F. PROPOSAL PRICING

Respondents should furnish a proposal that specifies a pricing model(s) that will apply to all orders placed under this contract. The pricing models(s) can be based on quantity or a flat percentage discount across the board. Please provide a current suggested list pricing (rate card) for the products and services that you intend to provide in your proposal.

Pricing information for the desired Bid Items of this RFP are referenced below.

Respondents are asked to identify which services they are proposing in Exhibit B, and to provide pricing information as specified below for each item separately. Vendors are encouraged to promote the pricing structure that most fits their business model for each of the items that they are responding. Respondents may use as many pages as necessary to convey their pricing models.

Depending on the type of service or product being offered, pricing may be hourly rate-card for employee time, flat-fee, catalog percentage discount (also known as list-less), or any method that the Respondent prefers to propose.

Type	Description	Catalog Price	Discounted Price	Unit Definition	Notes
Service	Migration: Windows / Linux Physical Server (P2P or P2V)	$500	$ 475.00	Server	Min: 20 Servers
Service	Migration: Unix Physical Server (P2P or P2V)	$1,000	$ 950.00	Server	Min: 10 Servers
Service	Migration: V2V (Cloud and On-Premise)	$100	$ 95.00	Server	Min: 20 Servers
Service	Buildout: Windows Servers	$299	$ 284.05	Server	
Service	Buildout: ESX Hosts	$499	$ 474.05	Server	
Service	Project Management	$1,200	$ 1,140.00	Daily	per resource
Service	Migration Design and Planning	$1,200	$ 1,140.00	Daily	per resource
Service	Systems Engineer	$1,000	$ 950.00	Daily	per resource
Service	Sr. System Engineer	$1,200	$ 1,140.00	Daily	per resource
Service	Architect	$1,700	$ 1,615.00	Daily	per resource
License	Tool License: Double-Take / DiskSafe	$350	$ 332.50	License	
License	Tool License: Veeam	$40	$ 38.00	License	
License	Tool License: Zerto	$350	$ 332.50	License	
License	TFORM License -Full capabilities (Subscription)	$1.50	$ 1.43	Per Device / Per Month	Min: 500 Devices 12 month subscription