

# ATTACHMENT C1 - PRICING SUBMISSION SHEET

## NASPO VALUEPOINT

### SOFTWARE VALUE-ADDED RESELLER (SVAR)

#### PUBLISHERS

Proposer must be certified as a direct reseller for all Key Itemized publishers. Direct reseller certification is preferred for Other Itemized publishers

#### MARKUP/DOWN

The price to Authorized Purchaser (AP) is calculated using the following formula: "Reseller Cost" + ("Reseller Cost" x "Markup/down")

KEY ITEMIZED	ADOBE	1.25%
	CITRIX	1.25%
	MICROSOFT	1.00%
	NOVELL	0.25%
	SYMANTEC	1.25%
	VMWARE	1.50%
	AI SQUARED	1.50%
	AIRWATCH MOBILE DEVICE MANAGEMENT VMWARE	1.50%
	ALLIANCE ENTERPRISES	1.50%
	APPLE	1.50%
	ATTACHMATE – MICROFOCUS	1.50%
	AUTODESK	1.50%
	AUTONOMY – HP	1.25%
	BAKBONE – DELL	1.25%
	BARRACUDA	1.75%
	BOMGAR REMOTE SOFTWARE	1.50%
	CA TECHNOLOGIES	1.25%
	CISCO	1.25%
	COMPUTRONIX USA	1.50%
	COMPUWARE	1.75%
	COREL	1.50%
	DOUBLETAKE	1.75%

#### PROPOSER INSTRUCTIONS:

Enter a percentage markup or markdown for each line in column D. This is the markup/down at which proposer is offering to provide the stated publishers' titles. Percentages may be listed to two decimal points.

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OTHER ITEMIZED	EMC	1.25%
	ENCHOICE	1.75%
	ESET	1.75%
	ESRI	1.25%
	FREEDOM SCIENTIFIC	1.25%
	GUARDIAN EDGE – SYMANTEC	1.25%
	GW MICRO	1.25%
	IBM	1.25%
	ICM CONVERSIONS	1.75%
	INFOR	1.75%
	INTERMEDIX EMSYSTEMS	1.75%
	HP	1.50%
	HUMANWARE	1.50%
	INFORMATION BUILDERS	1.50%
	KRONOS SOFTWARE	1.50%
	LANDESK	1.50%
	LASERFISCHE	1.50%
	LIQUIDWARE STATUSPHERE	1.50%
	MICROFOCUS INC	1.50%
	MINJET	1.50%
	MPS	1.50%
	MQSOFTWARE – BMC SOFTWARE	1.50%
	NCIRCLE	1.25%
	NETOP	1.50%
	NUANCE	1.50%
	ORACLE	1.75%
	OSAM	1.50%
	PASSPORT	1.50%
	PATCHLINK	1.50%

# ATTACHMENT C1 - PRICING SUBMISSION SHEET

NASPO VALUEPOINT

SOFTWARE VALUE-ADDED RESELLER (SVAR)

PROOFPOINT	0.75%
RSA SECURITY	0.75%
REFERENCIA SYSTEMS	1.50%
SAP AMERICA	1.75%
SAS	1.50%
SOLUTIONS SOFTWARE	1.75%
SOPHOS	1.75%
SPLUNK SOFTWARE	1.75%
STASEEKER NETWORK INFRASTRUCTURE MONITORING	1.75%
STELLEMENT – ORACLE	1.75%
SUNGUARD	1.75%
SYBASE	1.75%
TECHSMITH	1.75%
TREND MICRO	1.75%
TRUSTWARE	1.75%
ULTRABAC	1.75%
VORMETRIC	1.75%
WEBSense	1.75%
any other non-listed publisher	2.25%