

Bidder Name: SHI International Corp

Software Reseller RFR ITS42 - Price Sheet

Markup percentages bid below will apply to all software and maintenance/support services.
 Precede Cost Minus percentages with " - "
 Administration Fees, if any, may not be taken into account in the responses given below,
 except in response to the "Administrative Fee Adjustment question.

Cost Minus or Cost Plus percentages must not exceed two decimal places,
 i.e., " - 3.12% "

Manufacturer / Software Publisher	Cost Plus or Cost Minus Percentage
ADOBE SYSTEMS	0.25%
ATTACHMATE	0.00%
BMC	0.00%
BUSINESS OBJECTS	0.25%
CITRIX	0.25%
EMC	0.00%
HEWLETT PACKARD	1.00%
IBM	0.00%
INFORMATION BUILDERS	1.75%
KRONOS	0.00%
MICROSOFT CORPORATION*	-2.00%
MICROSOFT FULFILLMENT (DISKS AND DOCUMENTATION)	0%
MICROSOFT PRESS (BOOKS AND PUBLICATIONS)	0%
NOVELL	0.25%
ORACLE	0.00%
QUEST	0.25%
RED HAT SOFTWARE	0.25%
SAS INSTITUTE INC	0.00%
SYMANTEC CORPORATION	0.25%
VMWARE	0.50%
WEBSense INC	0.25%

* Microsoft Corporation markup does not include the Microsoft Campus Agreement and Microsoft School Agreement.

Pricing for January 2010 must be used in completing the Microsoft Campus Agreement and Microsoft School Agreement tables below.

All prices below must be rounded to the nearest penny.

Microsoft Campus Agreement			
Product (Use level A for bid purposes only)	Distributor's Price to Bidder	Bidder's Cost Plus or Cost Minus Percentage	Bidder's Cost to Commonwealth
Faculty: Dsktp Campus All languages Lic/SA MVL (part number C27-00002-FSA)	46.55	-2.00%	45.62

Microsoft School Agreement			
Product (Use level A for bid purposes only)	Distributor's Price to Bidder	Bidder's Cost Plus or Cost Minus Percentage	Bidder's Cost to Commonwealth
Faculty: Dsktp Campus All languages Lic/SA MVL (part number C28-00002-SCFA)	41.95	-2.00%	41.11

Software which is not licensed under Volume License Agreements (may not exceed highest markup: bid in the table above):

Proposed Maximum Markup: 1.75%

Software Publisher services as described in RFR Section 3.3.1.3:

Proposed Maximum Markup: 2.00%

Maximum dollar amount that will be charged as a markup on any single invoice for services provided by Software Publishers as described in RFR Section 3.3.1.3 (Desirable).

Proposed Maximum Dollar Amount:

\$2,500

The State of Maine requires that Bidders accept credit cards; other States may add this requirement at some time in the future. If there is an additional charge for States which require credit card acceptance, enter the percentage increase or other form of charge. It is Desirable that there be no increased percentage.

Proposed percentage increase or other charge:

0

Administrative Fee Adjustment

At this time, MA has a 1% Administration Fee (see RFR section 3.3.2).

Describe how this will impact the MA markup/markdown in the tables above. For example, if the "Microsoft Corporation" entry had a cost minus percentage of -4%,

in the table above, would the MA cost minus percentage be -3%? Would a cost plus percentage of 1.5% become 2.5%?

Description:

SHI has not included the 1% Administration Fee into our Price Proposal above. SHI would add 1% to our Cost plus markups above for Massachusetts.

Example: Microsoft Corporation is bid at (-) 2.0%, our markup for MA would be (-) 1.0% and we would reimburse the 1% admin fee on a quarterly basis to MA.