TIPS 250106 Technology Solutions, Products, and Services	Vertosoft LLC

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

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

Product Name	**Product #**	**Description**	**Units description - (each, dozen, hour, day, etc)**	**MSRP or Catalog Pricing**	**% Discount** (*Greater than Minimum Discount offered in Attribute Except in Limited Circumstances. See Attribute.*)	**TIPS Member Customer Price (after TIPS discount, if any)**
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** (*Greater than Minimum Discount offered in Attribute Except in Limited Circumstances. See Attribute.*)	**TIPS Price**
Supplier						
45Drives	**Catalog pricing to be provided upon request**	**All 45Drives Products available from our company**		**Catalog pricing to be provided upon request**	**2.00%**	
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%**	
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%**	
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%**	
Avanquest	**Catalog pricing to be provided upon request**	**All Avanquest Products available from our company**		**Catalog pricing to be provided upon request**	**2.00%**	
Beacon	**Catalog pricing to be provided upon request**	**All Beacon 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%	
Chalkie AI	Catalog pricing to be provided upon request	All Chalkie AI 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%	
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%	
Class Technologies	Catalog pricing to be provided upon request	All Class Technologies 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		Catalog pricing to be provided upon request	2.00%	
Cloudfiles	Catalog pricing to be provided upon request	All Cloudfiles Products available from our company		Catalog pricing 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%	
Cyera	Catalog pricing to be provided upon request	All Cyera Products available from our company		Catalog pricing to be provided upon request	2.00%	
D3 Security	Catalog pricing to be provided upon request	All D3 Security Products available from our company		Catalog pricing to be provided upon request	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%	
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%	
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%	
ETM	Catalog pricing to be provided upon request	All ETM 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%	
Flint	Catalog pricing to be provided upon request	All Flint 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%	
Govinity	Catalog pricing to be provided upon request	All Govinity Products available from our company		Catalog pricing to be provided upon request	2.00%	
Govly	Catalog pricing to be provided upon request	All Govly 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%	
Grouptrail	Catalog pricing to be provided upon request	All Grouptrail 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%	
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%	
Huntress Labs	Catalog pricing to be provided upon request	All Huntress Labs 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%	
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%	
Jet.Build	Catalog pricing to be provided upon request	All Jet.Build 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%	
Mantra Health	Catalog pricing to be provided upon request	All Mantra Health 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%	
MyWorkDrive	Catalog pricing to be provided upon request	All MyWorkDrive Products available from our company		Catalog pricing to be provided upon request	2.00%	
Neo4J	Catalog pricing to be provided upon request	All Neo4J 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%	
Orlo	Catalog pricing to be provided upon request	All Orlo 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%	
Portage CyberTech	Catalog pricing to be provided upon request	All Portage CyberTech Products available from our company		Catalog pricing to be provided upon request	2.00%	
PredictiveHR	Catalog pricing to be provided upon request	All PredictiveHR Products available from our company		Catalog pricing to be provided upon request	2.00%	
Princeton Consultants, Inc	Catalog pricing to be provided upon request	All Princeton Consultants, Inc 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%	
QualityLogic	Catalog pricing to be provided upon request	All QualityLogic 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%	
RapidSOS	Catalog pricing to be provided upon request	All RapidSOS 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%	
Rohirrim	Catalog pricing to be provided upon request	All Rohirrim 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%	

SecureStrux	Catalog pricing to be provided upon request	All SecureStrux Products available from our company		Catalog pricing to be provided upon request	2.00%	
SewerAI	Catalog pricing to be provided upon request	All SewerAI Products available from our company		Catalog pricing to be provided upon request	2.00%	
ShareStream	Catalog pricing to be provided upon request	All ShareStream Products available from our company		Catalog pricing to be provided upon request	2.00%	
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%	
Simpplr	Catalog pricing to be provided upon request	All Simpplr 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%	
SOFTRAX	Catalog pricing to be provided upon request	All SOFTRAX 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%	
Sonatype	Catalog pricing to be provided upon request	All Sonatype 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%	
Synthesized	Catalog pricing to be provided upon request	All Synthesized Products available from our company		Catalog pricing to be provided upon request	2.00%	
Teramind	Catalog pricing to be provided upon request	All Teramind 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%	
Trackvia	Catalog pricing to be provided upon request	All Trackvia Products available from our company		Catalog pricing to be provided upon request	2.00%	
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%**	
VidCruiter	**Catalog pricing to be provided upon request**	**All VidCruiter Products available from our company**		**Catalog pricing to be provided upon request**	**2.00%**	
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%**	
Vendor may insert additional cells as needed.						

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

Alternative Method of Providing Catalog	**Description of Alternative Method of Providing Catalog**	**Vendor's Selection of Alternative Method of Providing Catalog - Mark the option that Vendor Selects**				
1. Catalog Pricing is Included in Proposal	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.	Place "X" in this cell if "Catalog Pricing is included in Proposal" is Vendor's selection.				

2. Link to Catalog Pricing	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.	Place link to your "Catalog Pricing" in this cell if "Link to Catalog" is Vendor's selection.	If applicable, provide login infomration to online "Catalog Pricing" link			
3. Vendor Shall Provide “Catalog Pricing” Upon Request	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.	Place "X" in this cell if Vendor agrees to provide "Catalog Pricing" upon request from TIPS.				
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-Plus Markup Method	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.	**Vendor's Percentage Markup:**	Place Vendor's proposed percentage markup in this cell if utilizing the "Cost-Plus Markup Method.			