HomeTownHub | Catalog pricing to be provided upon request | All HomeTownHub Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| HRchitect | Catalog pricing to be provided upon request | All HRchitect Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| HRTM Consulting | Catalog pricing to be provided upon request | All HRTM Consulting Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| HyBridge Solutions | Catalog pricing to be provided upon request | All HyBridge Solutions Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| iCIMS | Catalog pricing to be provided upon request | All iCIMS Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| iDocket | Catalog pricing to be provided upon request | All iDocket Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Illumio | Catalog pricing to be provided upon request | All Illumio Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Immersive Labs | Catalog pricing to be provided upon request | All Immersive Labs Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Immuta | Catalog pricing to be provided upon request | All Immuta Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| InQuest | Catalog pricing to be provided upon request | All InQuest Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| InvoiceCloud | Catalog pricing to be provided upon request | All InvoiceCloud Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |

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| Ivy.ai | Catalog pricing to be provided upon request | All Ivy.ai Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| JK Seva | Catalog pricing to be provided upon request | All JK Seva Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Just Appraised | Catalog pricing to be provided upon request | All Just Appraised Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Keyspider | Catalog pricing to be provided upon request | All Keyspider Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Kubecost | Catalog pricing to be provided upon request | All Kubecost Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Latent AI | Catalog pricing to be provided upon request | All Latent AI Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Logic Monitor | Catalog pricing to be provided upon request | All Logic Monitor Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Lone Rock Point | Catalog pricing to be provided upon request | All Lone Rock Point Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Microstrategy | Catalog pricing to be provided upon request | All Microstrategy Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Mimoto | Catalog pricing to be provided upon request | All Mimoto Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| MongoDB | Catalog pricing to be provided upon request | All MongoDB Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Mosaic Consulting | Catalog pricing to be provided upon request | All Mosaic Consulting Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Motive Technologies | Catalog pricing to be provided upon request | All Motive Technologies Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |

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| MyWorkDrive | Catalog pricing to be provided upon request | All MyWorkDrive Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Nexthink | Catalog pricing to be provided upon request | All Nexthink Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Ocient | Catalog pricing to be provided upon request | All Ocient Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| OneBlink | Catalog pricing to be provided upon request | All OneBlink Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Ontic Technologies | Catalog pricing to be provided upon request | All Ontic Technologies Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Ontotext | Catalog pricing to be provided upon request | All InQuest Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| OpenGov | Catalog pricing to be provided upon request | All Opengov Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| OpenSesame | Catalog pricing to be provided upon request | All OpenSesame Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| OPSWAT | Catalog pricing to be provided upon request | All OPSWAT Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| OutSystems | Catalog pricing to be provided upon request | All OutSystems Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| PagerDuty | Catalog pricing to be provided upon request | All PagerDuty Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Paperpile | Catalog pricing to be provided upon request | All Paperpile Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Parabol | Catalog pricing to be provided upon request | All Parabol Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |

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| PredictiveHR | Catalog pricing to be provided upon request | All PredictiveHR Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| PRiSM | Catalog pricing to be provided upon request | All PRiSM Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Prism PPM | Catalog pricing to be provided upon request | All Prism PPM Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Profit Apps | Catalog pricing to be provided upon request | All Profit Apps Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Prophecy Gov | Catalog pricing to be provided upon request | All Prophecy Gov Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Prophix | Catalog pricing to be provided upon request | All Prophix Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| PublicInput | Catalog pricing to be provided upon request | All PublicInput Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Quokka | Catalog pricing to be provided upon request | All Quokka Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| RCM Technologies | Catalog pricing to be provided upon request | All RCM Technologies Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Ready Rebound | Catalog pricing to be provided upon request | All Ready Rebound Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Red Rover Technologies | Catalog pricing to be provided upon request | All Red Rover Technologies Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Riscosity | Catalog pricing to be provided upon request | All Riscosity Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| RSM US LLP | Catalog pricing to be provided upon request | All RSM US LLP Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |

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| SIB Cost Reduction Company | Catalog pricing to be provided upon request | All SIB Cost Reduction Company Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Simplr | Catalog pricing to be provided upon request | All Simplr Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| SmartSheet | Catalog pricing to be provided upon request | All SmartSheet Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| SOMA Global | Catalog pricing to be provided upon request | All SOMA Global Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Spare Labs | Catalog pricing to be provided upon request | All Spare Labs Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Spectro Cloud | Catalog pricing to be provided upon request | All Spectro Cloud Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Sphyrna Security | Catalog pricing to be provided upon request | All Sphyrna Security Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Streamsets | Catalog pricing to be provided upon request | All Streamsets products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Swiftly | Catalog pricing to be provided upon request | All Swiftly Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| SymphonyAI | Catalog pricing to be provided upon request | All SymphonyAI Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| The FASE Group | Catalog pricing to be provided upon request | All The FASE Group Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| ThirdLine | Catalog pricing to be provided upon request | All ThirdLine Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Toucans Group | Catalog pricing to be provided upon request | All Toucans Group Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |

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| Transit | Catalog pricing to be provided upon request | All Transit Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Tribridge Holdings, LLC (DXC) | Catalog pricing to be provided upon request | All Tribridge Holdings, LLC (DXC) Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Tricentis | Catalog pricing to be provided upon request | All Tricentis Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Trifacta | Catalog pricing to be provided upon request | All Trifacta Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Trintech | Catalog pricing to be provided upon request | All Trintech Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| UKG | Catalog pricing to be provided upon request | All UKG Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Urban SDK | Catalog pricing to be provided upon request | All Urban SDK Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| VACO | Catalog pricing to be provided upon request | All VACO Security Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Vantage Point US Inc. | Catalog pricing to be provided upon request | All Vantage Point US Inc. Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| vArmour | Catalog pricing to be provided upon request | All vArmour Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Veracode | Catalog pricing to be provided upon request | All Veracode Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Verimatrix | Catalog pricing to be provided upon request | All Verimatrix Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Veterans and Company LLC | Catalog pricing to be provided upon request | All Veterans and Company LLC Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |

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| Virtualitics | Catalog pricing to be provided upon request | All Virtualitics Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Visual Lease | Catalog pricing to be provided upon request | All Visual Lease Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Vyond | Catalog pricing to be provided upon request | All Vyond Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Walacor | Catalog pricing to be provided upon request | All Walacor Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| WalkMe | Catalog pricing to be provided upon request | All WalkMe Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Workiva | Catalog pricing to be provided upon request | All Workiva Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| WPVIP | Catalog pricing to be provided upon request | All WPVIP Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Wrike | Catalog pricing to be provided upon request | All Wrike Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
| Zendesk | Catalog pricing to be provided upon request | All Zendesk Products available from our company | | Catalog pricing to be provided upon request | 2.00% | |
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| Vendor may insert additional cells as needed. | | | | | | |

SECTION "B" - Alternative Methods of Providing "Catalog Pricing"

| <u>Alternative Method of Providing Catalog</u> | <u>Description of Alternative Method of Providing Catalog</u> | <u>Vendor's Selection of Alternative Method of Providing Catalog - Mark the option that Vendor Selects</u> | | | | |
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| <p>1. Catalog Pricing is Included in Proposal</p> | <p>If Vendor already has “Catalog Pricing” documents or files compiled, Vendor may check the cell to the right and include a note directing TIPS to please view those documents/files. (Ex. X – Please see “Catalog Pricing” in uploaded document entitled “2022-2023 Vendor Catalog.”) Please note that if you are awarded with this type of pricing submission, you will be able to update the pricing and add/remove items within the category as long as you honor any applicable discounts originally proposed.</p> | <p>Place "X" in this cell if "Catalog Pricing is included in Proposal" is Vendor's selection.</p> | | | | |
| <p>2. Link to Catalog Pricing</p> | <p>If Vendor already has “Catalog Pricing” published at an online location, Vendor may check the cell to the right and include the link to their online “Catalog Pricing.” If a login is required to access the “Catalog Pricing” located at that link, please provide that login information in the neighboring cell. (Ex. X – Please see “Catalog Pricing” at www.tips-usa.com, login information is Username: TIPS Password: 123456.) Please note that if you are awarded with this type of pricing submission, you will be able to update the online pricing and add/remove items within this category as long as you honor any applicable discounts originally proposed.</p> | <p>Place link to your "Catalog Pricing" in this cell if "Link to Catalog" is Vendor's selection.</p> | <p>If applicable, provide login information to online "Catalog Pricing" link</p> | | | |

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| <p>3. Vendor Shall Provide "Catalog Pricing" Upon Request</p> | <p>If Vendor does not have comprehensive "Catalog Pricing" documents or links readily available, Vendor may check the cell to the right ensuring that such required "Catalog Pricing" will be provided to TIPS upon request. Per the following example, this option is viable but may slow down the TIPS Sale process as follows. (Ex. Vendor is awarded and is making its first TIPS Sale to Sunny ISD, Sunny ISD sends its TIPS PO to TIPS for pricing compliance review. TIPS will then request that Vendor provide documentation of "Catalog Pricing" for the line items included in the PO before TIPS can process the PO and send to Vendor for fulfillment.) Please note that if you are awarded with this type of pricing submission, you will always be able to provide the most current pricing for each item within this category but you will still be required to honor any applicable discounts originally proposed.</p> | <p>Place "X" in this cell if Vendor agrees to provide "Catalog Pricing" upon request from TIPS.</p> | | | | |
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Option 2 - Cost-Plus Markup Method

If Vendor utilizes this method, Vendor cannot and will not be listed as federally compliant for TIPS purposes unless Vendor also certifies "Yes" in response to the Attribute entitled, "2 CFR Part 200 - Prohibition of Cost-

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| <p><u>Cost-Plus Markup Method</u></p> | <p>If Vendor desires to utilize this method, Vendor may enter its maximum markup percentage the cell provided to the right. Please note that this is a maximum percentage and you may always have a lesser markup on a TIPS Sale. You will be required to provide proof of cost to TIPS for every item sold under the TIPS Contract. (Ex. Vendor is awarded and is making its first TIPS Sale to Sunny ISD, Sunny ISD sends its TIPS PO to TIPS for pricing compliance review. TIPS will then request that Vendor provide documentation of Vendor's cost for the line items included in the PO before TIPS can process the PO and send to Vendor for fulfillment.) Please note that if you are awarded with this type of pricing submission, you will always be able to provide the most current cost for each item within this category but you will not be permitted to sell it to TIPS Members for a greater markup than what Vendor provides herein.</p> | <p><u>Vendor's Percentage Markup:</u></p> | <p>Place Vendor's proposed percentage markup in this cell if utilizing the "Cost-Plus Markup Method.</p> |
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