

**Hot-site Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
Shared / GeoDiverse Work Force Recovery Services	<p><b>Each Subscribed Position Includes (price per position):</b>                      (1) Intel PC or Thin Client Workstation (minimum PC configuration) :                      2.x GHz Dual Core Processor, 512 MB of Memory, 40 GB of Hard Disk, DVD ROM, Mouse and Keyboard                      (1) Cubicle Desktop and Chair T-1 or greater Internet Access Access to Two (2) Printers Access to Fax Machine Access to Copier                      *Includes one (1) 8-hour test period                      **Declaration Fees / Daily Usage Charges Applicable upon</p>	\$30.00	10%	\$27.00
Dedicated Work Force Recovery Services	<p><b>Each Dedicated Position Includes (price per position):</b>                      (1) Intel PC or Thin Client Workstation (minimum PC configuration) :                      2.x GHz Dual Core Processor, 512 MB of Memory, 40 GB of Hard Disk, DVD ROM, Mouse and Keyboard                      (1) Cubicle Desktop and Chair T-1 or greater Internet Access Access to Two (2) Printers Access to Fax Machine Access to Copier                      *Includes one (1) 8-hour test period                      **Declaration Fees / Daily Usage Charges Applicable upon</p>	\$85.00	12%	\$75.00
VoIP, IP-based Phone Services (Basic)	<p>(1) Cisco 7945G Unified IP Phone                      (1) Cisco Unified Communications Manager Assigned DIDs (basic service)                      Each Phone Includes:                      Inbound Calling1                      Outbound Calling1                      One (1) Voicemail                      Long Distance Calling2                      Auto Attendant (Menu Dial)                      Toll-Free Number Rerouting</p>	One (1) Instance included with each Shared or Dedicated Position Ordered	N/A	One (1) Instance included with each Shared or Dedicated Position Ordered
VoIP, IP-based Phone Services (Advanced) *requires Basic level service	<p><b>Customized and Advanced Services including (price per position):</b>                      Telephone Number Rerouting for Incoming calls Automated Attendant Options                      Interactive Voice Response (IVR) equipment                      Automatic Call Distribution (ACD) Agent (for routing incoming calls to users / functional groups)                      Supervisory Position with ACD Agent (monitoring of calls) Reports on Volume, Routing and Service timeliness                      Recording of Incoming Calls for Compliance, Review or Storage</p>	\$10.00	10%	\$9.00

Test Services Package	Per Additional 8-Hour Test Day Period	\$800.00	10%	\$720.00
Professional Services	Call Scripting, BC/DR services, and other (price per hour - excluding time, expenses, and materials)	\$200.00	25%	\$150.00
Declaration Fee	Fee Only Required Upon Disaster Declaration (per 50 positions)	\$3,000.00	10%	\$2,700.00
Daily Usage Fee	Fee Only Required During Service Usage (per 50 positions)	\$1,000.00	10%	\$900.00
<b>Virtual Disaster Recovery (VDR) Services</b>				
VDR-Hot	1-10 Servers Each	\$120.00	10%	\$108.00
	11-20 Servers Each	\$110.00	10%	\$99.00
	20 or more	\$100.00	10%	\$90.00
Dec-fee 1-5	1-5 Servers	\$2,500.00	10%	\$2,250.00
Dec-fee 6-10	6-10 Servers	\$2,500.00	10%	\$2,250.00
Dec-fee 11-15	11-15 Servers	\$2,500.00	10%	\$2,250.00
Dec-fee 16-20	16-20 Servers	\$3,500.00	10%	\$3,150.00
Dec-fee 21-25	21-25 Servers	\$3,500.00	10%	\$3,150.00
Dec-fee 26-30	26-30 Servers	\$3,500.00	10%	\$3,150.00
Standard guest server is a single 2.4Ghz processor with 2 GB of RAM				
<b>Al a Carte Services</b>				
IN-FAC	Facility Charges	\$200.00	10%	\$180.00
IN-CAG	Cage Space Private Secured Per Sq Ft	\$6.42	0%	\$6.42
SETUP-IN-CAG	Cage Space Private Secured Setup Per Sq Ft	\$6.67	0%	\$6.67
IN-HRK-M	Rack-1/2 Managed per month	\$325.00	10%	\$292.50
IN-FRK-M	Rack-Full Managed per month	\$600.00	10%	\$540.00
IN-HRK-C	Rack-1/2 Colocation per month	\$265.00	10%	\$238.50
IN-FRK-C	Rack-Full Colocation per month	\$490.00	10%	\$441.00
IN-NCC	Network Cross Connection per month	\$150.00	10%	\$135.00
SV-BLD-M	Server Single Blade per month	\$210.00	10%	\$189.00
SV-1US-M	Server 1U Single Power Supply per month	\$225.00	10%	\$202.50
SV-1UD-M	Server 1U Dual Power Supply per month	\$260.00	10%	\$234.00
SV-2US-M	Server 2U Single Power Supply per month	\$270.00	10%	\$243.00
SV-2UD-M	Server 2U Dual Power Supply per month	\$305.00	10%	\$274.50
SV-4US-M	Server 4U Single Power Supply per month	\$345.00	10%	\$310.50
SV-4UD-M	Server 4U Dual Power Supply per month	\$380.00	10%	\$342.00
PW-120-C	Power Feed 120V with 10A Base Power Included	\$240.00	0%	\$240.00
PW-120-PA-C	Power Feed Consumed 120V Power Charge beyond Included 10A	\$27.00	0%	\$27.00
PW-208-C	Power Feed 208V with 10A Base Power Included	\$390.00	0%	\$390.00

SETUP-PW-208-C	Power Feed Setup 208V	\$180.00	0%	\$180.00
PW-208-PC-C	Power Feed Consumed 208V Power Charge Beyond Included 10A	\$48.00	0%	\$48.00
BW-T1	Bandwidth Committed 1 Mbps per month	\$295.00	10%	\$265.50
BW-T2	Bandwidth Committed 2-3 Mbps per month	\$285.00	10%	\$256.50
BW-T3	Bandwidth Committed 4-6 Mbps per month	\$265.00	10%	\$238.50
BW-T4	Bandwidth Committed 7-10 Mbps per month	\$250.00	10%	\$225.00
BW-T5	Bandwidth Committed 10+ Mbps per month	\$245.00	10%	\$220.50
BW-B1	Bandwidth Bursting 2-3 Mbps per month	\$450.00	10%	\$405.00
BW-B2	Bandwidth Bursting 4-7 Mbps per month	\$400.00	10%	\$360.00
BW-B3	Bandwidth Bursting 8-10 Mbps per month	\$325.00	10%	\$292.50
	All solutions are customized to the needs of each customer. The individual pricing above would give you an idea of costs if you know exactly the cage, rack, power, infrastructure needed.			

**Warm-site Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
Shared / GeoDiverse Work Force Recovery Services	<p><b>Each Subscribed Position Includes (price per position):</b></p> <p>(1) Intel PC or Thin Client Workstation (minimum PC configuration) :                      2.x GHz Dual Core Processor, 512 MB of Memory, 40 GB of Hard Disk, DVD ROM, Mouse and Keyboard</p> <p>(1) Cubicle Desktop and Chair T-1 or greater Internet Access Access to Two (2) Printers                      Access to Fax Machine Access to Copier</p> <p>*Includes one (1) 8-hour test period                      **Declaration Fees / Daily Usage Charges Applicable upon</p>	\$30.00	10%	\$27.00

Dedicated Work Force Recovery Services	<b>Each Dedicated Position Includes (price per position):</b> (1) Intel PC or Thin Client Workstation (minimum PC configuration) : 2.x GHz Dual Core Processor, 512 MB of Memory, 40 GB of Hard Disk, DVD ROM, Mouse and Keyboard (1) Cubicle Desktop and Chair T-1 or greater Internet Access Access to Two (2) Printers Access to Fax Machine Access to Copier *Includes one (1) 8-hour test period **Declaration Fees / Daily Usage Charges Applicable upon	\$85.00	12%	\$75.00
VoIP, IP-based Phone Services (Basic)	(1) Cisco 7945G Unified IP Phone (1) Cisco Unified Communications Manager Assigned DIDs (basic service) Each Phone Includes: Inbound Calling1 Outbound Calling1 One (1) Voicemail Long Distance Calling2 Auto Attendant (Menu Dial) Toll-Free Number Rerouting	One (1) Instance included with each Shared or Dedicated Position Ordered	N/A	One (1) Instance included with each Shared or Dedicated Position Ordered
VoIP, IP-based Phone Services (Advanced) *requires Basic level service	<b>Customized and Advanced Services including (price per position):</b> Telephone Number Rerouting for Incoming calls Automated Attendant Options Interactive Voice Response (IVR) equipment Automatic Call Distribution (ACD) Agent (for routing incoming calls to users / functional groups) Supervisory Position with ACD Agent (monitoring of calls) Reports on Volume, Routing and Service timeliness Recording of Incoming Calls for Compliance, Review or Storage	\$10.00	10%	\$9.00
Test Services Package	Per Additional 8-Hour Test Day Period	\$800.00	10%	\$720.00
Professional Services	Call Scripting, BC/DR services, and other (price per hour - excluding time, expenses, and materials)	\$200.00	25%	\$150.00
Declaration Fee	Fee Only Required Upon Disaster Declaration (per 50 positions)	\$3,000.00	10%	\$2,700.00
Daily Usage Fee	Fee Only Required During Service Usage (per 50 positions)	\$1,000.00	10%	\$900.00

	<b>Virtual Disaster Recovery (VDR)Services</b>			
VDR-Warm	1-50 Servers Each	\$60.00	10%	\$54.00
	51 or more custom	\$50.00	10%	\$45.00
Dec-fee 1-5	1-5 Servers	\$2,500.00	10%	\$2,250.00
Dec-fee 6-10	6-10 Servers	\$2,500.00	10%	\$2,250.00
Dec-fee 11-15	11-15 Servers	\$2,500.00	10%	\$2,250.00
Dec-fee 16-20	16-20 Servers	\$3,500.00	10%	\$3,150.00
Dec-fee 21-25	21-25 Servers	\$3,500.00	10%	\$3,150.00
Dec-fee 26-30	26-30 Servers	\$3,500.00	10%	\$3,150.00
	* Standard guest server is a single 2.4Ghz processor with2 GB of RAM			
	<b>Al a Carte Services</b>			
IN-FAC	Facility Charges	\$200.00	10%	\$180.00
IN-CAG	Cage Space Private Secured Per Sq Ft	\$6.42	0%	\$6.42
SETUP-IN-CAG	Cage Space Private Secured Setup Per Sq Ft	\$6.67	0%	\$6.67
IN-HRK-M	Rack-1/2 Managed per month	\$325.00	10%	\$292.50
IN-FRK-M	Rack-Full Managed per month	\$600.00	10%	\$540.00
IN-HRK-C	Rack-1/2 Colocation per month	\$265.00	10%	\$238.50
IN-FRK-C	Rack-Full Colocation per month	\$490.00	10%	\$441.00
IN-NCC	Network Cross Connection per month	\$150.00	10%	\$135.00
SV-BLD-M	Server Single Blade per month	\$210.00	10%	\$189.00
SV-1US-M	Server 1U Single Power Supply per month	\$225.00	10%	\$202.50
SV-1UD-M	Server 1U Dual Power Supply per month	\$260.00	10%	\$234.00
SV-2US-M	Server 2U Single Power Supply per month	\$270.00	10%	\$243.00
SV-2UD-M	Server 2U Dual Power Supply per month	\$305.00	10%	\$274.50
SV-4US-M	Server 4U Single Power Supply per month	\$345.00	10%	\$310.50
SV-4UD-M	Server 4U Dual Power Supply per month	\$380.00	10%	\$342.00
PW-120-C	Power Feed 120V with 10A Base Power Included	\$240.00	0%	\$240.00
PW-120-PA-C	Power Feed Consumed 120V Power Charge beyond Included 10A	\$27.00	0%	\$27.00
PW-208-C	Power Feed 208V with 10A Base Power Included	\$390.00	0%	\$390.00
SETUP-PW-208-C	Power Feed Setup 208V	\$180.00	0%	\$180.00
PW-208-PC-C	Power Feed Consumed 208V Power Charge Beyond Included 10A	\$48.00	0%	\$48.00
BW-T1	Bandwidth Committed 1 Mbps per month	\$295.00	10%	\$265.50
BW-T2	Bandwidth Committed 2-3 Mbps per month	\$285.00	10%	\$256.50
BW-T3	Bandwidth Committed 4-6 Mbps per month	\$265.00	10%	\$238.50
BW-T4	Bandwidth Committed 7-10 Mbps per month	\$250.00	10%	\$225.00
BW-T5	Bandwidth Committed 10+ Mbps per month	\$245.00	10%	\$220.50
BW-B1	Bandwidth Bursting 2-3 Mbps per month	\$450.00	10%	\$405.00
BW-B2	Bandwidth Bursting 4-7 Mbps per month	\$400.00	10%	\$360.00
BW-B3	Bandwidth Bursting 8-10 Mbps per month	\$325.00	10%	\$292.50

	All solutions are customized to the needs of each customer. The individual pricing above would give you an idea of costs if you know exactly the cage, rack, power, infrastructure needed.			
--	--	--	--	--

**Cold-site Solutions**

Cold-site Solutions				
Product Name	Product Description	MSRP	Discount	State of Florida Price
	<b>Virtual Disaster Recovery (VDR) Services</b>			
VDR-Cold	1-3 Servers Each	\$0.00		\$0.00
	4-6 Servers Each	\$0.00		\$0.00
	7-10 Servers Each	\$0.00		\$0.00
	11 or more custom			
	Consulting services (creating, training, documentation) per hour	\$150.00	10%	\$135.00
	Cold solution has no data center associated fees as the customer is provided consulting services as to how and best practices to house images and data for disaster recovery.			
Dec-fee 1-5	1-5 Servers	\$2,500.00	10%	\$2,250.00
Dec-fee 6-10	6-10 Servers	\$2,500.00	10%	\$2,250.00
Dec-fee 11-15	11-15 Servers	\$2,500.00	10%	\$2,250.00
Dec-fee 16-20	16-20 Servers	\$3,500.00	10%	\$3,150.00
Dec-fee 21-25	21-25 Servers	\$3,500.00	10%	\$3,150.00
Dec-fee 26-30	26-30 Servers	\$3,500.00	10%	\$3,150.00
	* Standard guest server is a single 2.4Ghz processor with 2 GB of RAM			
	<b>Al a Carte Services</b>			
IN-FAC	Facility Charges	\$200.00	10%	\$180.00
IN-CAG	Cage Space Private Secured Per Sq Ft	\$6.42	0%	\$6.42
SETUP-IN-CAG	Cage Space Private Secured Setup Per Sq Ft	\$6.67	0%	\$6.67
IN-HRK-M	Rack-1/2 Managed per month	\$325.00	10%	\$292.50
IN-FRK-M	Rack-Full Managed per month	\$600.00	10%	\$540.00
IN-HRK-C	Rack-1/2 Colocation per month	\$265.00	10%	\$238.50
IN-FRK-C	Rack-Full Colocation per month	\$490.00	10%	\$441.00
IN-NCC	Network Cross Connection per month	\$150.00	10%	\$135.00
SV-BLD-M	Server Single Blade per month	\$210.00	10%	\$189.00
SV-1US-M	Server 1U Single Power Supply per month	\$225.00	10%	\$202.50
SV-1UD-M	Server 1U Dual Power Supply per month	\$260.00	10%	\$234.00
SV-2US-M	Server 2U Single Power Supply per month	\$270.00	10%	\$243.00
SV-2UD-M	Server 2U Dual Power Supply per month	\$305.00	10%	\$274.50
SV-4US-M	Server 4U Single Power Supply per month	\$345.00	10%	\$310.50
SV-4UD-M	Server 4U Dual Power Supply per month	\$380.00	10%	\$342.00

PW-120-C	Power Feed 120V with 10A Base Power Included	\$240.00	0%	\$240.00
PW-120-PA-C	Power Feed Consumed 120V Power Charge beyond Included 10A	\$27.00	0%	\$27.00
PW-208-C	Power Feed 208V with 10A Base Power Included	\$390.00	0%	\$390.00
SETUP-PW-208-C	Power Feed Setup 208V	\$180.00	0%	\$180.00
PW-208-PC-C	Power Feed Consumed 208V Power Charge Beyond Included 10A	\$48.00	0%	\$48.00
BW-T1	Bandwidth Committed 1 Mbps per month	\$295.00	10%	\$265.50
BW-T2	Bandwidth Committed 2-3 Mbps per month	\$285.00	10%	\$256.50
BW-T3	Bandwidth Committed 4-6 Mbps per month	\$265.00	10%	\$238.50
BW-T4	Bandwidth Committed 7-10 Mbps per month	\$250.00	10%	\$225.00
BW-T5	Bandwidth Committed 10+ Mbps per month	\$245.00	10%	\$220.50
BW-B1	Bandwidth Bursting 2-3 Mbps per month	\$450.00	10%	\$405.00
BW-B2	Bandwidth Bursting 4-7 Mbps per month	\$400.00	10%	\$360.00
BW-B3	Bandwidth Bursting 8-10 Mbps per month	\$325.00	10%	\$292.50
	All solutions are customized to the needs of each customer. The individual pricing above would give you an idea of costs if you know exactly the cage, rack, power, infrastructure needed.			

**Mobile-site Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
6ECV	Vehicle/Trailer	\$4,729,836.00	32%	\$3,216,288.48
ECV-PM-A	Project Management & Administrative	\$118,210.00	32%	\$80,382.80
ECV-EI	ECV Engineering and Installation	\$252,500.00	32%	\$171,700.00
ECV-COM-H	Communication Hardware	\$283,660.00	32%	\$192,888.80
ECV-COM-I	Communication Installation	\$79,550.00	32%	\$54,094.00
ECV-COM-M	Communication Maintenance	\$31,892.00	32%	\$21,686.56
ECV-AUV-H	Audio Visual Hardware	\$50,020.00	32%	\$34,013.60
ECV-AUV-I	Audio Visual Installation	\$3,000.00	32%	\$2,040.00
ECV-AUV-M	Audio Visual Maintenance	\$6,576.00	32%	\$4,471.68
ECV-TME	Travel and Material Expense	As Incurred		As Incurred
RCC-ISF	Initial Startup Fee (includes 1 year subscription	\$294,117.65	32%	\$200,000.00
RCC-SMS	Yearly Subscription and Maintenance Fee	\$35,294.12	32%	\$24,000.00
RCC-ST	Yearly Storage Fee (includes monthly testing)	\$514.70	32%	\$350.00
RCC-D-PT2S	Hourly Deployment Service (min 32hr charge) includes 2 personnel, 1-truck, On-site setup, testing, training and support.	\$588.24	32%	\$400.00

**Tape Solutions**



Product Name	Product Description	MSRP	Discount	State of Florida Price
SSS-50M-DF-T	Delivery Fee - Transport	TBD	32%	TBD
SSS-50M-ID-T	Delivery Fee - Individual Tape	\$1.84	32%	\$1.25
	Delivery Fee - Volume Tape	TBD	32%	TBD
SSS-50M-CS-T	Delivery Fee - Individual Tape Container	\$7.23	32%	\$4.92
	Delivery Fee - Volume Tape Container	TBD	32%	TBD
SSS-100-MS-T	Monthly Tape Storage Fee each- 0 to 100	\$2.81	32%	\$1.91
SSS-500-MS-T	Monthly Tape Storage Fee each- 101 to 500	\$2.26	32%	\$1.54
SSS-1000-MS-T	Monthly Tape Storage Fee each- 501 to 1000	\$1.65	32%	\$1.12
	Monthly Media Storage Per Cubic Foot		32%	\$0.00
SSS-RR-T	Retrieval/Refile Fee - Individual	\$0.00	32%	\$0.00
	Retrieval/Refile Fee - Volume Discount			TBD
SSS-SCL-T	Tape Case Lease - Small	\$12.07	32%	\$8.21
SSS-MCL-T	Tape Case Lease - Medium	\$13.67	32%	\$9.30
SSS-LCL-T	Tape Case Lease - Large	\$15.00	32%	\$10.20
HCS-SLOT	Standard Storage: Slotted Media - per slot	\$1.50	10%	\$1.35
HCS-CL-CONTAINER-C	Standard Storage: Closed Container (Compact) - per container	\$18.00	10%	\$16.20
HCS-CL-CONTAINER-S	Standard Storage: Closed Container (Small) - per container	\$33.00	10%	\$29.70
HCS-CL-CONTAINER-M	Standard Storage: Closed Container (Medium) - per container	\$49.00	10%	\$44.10
HCS-CL-CONTAINER-L	Standard Storage: Closed Container (Large) - per container	\$76.00	10%	\$68.40
HCS-MEDIA-HANDL	Standard Services: Media Handling (Minimum \$25.00 per Month) - per item	\$1.60	10%	\$1.44
HCS-CL-CONTAINER-HANDL	Standard Services: Closed Container Handling - per item	\$6.50	10%	\$5.85
HCS-TRANSP-CONTAINER-	Standard Services: Transport Container Handling - per item	\$5.50	10%	\$4.95
HCS-TRANSP-CONTAINER	Standard Services: Transport Container - per container	\$13.25	10%	\$11.93
HCS-SCHED-SERV-1-2	Standard Services: Scheduled Service - Monthly (1-2 Trips per month) - per trip	\$68.00	10%	\$61.20
HCS-SCHED-SERV-3-10	Standard Services: Scheduled Service - Weekly (3-10 Trips per month) - per trip	\$55.00	10%	\$49.50
HCS-SCHED-SERV-11-P	Standard Services: Scheduled Service - Daily (11 plus Trips per month) - per trip	\$43.00	10%	\$38.70
HCS-ST-SP-TRANSP-24	Premium Storage & Services: Standard Special Transport (24 hours)* - per trip/sub-account	\$671.00	10%	\$603.90
				\$768.60
HCS-CRIT-SPEC-TRANSP-3	Premium Storage & Services: Critical Special Transport (3 hours)* - per trip/sub-account	\$854.00	10%	\$768.60
HCS-HOLIDAY-CH	Premium Storage & Services: Holiday Charge* - per holiday	\$480.00	10%	\$432.00
HCS-CONTAINER-LOCK	Premium Storage & Services: Container Locks - per lock	\$60.00	10%	\$54.00
HCS-SECURITY-CLIP	Premium Storage & Services: Security Clips - per clip	\$14.00	10%	\$12.60
HCS-ADMIN	Other Program Fees: Administratvie Fees - per account ID	\$100.00	10%	\$90.00
HCS-FUEL	Other Program Fees: Fuel Surcharge - per transportation visit	TBD		TBD
HCS-SLOTT-MED-STOR-O	Custom Storage & Services: Slotted Media Storage - Oversized - per slot	TBD		TBD
HCS-SLOTT-MED-STOR-RR	Custom Storage & Services: Slotted Media Storage - Round Reel - per slot	TBD		TBD
HCS-CL-CONTAINER-XL	Custom Storage & Services: Closed Container (Extra Large) - per container	\$210.00	10%	\$189.00
HCS-CL-CONTAINER-CAB	Custom Storage & Services: Closed Container (Cabinet) - per container	\$690.00	10%	\$621.00
HCS-TRANSP-RENT	Custom Storage & Services: Transport Rental - each per day	\$5.00	10%	\$4.50
HCS-SCHED-SAME-BUILD-TRANSP	Custom Storage & Services: Scheduled Same Building/Same Campus Transport* - per trip	\$75.00	10%	\$67.50
HCS-SCHED-SAME-FLOOR-TRANSP	Custom Storage & Services: Scheduled Same Place/Same Floor Transport* - per trip	\$55.00	10%	\$49.50



HCS-MIN-MONTHLY-FEE	Custom Storage & Services: Minimum Monthly Fee - per account number	\$1,000.00	10%	\$900.00
HCS-CART	Custom Storage & Services: Cart - per cart	\$690.00	10%	\$621.00
HCS-TRANSP-CART	Custom Storage & Services: Transport Cart - per cart	\$690.00	10%	\$621.00
HCS-SOFTWARE-LIC-FEES	Custom Storage & Services: Software License Fees - per each	TBD		TBD
HCS-CUSTOM-BAR-CODE	Custom Storage & Services: Custom Bar Code Labels - per label	\$30.00	10%	\$27.00

**Archiving Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
BU-T1	Data Backup-1 0-50GB JBOD	\$150.00	10%	\$135.00
BU-T2	Data Backup-2 50-100GB JBOD	\$200.00	10%	\$180.00
BU-T3	Data Backup-3 100-150GB JBOD	\$250.00	10%	\$225.00
BU-T4	Data Backup-4 150-200GB JBOD	\$300.00	10%	\$270.00
BU-T5	Data Backup-5 200-250GB JBOD	\$350.00	10%	\$315.00
BU-T6	Data Backup-6 250-300GB JBOD	\$400.00	10%	\$360.00
BU-T7	Data Backup-7 300-500GB JBOD	\$550.00	10%	\$495.00
BU-T8	Data Backup-8 500Gb-1000GB JBOD	\$1,000.00	10%	\$900.00
BU-T9	Data Backup-9 1000-1500GB JBOD	\$1,500.00	10%	\$1,350.00
SAN-T1-RT	SAN Replication Target Storage 0100 GB	\$160.45	10%	\$144.41
SAN-T2-RT	SAN Replication Target Storage 0200 GB	\$314.49	10%	\$283.04
SAN-T3-RT	SAN Replication Target Storage 0300 GB	\$466.92	10%	\$420.23
SAN-T4-RT	SAN Replication Target Storage 0400 GB	\$616.14	10%	\$554.53
SAN-T5-RT	SAN Replication Target Storage 0500 GB	\$762.15	10%	\$685.94
SAN-T6-RT	SAN Replication Target Storage 0750 GB	\$1,119.16	10%	\$1,007.24
SAN-T7-RT	SAN Replication Target Storage 1000 GB	\$1,444.07	10%	\$1,299.66
SAN-T8-RT	SAN Replication Target Storage 1250 GB	\$1,764.98	10%	\$1,588.48
SAN-T9-RT	SAN Replication Target Storage 1500 GB	\$2,069.84	10%	\$1,862.86
SAN-T10-RT	SAN Replication Target Storage 2000 GB	\$2,727.69	10%	\$2,454.92
	All solutions are customized to the needs of each customer. The individual pricing above would give you an idea of costs if you know exactly the cage, rack, power, infrastructure needed.			

**Disk-based Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
DVS-25	.250 TB Data Vaulting Service	\$ 667.00	32%	\$ 453.56
DVS-1	1.000 TB Data Vaulting Service	\$ 2,485.94	32%	\$ 1,690.44
DVS-2	2.000 TB Data Vaulting Service	\$ 4,197.10	32%	\$ 2,854.03
DVS-4	4.000 TB Data Vaulting Service	\$ 7,344.50	32%	\$ 4,994.26
DVS-6	6.000 TB Data Vaulting Service	\$ 9,443.88	32%	\$ 6,421.84
DVS-8	8.000 TB Data Vaulting Service	\$ 12,591.29	32%	\$ 8,562.08
DVS-10	10.000 TB Data Vaulting Service	\$ 14,689.01	32%	\$ 9,988.53

DVS-12	12.000 TB Data Vaulting Service	\$ 16,788.40	32%	\$ 11,416.11
DVS-14	14.000 TB Data Vaulting Service	\$ 18,887.78	32%	\$ 12,843.69
SAN-T1-DA-S	SAN Direct Attached Shared Storage 0100 GB	\$ 276.10	10%	\$ 248.49
SAN-T2-DA-S	SAN Direct Attached Shared Storage 0200 GB	\$ 541.15	10%	\$ 487.04
SAN-T3-DA-S	SAN Direct Attached Shared Storage 0300 GB	\$ 803.45	10%	\$ 723.11
SAN-T4-DA-S	SAN Direct Attached Shared Storage 0400 GB	\$ 1,060.22	10%	\$ 954.20
SAN-T5-DA-S	SAN Direct Attached Shared Storage 0500 GB	\$ 1,311.47	10%	\$ 1,180.32
SAN-T6-DA-S	SAN Direct Attached Shared Storage 0750 GB	\$ 1,925.79	10%	\$ 1,733.21
SAN-T7-DA-S	SAN Direct Attached Shared Storage 1000 GB	\$ 2,484.89	10%	\$ 2,236.40
SAN-T8-DA-S	SAN Direct Attached Shared Storage 1250 GB	\$ 3,037.09	10%	\$ 2,733.38
SAN-T9-DA-S	SAN Direct Attached Shared Storage 1500 GB	\$ 3,561.68	10%	\$ 3,205.51
SAN-T1-IS-NC-S	SAN Non-Clustered iSCSI Shared Storage 0100 GB	\$ 160.45	10%	\$ 144.41
SAN-T2-IS-NC-S	SAN Non-Clustered iSCSI Shared Storage 0200 GB	\$ 314.49	10%	\$ 283.04
SAN-T3-IS-NC-S	SAN Non-Clustered iSCSI Shared Storage 0300 GB	\$ 466.92	10%	\$ 420.23
SAN-T4-IS-NC-S	SAN Non-Clustered iSCSI Shared Storage 0400 GB	\$ 616.14	10%	\$ 554.53
SAN-T5-IS-NC-S	SAN Non-Clustered iSCSI Shared Storage 0500 GB	\$ 762.15	10%	\$ 685.94
SAN-T6-IS-NC-S	SAN Non-Clustered iSCSI Shared Storage 0750 GB	\$ 1,119.16	10%	\$ 1,007.24
SAN-T7-IS-NC-S	SAN Non-Clustered iSCSI Shared Storage 1000 GB	\$ 1,444.07	10%	\$ 1,299.66
SAN-T8-IS-NC-S	SAN Non-Clustered iSCSI Shared Storage 1250 GB	\$ 1,764.98	10%	\$ 1,588.48
SAN-T9-IS-NC-S	SAN Non-Clustered iSCSI Shared Storage 1500 GB	\$ 2,069.84	10%	\$ 1,862.86
SAN-T10-IS-NC-S	SAN Non-Clustered iSCSI Shared Storage 2000 GB	\$ 2,727.69	10%	\$ 2,454.92
SAN-T1-IS-C-S	SAN Clustered iSCSI Shared Storage 0100 GB	\$ 276.10	10%	\$ 248.49
SAN-T2-IS-C-S	SAN Clustered iSCSI Shared Storage 0200 GB	\$ 541.15	10%	\$ 487.04
SAN-T3-IS-C-S	SAN Clustered iSCSI Shared Storage 0300 GB	\$ 803.45	10%	\$ 723.11
SAN-T4-IS-C-S	SAN Clustered iSCSI Shared Storage 0400 GB	\$ 1,060.22	10%	\$ 954.20
SAN-T5-IS-C-S	SAN Clustered iSCSI Shared Storage 0500 GB	\$ 1,311.47	10%	\$ 1,180.32
SAN-T6-IS-C-S	SAN Clustered iSCSI Shared Storage 0750 GB	\$ 1,925.79	10%	\$ 1,733.21
SAN-T7-IS-C-S	SAN Clustered iSCSI Shared Storage 1000 GB	\$ 2,484.89	10%	\$ 2,236.40
SAN-T8-IS-C-S	SAN Clustered iSCSI Shared Storage 1250 GB	\$ 3,037.09	10%	\$ 2,733.38
SAN-T9-IS-C-S	SAN Clustered iSCSI Shared Storage 1500 GB	\$ 3,561.68	10%	\$ 3,205.51

**Live-Streaming Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
S-host	Shared hosting	\$ 20.00	10%	\$18.00
D-host	Dedicated server hosting	\$ 150.00	10%	\$135.00
SP-Dev	SharePoint development services	\$ 180.00	10%	\$162.00
MA-Dev	Mobile application development services	\$ 200.00	10%	\$180.00
SP-Intr	SharePoint Intranet development services	\$ 180.00	10%	\$162.00
SP-Ext	SharePoint Extranet development services	\$ 180.00	10%	\$162.00
SP-Inte	SharePoint Internet development services	\$ 180.00	10%	\$162.00
i-Dev	iPad/iPhone development services	\$ 200.00	10%	\$180.00
	All solutions are customized to the needs of each customer.			

**Web-based Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
S-host	Shared hosting	\$ 20.00	10%	\$18.00
D-host	Dedicated server hosting	\$ 150.00	10%	\$135.00
SP-Dev	SharePoint development services	\$ 180.00	10%	\$162.00
MA-Dev	Mobile application development services	\$ 200.00	10%	\$180.00
SP-Intr	SharePoint Intranet development services	\$ 180.00	10%	\$162.00
SP-Ext	SharePoint Extranet development services	\$ 180.00	10%	\$162.00
SP-Inte	SharePoint Internet development services	\$ 180.00	10%	\$162.00
i-Dev	iPad/iPhone development services	\$ 200.00	10%	\$180.00
	All solutions are customized to the needs of each customer.			

**Cloud Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
C-iaaS	<b>iaaS (Infrastructure as a Service)</b>			
	Requirements: Cage to accommodate up to 8 racks. 208V 60A x 2, 120V 30A x 6. Bighthouse MetroE Cross Connect.			
	Private Suite (Concrete walls, up to 10 racks)	\$4,400	10%	\$3,960.00
	Rack (40U)	\$800	10%	\$720.00
	Power (4 Racks)			
	120V/20A Power Circuits (10 Amps)	\$240	0%	\$240.00
	Power Feed 120V - 10A of Base Power Included 120V Feed Consumed Power Charge beyond included 10A is \$27 Per Amp Per Month			
	208V/30A Power Circuits (10 Amps)	\$340	0%	\$ 340.00
	208V/60A Power Circuits (10 Amps)	\$340	0%	\$ 340.00
	Power Feed 208V - 10A of Base Power Included 120V Feed Consumed Power Charge beyond included 10A is \$48 Per Amp Per Month			
	3Mbps Internet (Burst to 10Mbps)	\$299	10%	\$269.10
	Cross Connect (BH MetroE)	\$150	10%	\$135.00
C-PaaS	<b>PaaS (Platform as a Service)</b>			
	Requirements: 64 Bit Server, Windows Blade Server 2008 R2, 100GB (Private Cloud, 3-Dual Quad Core 48GB Mem)			
	Private (Exclusive Cloud Slot)	\$195	10%	\$175.50
	<b>Blade Server</b> (Dual Quad Core - 48GB M; RAID 1 (2) 73GB HD)	\$515	10%	\$463.50
	Storage: iSCSI SAN (Cloud) 8TB	\$1,600	10%	\$1,440.00
	Redundant Infrastructure	\$300	10%	\$270.00

<b>C-VPS</b>	<b>VPS (Virtual Private Server)</b>			
	Requirements: 30 x 64 bit servers, Server 2008 R2, 100GB HD (4 x Dual Quad Core Blade Servers 48GB Memory for			
	Private (Exclusive Cloud Slot)	\$195	10%	\$175.50
	<b>Blade Server</b> (Dual Quad Core - 48GB M; RAID 1 (2) 73GB HD)	\$515	10%	\$463.50
	Storage: iSCSI SAN (TB)	\$240	10%	\$216.00
	SAN (8TB iSCSI)	\$1,600	10%	\$1,440.00
<b>C-SaaS</b>	<b>SaaS (Software as a Service)</b>			
	Requirements: Exchange 1,000 - 2,000 users (unlimited mailbox up to 5TB total) with Custom SharePoint Deployment			
	Private (Exclusive Cloud Slot)	\$195	10%	\$175.50
	<b>Blade Server</b> (Dual Quad Core - 48GB M; RAID 1 (2) 73GB HD)	\$515	10%	\$463.50
	SAN (8TB iSCSI)	\$1,600	10%	\$1,440.00
	All solutions are customized to the needs of each customer.			

**Virtualization Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
<b>V-Ent</b>	<b>Virtual DSM Enterprise Solution</b>			
	Redundant DSM Virtual Servers *	\$250.00	10%	\$225.00
	Redundant Infrastructure Included	\$100.00	10%	\$90.00
	Available Redundant Power 10 Amps	\$290.00	0%	\$290.00
	3 Mbps included Bandwidth Growable	\$295.00	10%	\$265.50
	Backup Data to 300GB Growable	\$400.00	10%	\$360.00
	Redundant SAN storage 300GB Growable	\$800.00	10%	\$720.00
	Promanage 24/7 Monitoring Included	\$35.00	10%	\$31.50
	Customized by number of devices, servers, bandwidth, power, storage, backup etc.			
	Data center readiness/move/migration fee	\$500.00	10%	\$450.00
	* Standard virtual guest server is a single 2.4Ghz processor with 2 GB of RAM			
<b>V-Std</b>	<b>Virtual DSM Standard Solution</b>			
	New Dell R710 Server Lease	\$275.00	10%	\$247.50
	Redundant Infrastructure	\$100.00	10%	\$90.00
	Available Redundant Power 10 Amps	\$290.00	0%	\$290.00
	3 Mbps included Bandwidth Growable	\$295.00	10%	\$265.50
	24/7 Monitoring (host and guest servers)	\$40.00	10%	\$36.00

	Backup Data to 300GB Growable	\$400.00	10%	\$360.00
	VDR Images (DC, Exchange and SQL)	\$80.00	10%	\$72.00
	Veeam Backup and Replication per processor	\$500.00	10%	\$450.00
	Customized by number of devices, servers, bandwidth, power, storage, backup etc.			
	Data center readiness/move/migration fee	\$500.00	10%	\$450.00
	All solutions are customized to the needs of each customer.			

**Remote Management Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
RM-Sb	Silverback monitoring solution per device/month	\$ 35.00	10%	\$31.50
RM-N	Nagios monitoring solution per device/month	\$ 15.00	10%	\$13.50
RM-AI	IDS/IPS monitoring solution per device/month	\$ 50.00	10%	\$45.00
RM-Imp	Impluse Safe Connect power management per device/month		10%	\$0.00
vITs	Virtual Information Technology Services (vITs)		10%	
	vITs outsourced services			
	All solutions are customized to the needs of each customer.			

**Office Space Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
	<b>250 Seat Fixed Facility (Winter Haven Data Center)</b>			
Wkst-sub	Per user subscription workstation * Standard virtual guest server is a single 2.4Ghz processor with 512 MB of RAM	\$35.00	10%	\$31.50
Dec-fee	Site subscription implementation	\$1,500.00	10%	\$1,350.00
Dec-live	Daily disaster recovery site live fee	\$1,000.00	10%	\$900.00

Std-si	Standard business hours labor	\$160.00	10%	\$144.00
Prm-si	After hours labor	\$240.00	10%	\$216.00
	Mobile recovery components for disaster recovery such as: mobile recovery units, generators, servers, phones, workstations, connectivity, network equipment, etc. are available however these are pre-defined contracted upfront solutions with specific configurations necessary per customer need.			

**Testing Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
Test Services Package (Work Force Recovery)	Per Additional 8-Hour Test Day Period	\$800.00	10%	\$720.00
Professional Services	Call Scripting, BC/DR services, and other (price per hour - excluding time, expenses, and materials)	\$200.00	25%	\$150.00
WS-L	Workstation specialist	\$ 75.00	15%	\$63.75
SA-L	System Administrator	\$ 110.00	15%	\$93.50
JR-L	Junior Engineer	\$ 130.00	15%	\$110.50
SR-L	Senior Engineer	\$ 150.00	15%	\$127.50
NAr-L	Network Architect	\$ 160.00	15%	\$136.00
NAn-L	Network Analyst	\$ 180.00	15%	\$153.00
PM-L	Project Manager	\$ 180.00	15%	\$153.00
CTO-L	Chief Technology Officer	\$ 295.00	15%	\$250.75
CIO-L	Chief Information Officer	\$ 325.00	15%	\$276.25
COO-L	IT Chief Operating Officer	\$ 295.00	15%	\$250.75
OUIE-L	Operating Unit IT Executive	\$ 210.00	15%	\$178.50
DITE-L	Departmental IT Executive	\$ 250.00	15%	\$212.50
CISO-L	Chief Information Security Officer	\$ 225.00	15%	\$191.25
MBC-L	Manager, Business Continuance	\$ 200.00	15%	\$170.00
BCS-L	Business Continuance Specialist	\$ 160.00	15%	\$136.00
	All solutions are customized to the needs of each customer.			

**Planning Tools**



Product Name	Product Description	MSRP	Discount	State of Florida Price
FR-Frame	Disaster recovery framework per hour	\$ 200.00	15%	\$170.00
BC-Meth	Business continuity methodology per hour	\$ 200.00	15%	\$170.00
Gov-Frame	IT Governance Framework per hour	\$ 200.00	15%	\$170.00
Reg-C	Regulatory compliance per hour	\$ 200.00	15%	\$170.00
	All solutions are customized to the needs of each customer.			

**Staff Augmentation**

Product Name	Product Description	MSRP	Discount	State of Florida Price
1000	Chief Information Officer	\$427.00	32%	\$290.36
1010	Chief Technology Officer	\$372.00	32%	\$252.96
1020	IT Chief Operating Officer	\$338.00	32%	\$229.84
1030	Operating Unit IT Executive	\$320.00	32%	\$217.60
1040	Departmental IT Executive	\$268.00	32%	\$182.24
1050	E-Business Executive	\$294.00	32%	\$199.92
1060	Chief Information Security Officer	\$261.00	32%	\$177.48
<b>Applications Development</b>				
<i>Director Systems and Programming</i>				
1200-1	Team Leader	\$192.00	32%	\$130.56
1200-2	Manager	\$216.00	32%	\$146.88
1200-3	Sr.Manager	\$263.00	32%	\$178.84
1200-4	Executive	\$349.00	32%	\$237.32
<i>Mgmt. Applications Development</i>				
1210-1	Team Leader	\$181.00	32%	\$123.08
1210-2	Manager	\$210.00	32%	\$142.80
1210-3	Sr.Manager	\$213.00	32%	\$144.84
1210-4	Executive	\$316.00	32%	\$214.88
<i>Applications Architect</i>				
1220-1	Entry	\$147.00	32%	\$99.96
1220-2	Intermediate	\$157.00	32%	\$106.76
1220-3	Advanced	\$167.00	32%	\$113.56
1220-4	Expert	\$185.00	32%	\$125.80
1230	Enterprise Application Integration (EA) Engineer	\$180.00	32%	\$122.40
<i>Systems Analyst</i>				
1240-1	Entry	\$95.00	32%	\$64.60
1240-2	Intermediate	\$143.00	32%	\$97.24
1240-3	Advanced	\$153.00	32%	\$104.04
1240-4	Expert	\$180.00	32%	\$122.40
<i>Applications Development Analyst</i>				
1250-1	Entry	\$108.00	32%	\$73.44
1250-2	Intermediate	\$137.00	32%	\$93.16

1250-3	Advanced		\$155.00	32%	\$105.40
1250-4	Expert		\$174.00	32%	\$118.32
<b>Data Strategy and Management</b>					
<i>Database Manager</i>					
1400-1	Team Leader		\$188.00	32%	\$127.84
1400-2	Manager		\$212.00	32%	\$144.16
1400-3	Sr.Manager		\$223.00	32%	\$151.64
<i>Data Architect</i>					
1410-1	Entry		\$129.00	32%	\$87.72
1410-2	Intermediate		\$174.00	32%	\$118.32
1410-3	Advanced		\$217.00	32%	\$147.56
1410-4	Expert		\$236.00	32%	\$160.48
<i>Data Modeler</i>					
1420-1	Entry		\$103.00	32%	\$70.04
1420-2	Intermediate		\$139.00	32%	\$94.52
1420-3	Advanced		\$169.00	32%	\$114.92
<i>Database Analyst</i>					
1430-1	Entry		\$127.00	32%	\$86.36
1430-2	Intermediate		\$149.00	32%	\$101.32
1430-3	Advanced		\$168.00	32%	\$114.24
1430-4	Expert		\$187.00	32%	\$127.16
<i>Database Administrator</i>					
1440-1	Entry		\$115.00	32%	\$78.20
1440-2	Intermediate		\$160.00	32%	\$108.80
1440-3	Advanced		\$179.00	32%	\$121.72
1440-4	Expert		\$205.00	32%	\$139.40
<b>Quality Assurance</b>					
<i>Mgmt. Quality Assurance</i>					
1600-1	Team Leader		\$147.00	32%	\$99.96
1600-2	Manager		\$180.00	32%	\$122.40
1600-3	Sr.Manager		\$212.00	32%	\$144.16
1600-4	Executive		\$267.00	32%	\$181.56
1610	Quality Engineering Consultant			32%	\$108.80
<i>Quality Assurance Analyst</i>					
1620-1	Entry		\$93.00	32%	\$63.24
1620-2	Intermediate		\$111.00	32%	\$75.48
1620-3	Advanced		\$135.00	32%	\$91.80
1620-4	Expert		\$146.00	32%	\$99.28
<b>Technology Research</b>					
1800	Manager, Technology Research		\$208.00	32%	\$141.44
<i>Technology Research Analyst</i>					
1810-1	Entry		\$119.00	32%	\$80.92
1810-2	Intermediate		\$145.00	32%	\$98.60
1810-3	Advanced		\$170.00	32%	\$115.60
1810-4	Expert		\$196.00	32%	\$133.28
<b>Client Technologies</b>					
<i>Manager, Client Technologies</i>					



2000-1	Team Leader		\$118.00	32%	\$80.24
2000-2	Manager		\$164.00	32%	\$111.52
2000-3	Sr.Manager		\$227.00	32%	\$154.36
	<b>Client Technologies Analyst</b>				
2010-1	Entry		\$79.00	32%	\$53.72
2010-2	Intermediate		\$103.00	32%	\$70.04
2010-3	Advanced		\$124.00	32%	\$84.32
2010-4	Expert		\$150.00	32%	\$102.00
	<b>Client Technologies Technician</b>				
2020-1	Entry		\$75.00	32%	\$51.00
2020-2	Intermediate		\$82.00	32%	\$55.76
2020-3	Advanced		\$125.00	32%	\$85.00
<b>Customer Support</b>					
	<b>Mgmt. Customer Support</b>				
2200-1	Team Leader		\$106.00	32%	\$72.08
2200-2	Manager		\$147.00	32%	\$99.96
2200-3	Sr.Manager		\$201.00	32%	\$136.68
	<b>Customer Support Analyst</b>				
2210-1	Entry		\$54.00	32%	\$36.72
2210-2	Intermediate		\$67.00	32%	\$45.56
2210-3	Advanced		\$113.00	32%	\$76.84
2210-4	Expert		\$153.00	32%	\$104.04
	<b>Customer Support Technician</b>				
2220-1	Entry		\$68.00	32%	\$46.24
2220-2	Intermediate		\$73.00	32%	\$49.64
2220-3	Advanced		\$95.00	32%	\$64.60
<b>Network Management</b>					
	<b>Director, Network Operations</b>				
2400-1	Team Leader		\$219.00	32%	\$148.92
2400-2	Manager		\$235.00	32%	\$159.80
2400-3	Sr.Manager		\$383.00	32%	\$260.44
	<b>Manager, Network Operations</b>				
2410-1	Team Leader		\$123.00	32%	\$83.64
2410-2	Manager		\$182.00	32%	\$123.76
2410-3	Sr.Manager		\$239.00	32%	\$162.52
	<b>Network Architect</b>				
2420-1	Entry		\$140.00	32%	\$95.20
2420-2	Intermediate		\$167.00	32%	\$113.56
2420-3	Advanced		\$178.00	32%	\$121.04
2420-4	Expert		\$208.00	32%	\$141.44
	<b>Network Engineer</b>				
2430-1	Intermediate		\$147.00	32%	\$99.96
2430-2	Advanced		\$158.00	32%	\$107.44
2430-3	Expert		\$173.00	32%	\$117.64
	<b>Network Analyst</b>				
2440-1	Entry		\$98.00	32%	\$66.64
2440-2	Intermediate		\$108.00	32%	\$73.44

2440-3	Advanced		\$130.00	32%	\$88.40
2440-4	Expert		\$171.00	32%	\$116.28
	<b>Network Administrator</b>				
2450-1	Entry		\$90.00	32%	\$61.20
2450-2	Intermediate		\$108.00	32%	\$73.44
2450-3	Advanced		\$132.00	32%	\$89.76
2450-4	Expert		\$156.00	32%	\$106.08
	<b>Network Technician</b>				
2460-1	Entry		\$79.00	32%	\$53.72
2460-2	Intermediate		\$96.00	32%	\$65.28
2460-3	Advanced		\$98.00	32%	\$66.64
2460-4	Expert		\$108.00	32%	\$73.44
<b>Internet Planning, Eng. &amp; Operations</b>					
	<b>Mgmt. Internet Operations</b>				
2600-1	Team Leader		\$207.00	32%	\$140.76
2600-2	Manager		\$237.00	32%	\$161.16
2600-3	Sr.Manager		\$268.00	32%	\$182.24
	<b>Internet/Web Architect</b>				
2610-1	Entry		\$96.00	32%	\$65.28
2610-2	Intermediate		\$138.00	32%	\$93.84
2610-3	Advanced		\$176.00	32%	\$119.68
2610-4	Expert		\$195.00	32%	\$132.60
	<b>Internet/Web Engineer</b>				
2620-1	Entry		\$93.00	32%	\$63.24
2620-2	Intermediate		\$140.00	32%	\$95.20
2620-3	Advanced		\$169.00	32%	\$114.92
	<b>Web Applications Programmer</b>				
2630-1	Entry		\$92.00	32%	\$62.56
2630-2	Intermediate		\$136.00	32%	\$92.48
2630-3	Advanced		\$157.00	32%	\$106.76
2630-4	Expert		\$183.00	32%	\$124.44
	<b>Web Designer</b>				
2640-1	Entry		\$75.00	32%	\$51.00
2640-2	Intermediate		\$90.00	32%	\$61.20
2640-3	Advanced		\$150.00	32%	\$102.00
	<b>Webmaster</b>				
2650-1	Entry		\$81.00	32%	\$55.08
2650-2	Intermediate		\$101.00	32%	\$68.68
2650-3	Advanced		\$138.00	32%	\$93.84
	<b>Internet/Web Systems Administrator</b>				
2660-1	Entry		\$82.00	32%	\$55.76
2660-2	Intermediate		\$120.00	32%	\$81.60
2660-3	Advanced		\$143.00	32%	\$97.24
	<b>Web Customer Support Specialist</b>				
2670-1	Entry		\$79.00	32%	\$53.72
2670-2	Intermediate		\$92.00	32%	\$62.56
2670-3	Advanced		\$111.00	32%	\$75.48

<b>Operations</b>				
2800	Director, Data Center Operations	\$242.00	32%	\$164.56
<i>Manager, Computer Operations</i>				
2810-1	Team Leader	\$118.00	32%	\$80.24
2810-2	Manager	\$162.00	32%	\$110.16
2810-3	Sr.Manager	\$235.00	32%	\$159.80
<i>Supervisor, Computer Operations</i>				
2820-1	Team Leader	\$113.00	32%	\$76.84
2820-2	Manager	\$132.00	32%	\$89.76
<i>Computer Operator</i>				
2830-1	Entry	\$65.00	32%	\$44.20
2830-2	Intermediate	\$69.00	32%	\$46.92
2830-3	Advanced	\$78.00	32%	\$53.04
2830-4	Expert	\$91.00	32%	\$61.88
2840	Manager, Capacity Planning	\$187.00	32%	\$127.16
<i>Manager, Production Support</i>				
2850-1	Team Leader	\$149.00	32%	\$101.32
2850-2	Manager	\$188.00	32%	\$127.84
<i>Production Support Analyst</i>				
2860-1	Entry	\$84.00	32%	\$57.12
2860-2	Intermediate	\$98.00	32%	\$66.64
2860-3	Advanced	\$130.00	32%	\$88.40
2860-4	Expert	\$139.00	32%	\$94.52
<b>Telecommunications</b>				
<i>Manager, Telecommunication Operations</i>				
3000-1	Team Leader	\$148.00	32%	\$100.64
3000-2	Manager	\$199.00	32%	\$135.32
3000-3	Sr.Manager	\$237.00	32%	\$161.16
<i>Telecommunication Engineer</i>				
3010-1	Entry	\$82.00	32%	\$55.76
3010-2	Intermediate	\$120.00	32%	\$81.60
3010-3	Advanced	\$146.00	32%	\$99.28
3010-4	Expert	\$188.00	32%	\$127.84
<i>Telecommunication Technician</i>				
3020-1	Entry	\$88.00	32%	\$59.84
3020-2	Intermediate	\$101.00	32%	\$68.68
3020-3	Advanced	\$119.00	32%	\$80.92
<b>Electronic Commerce</b>				
3200	Director, Electronic Commerce	\$278.00	32%	\$189.04
3210	Manager, Electronic Commerce	\$176.00	32%	\$119.68
<i>Electronic Commerce Analyst</i>				
3220-1	Entry	\$84.00	32%	\$57.12
3220-2	Intermediate	\$119.00	32%	\$80.92
3220-3	Advanced	\$165.00	32%	\$112.20
<i>ESpecialist</i>				
3230-1	Entry	\$106.00	32%	\$72.08
3230-2	Intermediate	\$120.00	32%	\$81.60

3230-3	Advanced		\$126.00	32%	\$85.68
<b>Business Intelligence Systems Management</b>					
<i>Director, Data Warehouse</i>					
3400-1	Team Leader		\$209.00	32%	\$142.12
3400-2	Manager		\$252.00	32%	\$171.36
3400-3	Sr.Manager		\$316.00	32%	\$214.88
3410	Manager, Data Warehouse		\$232.00	32%	\$157.76
3420	Business Intelligence Analyst		\$209.00	32%	\$142.12
<i>Data Warehouse Analyst</i>					
3430-1	Entry		\$113.00	32%	\$76.84
3430-2	Intermediate		\$135.00	32%	\$91.80
3430-3	Advanced		\$164.00	32%	\$111.52
3430-4	Expert		\$174.00	32%	\$118.32
3440	Data Warehouse Administrator		\$165.00	32%	\$112.20
3600	Manager, Decision Support		\$196.00	32%	\$133.28
<i>Decision Support Specialist</i>					
3610-1	Entry		\$92.00	32%	\$62.56
3610-2	Intermediate		\$110.00	32%	\$74.80
3610-3	Advanced		\$127.00	32%	\$86.36
3610-4	Expert		\$146.00	32%	\$99.28
<i>Decision Support Administrator</i>					
3620-1	Entry		\$116.00	32%	\$78.88
3620-2	Intermediate		\$141.00	32%	\$95.88
3620-3	Advanced		\$179.00	32%	\$121.72
3800	Manager, CRM Technology		\$276.00	32%	\$187.68
4000	Knowledge Engineer		\$221.00	32%	\$150.28
<b>Enterprise Resource Planning (ERP)</b>					
4200	ERP Team Lead		\$214.00	32%	\$145.52
4210	ERP Team Member		\$175.00	32%	\$119.00
4220	ERP Configurer		\$110.00	32%	\$74.80
<i>ERP Programmer/Analyst</i>					
4230-1	Entry		\$100.00	32%	\$68.00
4230-2	Intermediate		\$122.00	32%	\$82.96
4230-3	Advanced		\$147.00	32%	\$99.96
4230-4	Expert		\$171.00	32%	\$116.28
4240	ERP Systems Support Specialist		\$123.00	32%	\$83.64
4250	ERP Systems Administrator		\$148.00	32%	\$100.64
4600	Basis/Ale Technical Consultant		\$203.00	32%	\$138.04
<b>Sourcing and Vendor Relationship Management</b>					
4800	Chief Sourcing Officer		\$291.00	32%	\$197.88
4810	Manager IT Procurement		\$202.00	32%	\$137.36
4820	IT Procurement Specialist		\$105.00	32%	\$71.40
<i>Manager, Vendor Relationships</i>					
5000-1	Team Leader		\$123.00	32%	\$83.64
5000-2	Manager		\$175.00	32%	\$119.00
5000-3	Sr.Manager		\$238.00	32%	\$161.84
5010	Manager, Outsourcing Contracts		\$194.00	32%	\$131.92

5020	Contracts Manager	\$147.00	32%	\$99.96
	<b>Finance/Administration Specialist</b>			
5040-1	Entry	\$105.00	32%	\$71.40
5040-2	Intermediate	\$137.00	32%	\$93.16
5040-3	Advanced	\$173.00	32%	\$117.64
5200	Technical Advisor	\$198.00	32%	\$134.64
	<b>Business Management / Administration</b>			
5400	Asset Manager	\$170.00	32%	\$115.60
	<b>Asset Management Administrator</b>			
5410-1	Entry	\$86.00	32%	\$58.48
5410-2	Intermediate	\$96.00	32%	\$65.28
5410-3	Advanced	\$104.00	32%	\$70.72
5500	Director, HR/IT	\$257.00	32%	\$174.76
5600	Manager, HR/IT Staffing	\$151.00	32%	\$102.68
	<b>Technical Recruiter</b>			
5610-1	Entry	\$85.00	32%	\$57.80
5610-2	Intermediate	\$115.00	32%	\$78.20
5610-3	Advanced	\$170.00	32%	\$115.60
	<b>HR/IT Generalist</b>			
5620-1	Entry	\$90.00	32%	\$61.20
5620-2	Intermediate	\$106.00	32%	\$72.08
5620-3	Advanced	\$152.00	32%	\$103.36
	<b>Documentation Specialist/Technical Writer</b>			
5800-1	Entry	\$85.00	32%	\$57.80
5800-2	Intermediate	\$102.00	32%	\$69.36
5800-3	Advanced	\$125.00	32%	\$85.00
6000	Manager, IT Finance	\$206.00	32%	\$140.08
6100	Director, IT Risk and Compliance	\$318.00	32%	\$216.24
6200	Manager, IT Audit	\$215.00	32%	\$146.20
6210	IT Auditor	\$150.00	32%	\$102.00
6400	Business Management Specialist	\$164.00	32%	\$111.52
	<b>Training</b>			
	<b>Manager, Technical Training</b>			
6600-1	Team Leader	\$122.00	32%	\$82.96
6600-2	Manager	\$147.00	32%	\$99.96
6600-3	Sr.Manager	\$205.00	32%	\$139.40
	<b>Technical Trainer</b>			
6610-1	Entry	\$85.00	32%	\$57.80
6610-2	Intermediate	\$93.00	32%	\$63.24
6610-3	Advanced	\$114.00	32%	\$77.52
6610-4	Expert	\$130.00	32%	\$88.40
	<b>Security Management</b>			
	<b>Security Manager</b>			
6800-1	Team Leader	\$136.00	32%	\$92.48
6800-2	Manager	\$184.00	32%	\$125.12
6800-3	Sr.Manager	\$223.00	32%	\$151.64
	<b>Security Analyst</b>			

6810-1	Entry		\$93.00	32%	\$63.24
6810-2	Intermediate		\$121.00	32%	\$82.28
6810-3	Advanced		\$155.00	32%	\$105.40
6810-4	Expert		\$173.00	32%	\$117.64
6820	Data Security Specialist		\$143.00	32%	\$97.24
6830	Network Security Specialist		\$186.00	32%	\$126.48
6840	System Security Specialist		\$134.00	32%	\$91.12
6850	Web Security Specialist		\$155.00	32%	\$105.40
<b>Business Continuance Management</b>					
7000	Manager, Business Continuance		\$213.00	32%	\$144.84
7010	Business Continuance Specialist		\$158.00	32%	\$107.44
<b>Product Development</b>					
<i>Manager, Product Development</i>					
7200-1	Team Leader		\$127.00	32%	\$86.36
7200-2	Manager		\$173.00	32%	\$117.64
7200-3	Sr.Manager		\$229.00	32%	\$155.72
7210	Product Architect		\$224.00	32%	\$152.32
<i>Product Engineer</i>					
7220-1	Entry		\$91.00	32%	\$61.88
7220-2	Intermediate		\$121.00	32%	\$82.28
7220-3	Advanced		\$163.00	32%	\$110.84
7220-4	Expert		\$201.00	32%	\$136.68
<i>Product Developer</i>					
7230-1	Entry		\$107.00	32%	\$72.76
7230-2	Intermediate		\$148.00	32%	\$100.64
7230-3	Advanced		\$174.00	32%	\$118.32
7230-4	Expert		\$200.00	32%	\$136.00
<b>Systems Programming&amp; Admin.</b>					
<i>Manager, Systems Software</i>					
7400-1	Team Leader		\$180.00	32%	\$122.40
7400-2	Manager		\$209.00	32%	\$142.12
7400-3	Sr.Manager		\$263.00	32%	\$178.84
<i>Systems Architect</i>					
7410-1	Entry		\$94.00	32%	\$63.92
7410-2	Intermediate		\$139.00	32%	\$94.52
7410-3	Advanced		\$201.00	32%	\$136.68
7410-4	Expert		\$236.00	32%	\$160.48
<i>Systems Software Programmer</i>					
7420-1	Entry		\$109.00	32%	\$74.12
7420-2	Intermediate		\$137.00	32%	\$93.16
7420-3	Advanced		\$167.00	32%	\$113.56
7420-4	Expert		\$185.00	32%	\$125.80
<i>Groupware Specialist</i>					
7430-1	Entry		\$113.00	32%	\$76.84
7430-2	Intermediate		\$143.00	32%	\$97.24
7430-3	Advanced		\$154.00	32%	\$104.72
<i>Systems Administrator</i>					

7440-1	Entry		\$94.00	32%	\$63.92
7440-2	Intermediate		\$111.00	32%	\$75.48
7440-3	Advanced		\$143.00	32%	\$97.24
7440-4	Expert		\$160.00	32%	\$108.80
7450	UNIX System Administrator		\$165.00	32%	\$112.20
7460	Storage Management Specialist		\$157.00	32%	\$106.76
<b>Business Analysis and Plan</b>	<b>Director, Enterprise Architecture</b>				
7500	Director, Enterprise Architecture		\$314.00	32%	\$213.52
	<b>Manager, IT Business Planning</b>				
7600-1	Team Leader		\$176.00	32%	\$119.68
7600-2	Manager		\$232.00	32%	\$157.76
7600-3	Sr.Manager		\$235.00	32%	\$159.80
7610	Enterprise Architect		\$219.00	32%	\$148.92
	<b>Business Process Consultant</b>				
7620-1	Entry		\$79.00	32%	\$53.72
7620-2	Intermediate		\$123.00	32%	\$83.64
7620-3	Advanced		\$160.00	32%	\$108.80
7620-4	Expert		\$201.00	32%	\$136.68
	<b>IT Business Consultant</b>				
7630-1	Entry		\$97.00	32%	\$65.96
7630-2	Intermediate		\$135.00	32%	\$91.80
7630-3	Advanced		\$141.00	32%	\$95.88
7630-4	Expert		\$179.00	32%	\$121.72
	<b>Business Analyst</b>				
7640-1	Entry		\$76.00	32%	\$51.68
7640-2	Intermediate		\$119.00	32%	\$80.92
7640-3	Advanced		\$135.00	32%	\$91.80
7640-4	Expert		\$138.00	32%	\$93.84
7700	Director, Business Relationships		\$306.00	32%	\$208.08
7800	Manager, Customer Relations		\$196.00	32%	\$133.28
<b>Release Management</b>					
	<b>Configuration Management Analyst</b>				
8000-1	Entry		\$84.00	32%	\$57.12
8000-2	Intermediate		\$128.00	32%	\$87.04
8000-3	Advanced		\$130.00	32%	\$88.40
8010	Release/Build Engineer		\$143.00	32%	\$97.24
<b>Program Management</b>					
8200	Director, Program Management		\$282.00	32%	\$191.76
	<b>Program Manager</b>				
8210-1	Team Leader		\$155.00	32%	\$105.40
8210-2	Manager		\$179.00	32%	\$121.72
8210-3	Sr.Manager		\$214.00	32%	\$145.52
8210-4	Executive		\$261.00	32%	\$177.48
	<b>Project Manager</b>				
8220-1	Team Leader		\$153.00	32%	\$104.04
8220-2	Manager		\$172.00	32%	\$116.96
8220-3	Sr.Manager		\$178.00	32%	\$121.04

8220-4	Executive		\$222.00	32%	\$150.96
	<b>Project Leader</b>				
8230-1	Entry		\$96.00	32%	\$65.28
8230-2	Intermediate		\$159.00	32%	\$108.12
8230-3	Advanced		\$174.00	32%	\$118.32
8230-4	Expert		\$180.00	32%	\$122.40
8235	Project Management Specialist		\$124.00	32%	\$84.32
8240	Resource Manager		\$185.00	32%	\$125.80
<b>Customer Service Hotline</b>					
8400	Manager, Customer Service Hotline		\$121.00	32%	\$82.28
	<b>Customer Service Hotline Representative</b>				
8410-1	Entry		\$59.00	32%	\$40.12
8410-2	Intermediate		\$65.00	32%	\$44.20
8410-3	Advanced		\$82.00	32%	\$55.76
<b>Technical Product Support</b>					
	<b>Manager, Technical Product Support</b>				
8600-1	Team Leader		\$115.00	32%	\$78.20
8600-2	Manager		\$132.00	32%	\$89.76
8600-3	Sr.Manager		\$152.00	32%	\$103.36
8610	Technical Product Support Analyst		\$104.00	32%	\$70.72
	<b>Technical Product Support Specialist</b>				
8620-1	Entry		\$59.00	32%	\$40.12
8620-2	Intermediate		\$80.00	32%	\$54.40
8620-3	Advanced		\$101.00	32%	\$68.68

**Miscellaneous**

Product Name	Product Description	MSRP	Discount	State of Florida Price
Test Services Package	Per Additional 8-Hour Test Day Period	\$800.00	10%	\$720.00
Professional Services	Call Scripting, BC/DR services, and other (price per hour - excluding time, expenses, and materials)	\$200.00	25%	\$150.00
901-1006-XX00	ZD 1006 support up to 6 APs	\$1,284.00	6%	\$1,206.96
901-1012-XX00	ZD 1012 support up to 12 APs	\$2,140.00	6%	\$2,011.60
901-1025-XX00	ZD 1025 support up to 25 APs	\$4,280.00	6%	\$4,023.20
901-1050-XX00	ZD 1050 support up to 50 APs	\$7,490.00	6%	\$7,040.60
901-3025-XX00	ZD 3025 support up to 25 APs	\$6,420.00	6%	\$6,034.80
901-3050-XX00	ZD 3050 support up to 50 APs	\$9,630.00	6%	\$9,052.20
901-3100-XX00	ZD 3100 support up to 100 APs	\$16,050.00	6%	\$15,087.00
901-3250-XX00	ZD 3250 support up to 250 APs	\$32,100.00	6%	\$30,174.00
901-7962-XX01	ZF 7962 dual band 11n AP	\$1,048.95	6%	\$986.01
901-7363-XX01	ZF 7363 dual band 11n Mid Range AP	\$628.95	6%	\$591.21
901-7942-XX01	ZF 7942 11n AP	\$838.95	6%	\$788.61
901-7343-XX01	ZF 7343 single band 11n AP	\$523.95	6%	\$492.51



901-2942-XX01	ZF 2942 11g AP	\$418.95	6%	\$393.81
901-7762-XX01	ZF 7762 11n dual band Outdoor AP	\$2,278.86	6%	\$2,142.13
901-7731-XX02	ZF 7731 11n Outdoor PtP bridge (pair)	\$2,733.72	6%	\$2,569.70
901-7731-XX01	ZF 7731 11n Outdoor PtP bridge (single)	\$1,366.86	6%	\$1,284.85
901-2741-XX01	ZF 2741 11g Outdoor AP	\$1,024.86	6%	\$963.37

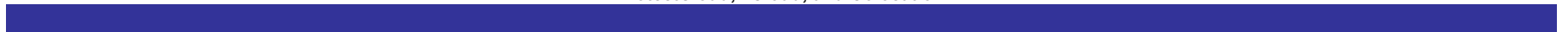
**Value Added Services**

Product Name	Product Description	MSRP	Discount	State of Florida Price
SSRCG-SSEPR	Site Security and Emergency Planning Risk Assessment, Facility Emergency Planning	TBD	32%	TBD
SSRCG-CDR	Conference Call and Document Review	\$3,676.47	32%	\$2,500.00
SSRCG-OMPFP	Onsite Meeting and Preparation of Facility Plans (limited size of SOW)	\$22,058.82	32%	\$15,000.00
SSRCG-HCR	Disaster Recovery Consultant (per hour)	\$294.12	32%	\$200.00
SSRCG-SCCE	Site Command and Control during Emergency (per hour)	\$404.41	32%	\$275.00
SSRCG-EE	Emergency Exercises, testing emergency procedures, tabletops, etc	\$404.41	32%	\$275.00
SSRCG-Training	Emergency procedures, ICS, NIMS (per hour)	\$257.35	32%	\$175.00

**Optional Support Services**

Product Name	Product Description	MSRP	Discount	State of Florida Price
MFN Satellite Access	Local Loop via Satellite Service for access to the MFN core Network	See MFN Pricing	0%	See MFN Pricing
SSRCG-SSEPR	Site Security and Emergency Planning Risk Assessment, Facility Emergency Planning	TBD	32%	TBD
SSRCG-CDR	Conference Call and Document Review	\$3,676.47	32%	\$2,500.00
SSRCG-OMPFP	Onsite Meeting and Preparation of Facility Plans (limited size of SOW)	\$22,058.82	32%	\$15,000.00
SSRCG-HCR	Hourly Consultant Rate	\$294.12	32%	\$200.00
SSRCG-SCCE	Site Command and Control during Emergency (per hour)	\$404.41	32%	\$275.00
SSRCG-EE	Emergency Exercises, testing emergency procedures, tabletops, etc	\$404.41	32%	\$275.00
SSRCG-Training	Emergency procedures, ICS, NIMS (per hour)	\$257.35	32%	\$175.00

**ProtectCloud, vCloud, and Colocation**



Model No.	Product Name and/or Description	MSRP	Discount	State of Florida Price
	<b>ProtectCloud Local Vault (LV)</b>			
PCLV0-4999	ProtectCloud Local Vault (LV) - 0-4999GB	\$ 1.00	10.00%	\$0.90
PCLV5000-9999	ProtectCloud Local Vault (LV) - 5000-9999GB	\$ 0.90	10.00%	\$0.81
PCLV10000-19999	ProtectCloud Local Vault (LV) - 10000-19999GB	\$ 0.75	10.00%	\$0.68
PCLV20000-49999	ProtectCloud Local Vault (LV) - 20000-49999GB	\$ 0.65	10.00%	\$0.59
PCLV50000+	ProtectCloud Local Vault (LV) - 50000+GB	\$ 0.50	10.00%	\$0.45
PCLVAPI	ProtectCloud Local Vault (LV) - API Integration PerGB	\$ 0.15	10.00%	\$0.14
PCLVEnc	ProtectCloud Local Vault (LV) - Encryption PerGB	\$ 0.15	10.00%	\$0.14
PCLVWORM	ProtectCloud Local Vault (LV) - WORM Storage PerGB	\$ 0.15	10.00%	\$0.14
PCLVCust	ProtectCloud Local Vault (LV) - Custom PerGB	\$ 1.00	10.00%	\$0.90
PCLVSrvcsBlock	ProtectCloud Local Vault (LV) One-Time Services Block	\$ 500.00	10.00%	\$450.00
PCLVTrnUnit	ProtectCloud Local Vault (LV) Training Unit	\$ 250.00	10.00%	\$225.00
	<b>ProtectCloud Remote Vault (RV)</b>			
PCRV0-4999	ProtectCloud Remote Vault (RV) - 0-4999GB	\$ 2.00	10.00%	\$1.80
PCRV5000-9999	ProtectCloud Remote Vault (RV) - 5000-9999GB	\$ 1.75	10.00%	\$1.58
PCRV10000-19999	ProtectCloud Remote Vault (RV) - 10000-19999GB	\$ 1.50	10.00%	\$1.35
PCRV20000-49999	ProtectCloud Remote Vault (RV) - 20000-49999GB	\$ 1.25	10.00%	\$1.13
PCRV50000+	ProtectCloud Remote Vault (RV) - 50000+GB	\$ 1.00	10.00%	\$0.90
PCRVAPI	ProtectCloud Remote Vault (RV) - API Integration PerGB	\$ 0.25	10.00%	\$0.23
PCRVEnc	ProtectCloud Remote Vault (RV) - Encryption PerGB	\$ 0.20	10.00%	\$0.18
PCRVWORM	ProtectCloud Remote Vault (RV) - WORM Storage PerGB	\$ 0.20	10.00%	\$0.18
PCRVCust	ProtectCloud Remote Vault (RV) - Custom PerGB	\$ 1.00	10.00%	\$0.90
PCRVPremDC	ProtectCloud Remote Vault (RV) - Premium DataCenter PerGB	\$ 1.00	10.00%	\$0.90
PCRVSrvcsBlock	ProtectCloud Remote Vault (RV) One-Time Services Block	\$ 500.00	10.00%	\$450.00
	<b>ProtectCloud &amp; vCloud Integration Services</b>			
PCRVStdIntg	ProtectCloud / vCloud Standard Integration	\$ 1,000.00	10.00%	\$900.00
PCRVCustIntg	ProtectCloud / vCloud Custom Integration	\$ 1,000.00	10.00%	\$900.00
	<b>ProtectCloud Software</b>			

PCEBMSte0-9	ProtectCloud Enterprise Backup & Management Software Suite Per TB 0-9	\$ 1,500.00	10.00%	\$1,350.00
PCEBMSte10-49	ProtectCloud Enterprise Backup & Management Software Suite Per TB 10-49	\$ 1,350.00	10.00%	\$1,215.00
PCEBMSte50-99	ProtectCloud Enterprise Backup & Management Software Suite Per TB 50-99	\$ 1,200.00	10.00%	\$1,080.00
PCEBMSte100+	ProtectCloud Enterprise Backup & Management Software Suite Per TB 100+	\$ 1,100.00	10.00%	\$990.00
PCEBMSrvcsBlock	ProtectCloud Enterprise Backup & Management One-Time Services Block	\$ 500.00	10.00%	\$450.00
PCEBMTrnUnit	ProtectCloud Enterprise Backup & Management Training Unit	\$ 250.00	10.00%	\$225.00
	<b>ProtectCloud HA Local Vault (LV)</b>			
PCHALVG/E0-4999	ProtectCloud HA Local Vault (LV) Backup Gov/Ed 0-4999GB	\$ 1.00	10.00%	\$0.90
PCHALVG/E5000-9999	ProtectCloud HA Local Vault (LV) Backup Gov/Ed 5000-9999GB	\$ 0.90	10.00%	\$0.81
PCHALVG/E10000-19999	ProtectCloud HA Local Vault (LV) Backup Gov/Ed 10000-19999GB	\$ 0.75	10.00%	\$0.68
PCHALVG/E120000-49999	ProtectCloud HA Local Vault (LV) Backup Gov/Ed 20000-49999GB	\$ 0.65	10.00%	\$0.59
PCHALVG/E50000+	ProtectCloud HA Local Vault (LV) Backup Gov/Ed 50000+GB	\$ 0.50	10.00%	\$0.50
PCHALVG/ESRVR1-19	ProtectCloud HA Local Vault (LV) Server HA Gov/Ed 1-19 Servers	\$ 150.00	10.00%	\$135.00
PCHALVG/ESRVR20-49	ProtectCloud HA Local Vault (LV) Server HA Gov/Ed 20-49 Servers	\$ 125.00	10.00%	\$112.50
PCHALVG/ESRVR50+	ProtectCloud HA Local Vault (LV) Server HA Gov/Ed 50+ Servers	\$ 100.00	10.00%	\$90.00
PCHALVSrvcsBlock	ProtectCloud HA Local Vault (LV) One-Time Services Block		10.00%	\$0.00
	<b>ProtectCloud HA Remote Vault (RV)</b>			<b>\$0.00</b>
PCHARVG/E0-4999	ProtectCloud HA Remote Vault (RV) Backup Gov/Ed 0-4999GB	\$ 2.00	10.00%	\$1.80
PCHARVG/E5000-9999	ProtectCloud HA Remote Vault (RV) Backup Gov/Ed 5000-9999GB	\$ 1.75	10.00%	\$1.58
PCHARVG/E10000-19999	ProtectCloud HA Remote Vault (RV) Backup Gov/Ed 10000-19999GB	\$ 1.50	10.00%	\$1.35
PCHARVG/E120000-49999	ProtectCloud HA Remote Vault (RV) Backup Gov/Ed 20000-49999GB	\$ 1.25	10.00%	\$1.13
PCHARVG/E50000+	ProtectCloud HA Remote Vault (RV) Backup Gov/Ed 50000+GB	\$ 1.00	10.00%	\$0.90
PCHARVG/ESRVR1-19	ProtectCloud HA Remote Vault (RV) Server HA Gov/Ed 1-19 Servers	\$ 200.00	10.00%	\$180.00
PCHARVG/ESRVR20-49	ProtectCloud HA Remote Vault (RV) Server HA Gov/Ed 20-49 Servers	\$ 175.00	10.00%	\$157.50

PCHARVG/ESRVR50+	ProtectCloud HA Remote Vault (RV)Server HA Gov/Ed 50+ Servers	\$ 150.00	10.00%	\$135.00
PCHARVG/EPremDC	ProtectCloud HA Remote Vault (RV) - Premium DataCenter PerGB	\$ 1.00	10.00%	\$0.90
PCHARVG/EStdIntg	ProtectCloud HA / vCloud Standard Integration	\$ 1,000.00	10.00%	\$900.00
PCHARVG/ECustIntg	ProtectCloud HA / vCloud Custom Integration	\$ 1,000.00	10.00%	\$900.00
				\$0.00
PCHARVG/ESrvcsBlock	ProtectCloud HA Remote Vault (RV) One-Time Services Block	\$ 500.00	10.00%	\$450.00
				\$0.00
	<b>vCloud (Pool)</b>			<b>\$0.00</b>
VCRPInitial5/10	vCloud Resource Pool Initial 5Ghz, 10GB Mem	\$ 3,150.00	10.00%	\$2,835.00
VCRP+1/2	vCloud Resource Pool Add 1Ghz, 2GB Mem	\$ 630.00	10.00%	\$567.00
VCRPLMVM5/20	vCloud Resource Pool Large Memory VM 5Ghz, 20GB Mem	\$ 4,600.00	10.00%	\$4,140.00
VCRPFiber100GB	vCloud Resource Pool Fiber Storage 100GB	\$ 160.00	10.00%	\$144.00
VCRPNASInitial1TB	vCloud Resource Pool Shared NAS Storage Initial 1TB	\$ 1,000.00	10.00%	\$900.00
VCRPNAS+250GB	vCloud Resource Pool Shared NAS Storage 250GB	\$ 250.00	10.00%	\$225.00
VCRPUPLOAD100GB	vCloud Additional VM Upload Storage 100GB	\$ 100.00	10.00%	\$90.00
VCRP+IP	vCloud Additional Public IP	\$ 10.00	10.00%	\$9.00
VCRPVPN1X1	vCloud LAN-LAN VPN: Initial + 1 x 1Mbps Tunnel	\$ 400.00	10.00%	\$360.00
VCRPVPN1X3	vCloud LAN-LAN VPN: Initial + 1 x 3Mbps Tunnel	\$ 1,100.00	10.00%	\$990.00
VCRPVPN1X6	vCloud LAN-LAN VPN: Initial + 1 x 6Mbps Tunnel	\$ 2,170.00	10.00%	\$1,953.00
VCRPVPN1X10	vCloud LAN-LAN VPN: Initial + 1 x 10Mbps Tunnel	\$ 2,570.00	10.00%	\$2,313.00
VCRPComMbps1-4	vCloud Resource Pool Committed Bandwidth PerMbps 1-4Mbps	\$ 100.00	10.00%	\$90.00
VCRPComMbps5-50	vCloud Resource Pool Committed Bandwidth PerMbps 5-50Mbps	\$ 50.00	10.00%	\$45.00
VCRPComMbps51-150	vCloud Resource Pool Committed Bandwidth PerMbps 51-150Mbps	\$ 40.00	10.00%	\$36.00
VCRPComMbps151-500	vCloud Resource Pool Committed Bandwidth PerMbps 151-500Mbps	\$ 30.00	10.00%	\$27.00
VCRPComMbps501+	vCloud Resource Pool Committed Bandwidth PerMbps 501Mbps-1Gbps	\$ 30.00	10.00%	\$27.00
VCRP+SecBdl	vCloud Resource Pool Essential Security Bundle	\$ 3,500.00	10.00%	\$3,150.00
VCRPSrvcsBlock	vCloud Resource Pool One-Time Services Block	\$ 1,000.00	10.00%	\$900.00
VCOSMgmt	vCloud Server and OS Management (Monthly)	\$ 600.00	10.00%	\$540.00
	<b>vCloud Data Backup &amp; Restore (BDR)</b>			<b>\$0.00</b>
VCDBRInitial500GB	vCloud Data Backup & Restore (DBR) Intial 500GB	\$ 984.00	10.00%	\$885.60
VCDBR+1GB	vCloud Data Backup & Restore (DBR) Additional 1GB	\$ 1.97	10.00%	\$1.77

VCDBRSrvcsBlock	vCloud Data Backup & RestorE (DBR) One-Time Services Block	\$ 1,000.00	10.00%	\$900.00
	<b>vCloud Virtual Disaster Recovery (VDR)</b>		10.00%	
VCVDRSetup	vCloud Virtual Disaster Recovery (VDR) One-Time New Customer Install	\$ 18,000.00	10.00%	\$16,200.00
VCVDRAppVM	vCloud VDR Application-Replicated Virtual Machine	\$ 224.00	10.00%	\$201.60
VCVDRAppVMInstall	vCloud VDR Application-Replicated Virtual Machine One-Time Install Per VM	\$ 224.00	10.00%	\$201.60
VCVDRArVM	vCloud VDR Array-Replicated Virtual Machine	\$ 426.00	10.00%	\$383.40
VCVDRArVMInstall	vCloud VDR Array-Replicated Virtual Machine One-Time Install Per VM	\$ 224.00	10.00%	\$201.60
VCVDRHypVM	vCloud VDR Hypervisor-Replicated Virtual Machine	\$ 476.00	10.00%	\$428.40
VCVDRHypVMInstall	vCloud VDR Hypervisor-Replicated Virtual Machine One-Time Install Per VM	\$ 450.00	10.00%	\$405.00
VCVDRStor1000GB	vCloud VDR Additional Usable Storage Block 1000GB	\$ 406.00	10.00%	\$365.40
VCVDRSRO1000GB	vCloud VDR SRO Storage Block 1000GB	\$ 580.00	10.00%	\$522.00
VCVDRSROsrvcsBlock	vCloud VDR SRO Services One-Time Services Block	\$ 1,600.00	10.00%	\$1,440.00
	<b>vCloud Hybrid Deployment Suite</b>			
VCHDS1/4Single	vCloud Hybrid Deployment Suite: 1/4 Cabinet - Single Device (8U, 360W)	\$ 1,020.00	10.00%	\$918.00
VCHDS1/4	vCloud Hybrid Deployment Suite: 1/4 Cabinet - (8U, 1.6kW)	\$ 1,600.00	10.00%	\$1,440.00
VCHDSSrvcsBlock	vCloud Hybrid Deployment Suite One-Time Services Block	\$ 1,100.00	10.00%	\$990.00
VCHDSMthSrvcs	vCloud Hybrid Deployment Suite Recurring Services Block	\$ 1,000.00	10.00%	\$900.00
VCHDSCPUBlock	vCloud Hybrid Deployment Suite One-Time Compute Block	\$ 1,000.00	10.00%	\$900.00
VCHDSMthCPU	vCloud Hybrid Deployment Suite Recurring Compute Block	\$ 1,000.00	10.00%	\$900.00
VCHDSSecrBlock	vCloud Hybrid Deployment Suite One-Time Custom Security Block	\$ 1,000.00	10.00%	\$900.00
VCHDSMthSecr	vCloud Hybrid Deployment Suite Recurring Security Block	\$ 1,000.00	10.00%	\$900.00
VCHDSNtwkBlock	vCloud Hybrid Deployment Suite One-Time Custom Network Block	\$ 1,000.00	10.00%	\$900.00
VCHDSMthNtwk	vCloud Hybrid Deployment Suite Recurring Network Block	\$ 1,000.00	10.00%	\$900.00
VCHDSPtfmBlock	vCloud Hybrid Deployment Suite One-Time Platform Block	\$ 1,000.00	10.00%	\$900.00
VCHDSMthPtfmA	vCloud Hybrid Deployment Suite Recurring Platform Block A	\$ 250.00	10.00%	\$225.00

VCHDSMthPtfmB	vCloud Hybrid Deployment Suite Recurring Platform Block B	\$ 500.00	10.00%	\$450.00
VCHDSMthPtfmC	vCloud Hybrid Deployment Suite Recurring Platform Block C	\$ 1,000.00	10.00%	\$900.00
VCHDSCustBlock	vCloud Hybrid Deployment Suite One-Time Custom Block	\$ 1,000.00	10.00%	\$900.00
VCHDSMthCustA	vCloud Hybrid Deployment Suite Recurring Custom Block A	\$ 1,000.00	10.00%	\$900.00
VCHDSMthCustB	vCloud Hybrid Deployment Suite Recurring Custom Block B	\$ 5,000.00	10.00%	\$4,500.00
VCHDSMthCustC	vCloud Hybrid Deployment Suite Recurring Custom Block C	\$ 10,000.00	10.00%	\$9,000.00
PCR/StdIntg	ProtectCloud / vCloud Standard Integration	\$ 1,000.00	10.00%	\$900.00
PCR/CustIntg	ProtectCloud / vCloud Custom Integration	\$ 1,000.00	10.00%	\$900.00
				\$0.00
	<b>Premium Colocation</b>			<b>\$0.00</b>
CoLoPremCab	Premium DataCenter CoLo 7' Cabinet	\$ 2,400.00	10.00%	\$2,160.00
CoLoPremSqFt	Premium DataCenter Square Footage	\$ 120.00	10.00%	\$108.00
CoLoPrem120SP20AB	Premium 120vAC, SP, 20amp, CPS (A&B)	\$ 1,420.00	10.00%	\$1,278.00
CoLoPrem120SP30AB	Premium 120vAC, SP, 30amp, CPS (A&B)	\$ 2,140.00	10.00%	\$1,926.00
CoLoPrem120SP50AB	Premium 120vAC, SP, 50amp, CPS (A&B)	\$ 3,560.00	10.00%	\$3,204.00
CoLoPrem120SP60AB	Premium 120vAC, SP, 60amp, CPS (A&B)	\$ 4,260.00	10.00%	\$3,834.00
CoLoPrem120SPCustA B	Premium 120vAC, SP, Custom Unit, CPS (A&B)	\$ 500.00	10.00%	\$450.00
CoLoPrem208SP20AB	Premium 208vAC, SP, 20amp, CPS (A&B)	\$ 2,840.00	10.00%	\$2,556.00
CoLoPrem208SP30AB	Premium 208vAC, SP, 30amp, CPS (A&B)	\$ 4,260.00	10.00%	\$3,834.00
CoLoPrem208SP50AB	Premium 208vAC, SP, 50amp, CPS (A&B)	\$ 7,100.00	10.00%	\$6,390.00
CoLoPrem208SP60AB	Premium 208vAC, SP, 60amp, CPS (A&B)	\$ 8,520.00	10.00%	\$7,668.00
CoLoPrem208SPCustA B	Premium 208vAC, SP, Custom Unit, CPS (A&B)	\$ 500.00	10.00%	\$450.00
CoLoPrem2083P20AB	Premium 208vAC, 3P, 20amp, CPS (A&B)	\$ 4,260.00	10.00%	\$3,834.00
CoLoPrem2083P30AB	Premium 208vAC, 3P, 30amp, CPS (A&B)	\$ 6,380.00	10.00%	\$5,742.00
CoLoPrem2083P50AB	Premium 208vAC, 3P, 50amp, CPS (A&B)	\$ 10,640.00	10.00%	\$9,576.00
CoLoPrem2083P60AB	Premium 208vAC, 3P, 60amp, CPS (A&B)	\$ 12,760.00	10.00%	\$11,484.00

CoLoPrem2083PCustA B	Premium 208vAC, 3P, Custom Unit, CPS (A&B)	\$ 500.00	10.00%	\$450.00
CoLoPrem-4820	Premium -48vDC, 20amp (A&B)	\$ 920.00	10.00%	\$828.00
CoLoPrem-4830	Premium -48vDC, 30amp (A&B)	\$ 1,380.00	10.00%	\$1,242.00
CoLoPrem-48Cust	Premium -48vDC, Custom Unit (A&B)	\$ 500.00	10.00%	\$450.00
CoLoPremCoolCab220	Premium Cooling Uplift: Cabinet (upto 220W/sqft)	\$ 400.00	10.00%	\$360.00
CoLoPremCoolCab400	Premium Cooling Uplift: Cabinet (upto 400W/sqft)	\$ 800.00	10.00%	\$720.00
CoLoPremCoolSF160	Premium Cooling Uplift: Square Footage (upto 160W/sqft)	\$ 4.00	10.00%	\$3.60
CoLoPremCoolSF200	Premium Cooling Uplift: Square Footage (upto 200W/sqft)	\$ 8.00	10.00%	\$7.20
CoLoPremCoolSF240	Premium Cooling Uplift: Square Footage (upto 240W/sqft)	\$ 12.00	10.00%	\$10.80
CoLoPremCoolSFCust	Premium Cooling Uplift: Square Footage (Custom/sqft)	\$ 5.00	10.00%	\$4.50
CoLoPremMRSSrvsBlo ck	Premium Managed Router Service (MRS) One-Time Service Block	\$ 500.00	10.00%	\$450.00
CoLoPremMRS1-4	Premium Managed Router Service (MRS) CIR, PerMbps 1- 4Mbps	\$ 100.00	10.00%	\$90.00
CoLoPremMRS5-50	Premium Managed Router Service (MRS) CIR, PerMbps 5- 50Mbps	\$ 50.00	10.00%	\$45.00
CoLoPremMRS51-150	Premium Managed Router Service (MRS) CIR, PerMbps 51- 150Mbps	\$ 40.00	10.00%	\$36.00
CoLoPremMRS151- 500	Premium Managed Router Service (MRS) CIR, PerMbps 151- 500Mbps	\$ 30.00	10.00%	\$27.00
CoLoPremMRS501+	Premium Managed Router Service (MRS) CIR, PerMbps 501Mbps-1Gbps	\$ 30.00	10.00%	\$27.00
	<b>Standard Colocation</b>			
CoLoStdCab	Standard DataCenter CoLo 7' Cabinet	\$ 2,000.00	10.00%	\$1,800.00
CoLoStdSqFt	Standard DataCenter Square Footage	\$ 100.00	10.00%	\$90.00
CoLoStd120SP20AB	Standard 120vAC, SP, 20amp, CPS (A&B)	\$ 1,280.00	10.00%	\$1,152.00
CoLoStd120SP30AB	Standard 120vAC, SP, 30amp, CPS (A&B)	\$ 1,920.00	10.00%	\$1,728.00
CoLoStd120SP50AB	Standard 120vAC, SP, 50amp, CPS (A&B)	\$ 3,200.00	10.00%	\$2,880.00
CoLoStd120SP60AB	Standard 120vAC, SP, 60amp, CPS (A&B)	\$ 3,840.00	10.00%	\$3,456.00
CoLoStd120SPCustAB	Standard 120vAC, SP, Custom Unit, CPS (A&B)	\$ 400.00	10.00%	\$360.00
CoLoStd208SP20AB	Standard 208vAC, SP, 20amp, CPS (A&B)	\$ 2,560.00	10.00%	\$2,304.00
CoLoStd208SP30AB	Standard 208vAC, SP, 30amp, CPS (A&B)	\$ 3,840.00	10.00%	\$3,456.00
CoLoStd208SP50AB	Standard 208vAC, SP, 50amp, CPS (A&B)	\$ 6,400.00	10.00%	\$5,760.00
CoLoStd208SP60AB	Standard 208vAC, SP, 60amp, CPS (A&B)	\$ 7,660.00	10.00%	\$6,894.00
CoLoStd208SPCustAB	Standard 208vAC, SP, Custom Unit, CPS (A&B)	\$ 400.00	10.00%	\$360.00

CoLoStd2083P20AB	Standard 208vAC, 3P, 20amp, CPS (A&B)	\$ 3,840.00	10.00%	\$3,456.00
CoLoStd2083P30AB	Standard 208vAC, 3P, 30amp, CPS (A&B)	\$ 5,740.00	10.00%	\$5,166.00
CoLoStd2083P50AB	Standard 208vAC, 3P, 50amp, CPS (A&B)	\$ 9,580.00	10.00%	\$8,622.00
CoLoStd2083P60AB	Standard 208vAC, 3P, 60amp, CPS (A&B)	\$ 11,480.00	10.00%	\$10,332.00
CoLoStd2083PCustAB	Standard 208vAC, 3P, Custom Unit, CPS (A&B)	\$ 400.00	10.00%	\$360.00
CoLoStd-4820	Standard -48vDC, 20amp (A&B)	\$ 820.00	10.00%	\$738.00
CoLoStd-4830	Standard -48vDC, 30amp (A&B)	\$ 1,240.00	10.00%	\$1,116.00
CoLoPremCoLoStd	Standard -48vDC, Custom Unit (A&B)	\$ 400.00	10.00%	\$360.00
CoLoStdCoolCab220	Standard Cooling Uplift: Cabinet (upto 220W/sqft)	\$ 400.00	10.00%	\$360.00
CoLoStdCoolCab400	Standard Cooling Uplift: Cabinet (upto 400W/sqft)	\$ 800.00	10.00%	\$720.00
CoLoStdCoolSF160	Standard Cooling Uplift: Square Footage (upto 160W/sqft)	\$ 4.00	10.00%	\$3.60
CoLoStdCoolSF200	Standard Cooling Uplift: Square Footage (upto 200W/sqft)	\$ 8.00	10.00%	\$7.20
CoLoStdCoolSF240	Standard Cooling Uplift: Square Footage (upto 240W/sqft)	\$ 12.00	10.00%	\$10.80
CoLoStdCoolSFCust	Standard Cooling Uplift: Square Footage (Custom/sqft)	\$ 5.00	10.00%	\$4.50
CoLoStdMRSSrvsBlock	Standard Managed Router Service (MRS) One-Time Service Block	\$ 500.00	10.00%	\$450.00
CoLoStdMRS1-4	Standard Managed Router Service (MRS) CIR, PerMbps 1-4Mbps	\$ 100.00	10.00%	\$90.00
CoLoStdMRS5-50	Standard Managed Router Service (MRS) CIR, PerMbps 5-50Mbps	\$ 50.00	10.00%	\$45.00
CoLoStdMRS51-150	Standard Managed Router Service (MRS) CIR, PerMbps 51-150Mbps	\$ 40.00	10.00%	\$36.00
CoLoStdMRS151-500	Standard Managed Router Service (MRS) CIR, PerMbps 151-500Mbps	\$ 30.00	10.00%	\$27.00
CoLoStdMRS501+	Standard Managed Router Service (MRS) CIR, PerMbps 501Mbps-1Gbps	\$ 30.00	10.00%	\$27.00
	<b>vCloud On Demand</b>			
VCOD.5/1	vCloud On Demand Virtual Config 0.5GB / 1 VPU Per Hr	\$ 0.10	10.00%	\$0.09
VCOD.5/2	vCloud On Demand Virtual Config 0.5GB / 2 VPU Per Hr	\$ 0.11	10.00%	\$0.10
VCOD.5/4	vCloud On Demand Virtual Config 0.5GB / 4 VPU Per Hr	\$ 0.11	10.00%	\$0.10
VCOD.5/8	vCloud On Demand Virtual Config 0.5GB / 8 VPU Per Hr	\$ 0.12	10.00%	\$0.11
VCOD1/1	vCloud On Demand Virtual Config 1GB / 1 VPU Per Hr	\$ 0.19	10.00%	\$0.17
VCOD1/2	vCloud On Demand Virtual Config 1GB / 2 VPU Per Hr	\$ 0.21	10.00%	\$0.19
VCOD1/4	vCloud On Demand Virtual Config 1GB / 4 VPU Per Hr	\$ 0.22	10.00%	\$0.20
VCOD1/8	vCloud On Demand Virtual Config 1GB / 8 VPU Per Hr	\$ 0.24	10.00%	\$0.22
VCOD1.5/1	vCloud On Demand Virtual Config 1.5GB / 1 VPU Per Hr	\$ 0.35	10.00%	\$0.32
VCOD1.5/2	vCloud On Demand Virtual Config 1.5GB / 2 VPU Per Hr	\$ 0.36	10.00%	\$0.32



VCOD1.5/4	vCloud On Demand Virtual Config 1.5GB / 4 VPU Per Hr	\$ 0.37	10.00%	\$0.33
VCOD1.5/8	vCloud On Demand Virtual Config 1.5GB / 8 VPU Per Hr	\$ 0.38	10.00%	\$0.34
VCOD2/1	vCloud On Demand Virtual Config 2GB / 1 VPU Per Hr	\$ 0.47	10.00%	\$0.42
VCOD2/2	vCloud On Demand Virtual Config 2GB / 2 VPU Per Hr	\$ 0.48	10.00%	\$0.43
VCOD2/4	vCloud On Demand Virtual Config 2GB / 4 VPU Per Hr	\$ 0.49	10.00%	\$0.44
VCOD2/8	vCloud On Demand Virtual Config 2GB / 8 VPU Per Hr	\$ 0.50	10.00%	\$0.45
VCOD4/1	vCloud On Demand Virtual Config 4GB / 1 VPU Per Hr	\$ 0.74	10.00%	\$0.67
VCOD4/2	vCloud On Demand Virtual Config 4GB / 2 VPU Per Hr	\$ 0.76	10.00%	\$0.68
VCOD4/4	vCloud On Demand Virtual Config 4GB / 4 VPU Per Hr	\$ 0.78	10.00%	\$0.70
VCOD4/8	vCloud On Demand Virtual Config 4GB / 8 VPU Per Hr	\$ 0.80	10.00%	\$0.72
VCOD8/1	vCloud On Demand Virtual Config 8GB / 1 VPU Per Hr	\$ 0.97	10.00%	\$0.87
VCOD8/2	vCloud On Demand Virtual Config 8GB / 2 VPU Per Hr	\$ 0.98	10.00%	\$0.88
VCOD8/4	vCloud On Demand Virtual Config 8GB / 4 VPU Per Hr	\$ 1.00	10.00%	\$0.90
VCOD8/8	vCloud On Demand Virtual Config 8GB / 8 VPU Per Hr	\$ 1.15	10.00%	\$1.04
VCOD12/1	vCloud On Demand Virtual Config 12GB / 1 VPU Per Hr	\$ 1.38	10.00%	\$1.24
VCOD12/2	vCloud On Demand Virtual Config 12GB / 2 VPU Per Hr	\$ 1.40	10.00%	\$1.26
VCOD12/4	vCloud On Demand Virtual Config 12GB / 4 VPU Per Hr	\$ 1.42	10.00%	\$1.28
VCOD12/8	vCloud On Demand Virtual Config 12GB / 8 VPU Per Hr	\$ 1.50	10.00%	\$1.35
VCOD16/1	vCloud On Demand Virtual Config 16GB / 1 VPU Per Hr	\$ 1.56	10.00%	\$1.40
VCOD16/2	vCloud On Demand Virtual Config 16GB / 2 VPU Per Hr	\$ 1.58	10.00%	\$1.42
VCOD16/4	vCloud On Demand Virtual Config 16GB / 4 VPU Per Hr	\$ 1.60	10.00%	\$1.44
VCOD16/8	vCloud On Demand Virtual Config 16GB / 8 VPU Per Hr	\$ 1.75	10.00%	\$1.58
VCOD250GBBlock	vCloud On Demand Primary Storage Block 250GB Per Hr	\$ 0.35	10.00%	\$0.32
VCODCom1stMbps	vCloud OD Committed Bandwidth 1st Mbps (Monthly)	\$ 100.00	10.00%	\$90.00
VCODComMbps2-4	vCloud OD Committed Bandwidth PerMbps 2-4Mbps (Monthly)	\$ 100.00	10.00%	\$90.00
VCODComMbps5-50	vCloud OD Committed Bandwidth PerMbps 5-50Mbps (Monthly)	\$ 50.00	10.00%	\$45.00
VCODComMbps51-150	vCloud OD Committed Bandwidth PerMbps 51-150Mbps (Monthly)	\$ 40.00	10.00%	\$36.00
VCOD151-500	vCloud OD Committed Bandwidth PerMbps 150-500Mbps (Monthly)	\$ 30.00	10.00%	\$27.00
VCODComMbps501+	vCloud OD Committed Bandwidth PerMbps 500Mbps-1Gbps (Monthly)	\$ 30.00	10.00%	\$27.00
VCODSrvcsBlock	vCloud On Demand One-Time Services Block	\$ 1,000.00	10.00%	\$900.00

Model Num. / Product Name	Product description	MSRP	Discount	State Price of Florida
	<b>Hayes CloudConnect Compute for Disaster Recovery and High Availability</b>			

	Detailed Use Case: The below categories represent cloud compute options with various different operating systems that are leveraged for the following Disaster Recovery and/or High Availability scenarios. 1). Server or application high availability or failover. 2) For applications that conduct their own backup and high availability activities, a second replication target of the application is often required in the DR environment. 3). A secondary copy of the backup and archival software applications are often required to run in the DR environment as a replicated target for the on-premise primary application.						
	<b>Linux/UNIX</b>						
	vCPU	ECU	Memory (GiB)	Instance Storage (GB)			
HCC-A-OD-LU-GP-T2-1	1	Variable	0.5	EBS Only	\$0.06	10%	\$0.05
HCC-A-OD-LU-GP-T2-2	1	Variable	1	EBS Only	\$0.07	10%	\$0.06
HCC-A-OD-LU-GP-T2-3	1	Variable	2	EBS Only	\$0.10	10%	\$0.09
HCC-A-OD-LU-GP-T2-4	2	Variable	4	EBS Only	\$0.16	10%	\$0.14
HCC-A-OD-LU-GP-T2-5	2	Variable	8	EBS Only	\$0.27	10%	\$0.24
HCC-A-OD-LU-GP-M4-1	2	6.5	8	EBS Only	\$0.31	10%	\$0.28
HCC-A-OD-LU-GP-M4-2	4	13	16	EBS Only	\$0.57	10%	\$0.51
HCC-A-OD-LU-GP-M4-3	8	26	32	EBS Only	\$1.10	10%	\$0.99
HCC-A-OD-LU-GP-M4-4	16	53.5	64	EBS Only	\$2.15	10%	\$1.93
HCC-A-OD-LU-GP-M4-5	40	124.5	160	EBS Only	\$5.31	10%	\$4.78
HCC-A-OD-LU-GP-M3-1	1	3	3.75	1 x 4 SSD	\$0.19	10%	\$0.17
HCC-A-OD-LU-GP-M3-2	2	6.5	7.5	1 x 32 SSD	\$0.33	10%	\$0.30
HCC-A-OD-LU-GP-M3-3	4	13	15	2 x 40 SSD	\$0.63	10%	\$0.56
HCC-A-OD-LU-GP-M3-4	8	26	30	2 x 80 SSD	\$1.21	10%	\$1.09
	<b>Compute Optimized</b>						
HCC-A-OD-LU-CO-C4-1	2	8	3.75	EBS Only	\$0.27	10%	\$0.25
HCC-A-OD-LU-CO-C4-2	4	16	7.5	EBS Only	\$0.50	10%	\$0.45
HCC-A-OD-LU-CO-C4-3	8	31	15	EBS Only	\$0.96	10%	\$0.87
HCC-A-OD-LU-CO-C4-4	16	62	30	EBS Only	\$1.89	10%	\$1.70
HCC-A-OD-LU-CO-C4-5	36	132	60	EBS Only	\$3.73	10%	\$3.35
HCC-A-OD-LU-CO-C3-1	2	7	3.75	2 x 16 SSD	\$0.27	10%	\$0.25
HCC-A-OD-LU-CO-C3-2	4	14	7.5	2 x 40 SSD	\$0.50	10%	\$0.45
HCC-A-OD-LU-CO-C3-3	8	28	15	2 x 80 SSD	\$0.97	10%	\$0.87
HCC-A-OD-LU-CO-C3-4	16	55	30	2 x 160 SSD	\$1.89	10%	\$1.70
HCC-A-OD-LU-CO-C3-5	32	108	60	2 x 320 SSD	\$3.74	10%	\$3.36
	<b>GPU Instances</b>						
HCC-A-OD-LU-GPU-G2-1	8	26	15	60 SSD	\$1.47	10%	\$1.32
HCC-A-OD-LU-GPU-G2-2	32	104	60	2 x 120 SSD	\$5.76	10%	\$5.19
	<b>Memory Optimized</b>						
HCC-A-OD-LU-MO-X1-1	128	349	1952	2 x 1920 SSD	\$29.39	10%	\$26.45
HCC-A-OD-LU-MO-R3-1	2	6.5	15	1 x 32 SSD	\$0.41	10%	\$0.37
HCC-A-OD-LU-MO-R3-2	4	13	30.5	1 x 80 SSD	\$0.77	10%	\$0.70
HCC-A-OD-LU-MO-R3-3	8	26	61	1 x 160 SSD	\$1.51	10%	\$1.35
HCC-A-OD-LU-MO-R3-4	16	52	122	1 x 320 SSD	\$2.97	10%	\$2.67

HCC-A-OD-LU-MO-R3-5	32	104	244	2 x 320 SSD	\$5.89	10%	\$5.30
<b>Storage Optimized</b>							
HCC-A-OD-LU-SO-I2-1	4	14	30.5	1 x 800 SSD	\$1.92	10%	\$1.73
HCC-A-OD-LU-SO-I2-2	8	27	61	2 x 800 SSD	\$3.79	10%	\$3.41
HCC-A-OD-LU-SO-I2-3	16	53	122	4 x 800 SSD	\$7.54	10%	\$6.79
HCC-A-OD-LU-SO-I2-4	32	104	244	8 x 800 SSD	\$15.05	10%	\$13.54
HCC-A-OD-LU-SO-D2-1	4	14	30.5	3 x 2000 HDD	\$1.56	10%	\$1.40
HCC-A-OD-LU-SO-D2-2	8	28	61	6 x 2000 HDD	\$3.08	10%	\$2.77
HCC-A-OD-LU-SO-D2-3	16	56	122	12 x 2000 HDD	\$6.11	10%	\$5.50
HCC-A-OD-LU-SO-D2-4	36	116	244	24 x 2000 HDD	\$12.19	10%	\$10.97
<b>Red hat Enterprise LINUX</b>							
	vCPU	ECU	Memory (GiB)	Instance Storage (GB)			
HCC-A-OD-RH-GP-T2-1	1	Variable	1	EBS Only	\$0.20	10%	\$0.18
HCC-A-OD-RH-GP-T2-2	1	Variable	2	EBS Only	\$0.23	10%	\$0.21
HCC-A-OD-RH-GP-T2-3	2	Variable	4	EBS Only	\$0.29	10%	\$0.26
HCC-A-OD-RH-GP-T2-4	2	Variable	8	EBS Only	\$0.40	10%	\$0.36
HCC-A-OD-RH-GP-M4-1	2	6.5	8	EBS Only	\$0.44	10%	\$0.39
HCC-A-OD-RH-GP-M4-2	4	13	16	EBS Only	\$0.70	10%	\$0.63
HCC-A-OD-RH-GP-M4-3	8	26	32	EBS Only	\$1.38	10%	\$1.24
HCC-A-OD-RH-GP-M4-4	16	53.5	64	EBS Only	\$2.44	10%	\$2.19
HCC-A-OD-RH-GP-M4-5	40	124.5	160	EBS Only	\$5.59	10%	\$5.04
HCC-A-OD-RH-GP-M3-1	1	3	3.75	1 x 4 SSD	\$0.32	10%	\$0.29
HCC-A-OD-RH-GP-M3-2	2	6.5	7.5	1 x 32 SSD	\$0.47	10%	\$0.42
HCC-A-OD-RH-GP-M3-3	4	13	15	2 x 40 SSD	\$0.76	10%	\$0.68
HCC-A-OD-RH-GP-M3-4	8	26	30	2 x 80 SSD	\$1.50	10%	\$1.35
<b>Compute Optimized</b>							
HCC-A-OD-RH-CO-C4-1	2	8	3.75	EBS Only	\$0.49	10%	\$0.44
HCC-A-OD-RH-CO-C4-2	4	16	7.5	EBS Only	\$0.72	10%	\$0.65
HCC-A-OD-RH-CO-C4-3	8	31	15	EBS Only	\$1.18	10%	\$1.07
HCC-A-OD-RH-CO-C4-4	16	62	30	EBS Only	\$2.11	10%	\$1.90
HCC-A-OD-RH-CO-C4-5	36	132	60	EBS Only	\$3.95	10%	\$3.55
HCC-A-OD-RH-CO-C3-1	2	7	3.75	2 x 16 SSD	\$0.49	10%	\$0.44
HCC-A-OD-RH-CO-C3-2	4	14	7.5	2 x 40 SSD	\$0.72	10%	\$0.65
HCC-A-OD-RH-CO-C3-3	8	28	15	2 x 80 SSD	\$1.19	10%	\$1.07
HCC-A-OD-RH-CO-C3-4	16	55	30	2 x 160 SSD	\$2.11	10%	\$1.90
HCC-A-OD-RH-CO-C3-5	32	108	60	2 x 320 SSD	\$4.02	10%	\$3.62
<b>GPU Instances</b>							
HCC-A-OD-RH-GPU-G2-1	8	26	15	60 SSD	\$1.76	10%	\$1.58
HCC-A-OD-RH-GPU-G2-2	32	104	60	2 x 120 SSD	\$6.05	10%	\$5.44
<b>Memory Optimized</b>							
HCC-A-OD-RH-MO-X1-1	128	349	1952	2 x 1920 SSD	\$29.67	10%	\$26.70

HCC-A-OD-RH-MO-R3-1	2	6.5	15	1 x 32 SSD	\$0.54	10%	\$0.49
HCC-A-OD-RH-MO-R3-2	4	13	30.5	1 x 80 SSD	\$0.91	10%	\$0.82
HCC-A-OD-RH-MO-R3-3	8	26	61	1 x 160 SSD	\$1.79	10%	\$1.61
HCC-A-OD-RH-MO-R3-4	16	52	122	1 x 320 SSD	\$3.25	10%	\$2.93
HCC-A-OD-RH-MO-R3-5	32	104	244	2 x 320 SSD	\$6.18	10%	\$5.56
<b>Storage Optimized</b>							
HCC-A-OD-RH-SO-I2-1	4	14	30.5	1 x 800 SSD	\$2.05	10%	\$1.85
HCC-A-OD-RH-SO-I2-2	8	27	61	2 x 800 SSD	\$4.08	10%	\$3.67
HCC-A-OD-RH-SO-I2-3	16	53	122	4 x 800 SSD	\$7.83	10%	\$7.05
HCC-A-OD-RH-SO-I2-4	32	104	244	8 x 800 SSD	\$15.33	10%	\$13.80
HCC-A-OD-RH-SO-D2-1	4	14	30.5	3 x 2000 HDD	\$1.69	10%	\$1.52
HCC-A-OD-RH-SO-D2-2	8	28	61	6 x 2000 HDD	\$3.36	10%	\$3.03
HCC-A-OD-RH-SO-D2-3	16	56	122	12 x 2000 HDD	\$6.40	10%	\$5.76
HCC-A-OD-RH-SO-D2-4	36	116	244	24 x 2000 HDD	\$12.47	10%	\$11.22
<b>SUSE Linux Enterprise Server</b>							
	vCPU	ECU	Memory (GiB)	Instance Storage (GB)			
HCC-A-OD-SUSE-GP-T2-1	1	Variable	0.5	EBS Only	\$0.41	10%	\$0.36
HCC-A-OD-SUSE-GP-T2-2	1	Variable	1	EBS Only	\$0.09	10%	\$0.08
HCC-A-OD-SUSE-GP-T2-3	1	Variable	2	EBS Only	\$0.17	10%	\$0.15
HCC-A-OD-SUSE-GP-T2-4	2	Variable	4	EBS Only	\$0.38	10%	\$0.34
HCC-A-OD-SUSE-GP-T2-5	2	Variable	8	EBS Only	\$0.49	10%	\$0.44
HCC-A-OD-SUSE-GP-M4-1	2	6.5	8	EBS Only	\$0.53	10%	\$0.47
HCC-A-OD-SUSE-GP-M4-2	4	13	16	EBS Only	\$0.92	10%	\$0.83
HCC-A-OD-SUSE-GP-M4-3	8	26	32	EBS Only	\$1.32	10%	\$1.18
HCC-A-OD-SUSE-GP-M4-4	16	53.5	64	EBS Only	\$2.37	10%	\$2.13
HCC-A-OD-SUSE-GP-M4-5	40	124.5	160	EBS Only	\$5.53	10%	\$4.98
HCC-A-OD-SUSE-GP-M3-1	1	3	3.75	1 x 4 SSD	\$0.41	10%	\$0.37
HCC-A-OD-SUSE-GP-M3-2	2	6.5	7.5	1 x 32 SSD	\$0.55	10%	\$0.50
HCC-A-OD-SUSE-GP-M3-3	4	13	15	2 x 40 SSD	\$0.85	10%	\$0.76
HCC-A-OD-SUSE-GP-M3-4	8	26	30	2 x 80 SSD	\$1.43	10%	\$1.29
<b>Compute Optimized</b>							
HCC-A-OD-SUSE-CO-C4-1	2	8	3.75	EBS Only	\$0.49	10%	\$0.44
HCC-A-OD-SUSE-CO-C4-2	4	16	7.5	EBS Only	\$0.72	10%	\$0.65
HCC-A-OD-SUSE-CO-C4-3	8	31	15	EBS Only	\$1.18	10%	\$1.07
HCC-A-OD-SUSE-CO-C4-4	16	62	30	EBS Only	\$2.11	10%	\$1.90
HCC-A-OD-SUSE-CO-C4-5	36	132	60	EBS Only	\$3.95	10%	\$3.55
HCC-A-OD-SUSE-CO-C3-1	2	7	3.75	2 x 16 SSD	\$0.49	10%	\$0.44
HCC-A-OD-SUSE-CO-C3-2	4	14	7.5	2 x 40 SSD	\$0.72	10%	\$0.65
HCC-A-OD-SUSE-CO-C3-3	8	28	15	2 x 80 SSD	\$1.19	10%	\$1.07
HCC-A-OD-SUSE-CO-C3-4	16	55	30	2 x 160 SSD	\$2.11	10%	\$1.90
HCC-A-OD-SUSE-CO-C3-5	32	108	60	2 x 320 SSD	\$3.96	10%	\$3.56
<b>GPU Instances</b>							
HCC-A-OD-SUSE-GPU-G2-1	8	26	15	60 SSD	\$1.69	10%	\$1.52
HCC-A-OD-SUSE-GPU-G2-2	32	104	60	2 x 120 SSD	\$5.98	10%	\$5.38

Memory Optimized							
HCC-A-OD-SUSE-MO-X1-1	128	349	1952	2 x 1920 SSD	\$29.61	10%	\$26.65
HCC-A-OD-SUSE-MO-R3-1	2	6.5	15	1 x 32 SSD	\$0.63	10%	\$0.56
HCC-A-OD-SUSE-MO-R3-2	4	13	30.5	1 x 80 SSD	\$0.99	10%	\$0.90
HCC-A-OD-SUSE-MO-R3-3	8	26	61	1 x 160 SSD	\$1.73	10%	\$1.55
HCC-A-OD-SUSE-MO-R3-4	16	52	122	1 x 320 SSD	\$3.19	10%	\$2.87
HCC-A-OD-SUSE-MO-R3-5	32	104	244	2 x 320 SSD	\$6.11	10%	\$5.50
Storage Optimized							
HCC-A-OD-SUSE-SO-I2-1	4	14	30.5	1 x 800 SSD	\$2.14	10%	\$1.93
HCC-A-OD-SUSE-SO-I2-2	8	27	61	2 x 800 SSD	\$4.01	10%	\$3.61
HCC-A-OD-SUSE-SO-I2-3	16	53	122	4 x 800 SSD	\$7.76	10%	\$6.99
HCC-A-OD-SUSE-SO-I2-4	32	104	244	8 x 800 SSD	\$15.27	10%	\$13.74
HCC-A-OD-SUSE-SO-D2-1	4	14	30.5	3 x 2000 HDD	\$1.78	10%	\$1.60
HCC-A-OD-SUSE-SO-D2-2	8	28	61	6 x 2000 HDD	\$3.30	10%	\$2.97
HCC-A-OD-SUSE-SO-D2-3	16	56	122	12 x 2000 HDD	\$6.33	10%	\$5.70
HCC-A-OD-SUSE-SO-D2-4	36	116	244	24 x 2000 HDD	\$12.41	10%	\$11.17
Windows							
	vCPU	ECU	Memory (GiB)	Instance Storage (GB)			
HCC-A-OD-WIN-GP-T2-1	1	Variable	0.5	EBS Only	\$0.06	10%	\$0.06
HCC-A-OD-WIN-GP-T2-2	1	Variable	1	EBS Only	\$0.08	10%	\$0.07
HCC-A-OD-WIN-GP-T2-3	1	Variable	2	EBS Only	\$0.12	10%	\$0.11
HCC-A-OD-WIN-GP-T2-4	2	Variable	4	EBS Only	\$0.20	10%	\$0.18
HCC-A-OD-WIN-GP-T2-5	2	Variable	8	EBS Only	\$0.34	10%	\$0.30
HCC-A-OD-WIN-GP-M4-1	2	6.5	8	EBS Only	\$0.58	10%	\$0.52
HCC-A-OD-WIN-GP-M4-2	4	13	16	EBS Only	\$1.12	10%	\$1.01
HCC-A-OD-WIN-GP-M4-3	8	26	32	EBS Only	\$2.20	10%	\$1.98
HCC-A-OD-WIN-GP-M4-4	16	53.5	64	EBS Only	\$4.37	10%	\$3.93
HCC-A-OD-WIN-GP-M4-5	40	124.5	160	EBS Only	\$10.85	10%	\$9.77
HCC-A-OD-WIN-GP-M3-1	1	3	3.75	1 x 4 SSD	\$0.33	10%	\$0.30
HCC-A-OD-WIN-GP-M3-2	2	6.5	7.5	1 x 32 SSD	\$0.61	10%	\$0.55
HCC-A-OD-WIN-GP-M3-3	4	13	15	2 x 40 SSD	\$1.18	10%	\$1.06
HCC-A-OD-WIN-GP-M3-4	8	26	30	2 x 80 SSD	\$2.32	10%	\$2.09
Compute Optimized							
	2	8	3.75	EBS Only			
HCC-A-OD-WIN-CO-C4-1	4	16	7.5	EBS Only	\$0.47	10%	\$0.42
HCC-A-OD-WIN-CO-C4-2	8	31	15	EBS Only	\$0.89	10%	\$0.80
HCC-A-OD-WIN-CO-C4-3	16	62	30	EBS Only	\$1.74	10%	\$1.57
HCC-A-OD-WIN-CO-C4-4	36	132	60	EBS Only	\$3.44	10%	\$3.10
HCC-A-OD-WIN-CO-C4-5	2	7	3.75	2 x 16 SSD	\$6.84	10%	\$6.16
HCC-A-OD-WIN-CO-C3-1	4	14	7.5	2 x 40 SSD	\$0.46	10%	\$0.41
HCC-A-OD-WIN-CO-C3-2	8	28	15	2 x 80 SSD	\$0.87	10%	\$0.78
HCC-A-OD-WIN-CO-C3-3	16	55	30	2 x 160 SSD	\$1.70	10%	\$1.53
HCC-A-OD-WIN-CO-C3-4	32	108	60	2 x 320 SSD	\$1.15	10%	\$1.04
HCC-A-OD-WIN-CO-C3-5					\$6.66	10%	\$5.99

GPU Instances							
HCC-A-OD-WIN-GPU-G2-1	8	26	15	60 SSD	\$1.73	10%	\$1.56
HCC-A-OD-WIN-GPU-G2-2	32	104	60	2 x 120 SSD	\$6.37	10%	\$5.74
Memory Optimized							
HCC-A-OD-WIN-MO-X1-1	128	349	1952	2 x 1920 SSD	\$42.34	10%	\$38.11
HCC-A-OD-WIN-MO-R3-1	2	6.5	15	1 x 32 SSD	\$0.68	10%	\$0.61
HCC-A-OD-WIN-MO-R3-2	4	13	30.5	1 x 80 SSD	\$1.32	10%	\$1.19
HCC-A-OD-WIN-MO-R3-3	8	26	61	1 x 160 SSD	\$2.34	10%	\$2.11
HCC-A-OD-WIN-MO-R3-4	16	52	122	1 x 320 SSD	\$4.32	10%	\$3.89
HCC-A-OD-WIN-MO-R3-5	32	104	244	2 x 320 SSD	\$7.74	10%	\$6.97
Storage Optimized							
HCC-A-OD-WIN-SO-I2-1	4	14	30.5	1 x 800 SSD	\$2.18	10%	\$1.96
HCC-A-OD-WIN-SO-I2-2	8	27	61	2 x 800 SSD	\$4.32	10%	\$3.89
HCC-A-OD-WIN-SO-I2-3	16	53	122	4 x 800 SSD	\$8.60	10%	\$7.74
HCC-A-OD-WIN-SO-I2-4	32	104	244	8 x 800 SSD	\$17.16	10%	\$15.45
HCC-A-OD-WIN-SO-D2-1	4	14	30.5	3 x 2000 HDD	\$1.85	10%	\$1.66
HCC-A-OD-WIN-SO-D2-2	8	28	61	6 x 2000 HDD	\$3.56	10%	\$3.21
HCC-A-OD-WIN-SO-D2-3	16	56	122	12 x 2000 HDD	\$6.78	10%	\$6.10
HCC-A-OD-WIN-SO-D2-4	36	116	244	24 x 2000 HDD	\$13.68	10%	\$12.31
Windows with SQL Standard							
	vCPU	ECU	Memory (GiB)	Instance Storage (GB)			
HCC-A-OD-WSQL-GP-M4-1	2	6.5	8	EBS Only	\$2.07	10%	\$1.86
HCC-A-OD-WSQL-GP-M4-2	4	13	16	EBS Only	\$2.48	10%	\$2.24
HCC-A-OD-WSQL-GP-M4-3	8	26	32	EBS Only	\$5.15	10%	\$4.63
HCC-A-OD-WSQL-GP-M4-4	16	53.5	64	EBS Only	\$10.15	10%	\$9.13
HCC-A-OD-WSQL-GP-M4-5	40	124.5	160	EBS Only	\$25.74	10%	\$23.16
HCC-A-OD-WSQL-GP-M3-1	1	3	3.75	1 x 4 SSD	\$0.82	10%	\$0.74
HCC-A-OD-WSQL-GP-M3-2	2	6.5	7.5	1 x 32 SSD	\$1.59	10%	\$1.43
HCC-A-OD-WSQL-GP-M3-3	4	13	15	2 x 40 SSD	\$2.83	10%	\$2.54
HCC-A-OD-WSQL-GP-M3-4	8	26	30	2 x 80 SSD	\$5.61	10%	\$5.05
Compute Optimized							
HCC-A-OD-WSQL-CO-C4-1	2	8	3.75	EBS Only	\$3.13	10%	\$2.82
HCC-A-OD-WSQL-CO-C4-2	4	16	7.5	EBS Only	\$3.72	10%	\$3.35
HCC-A-OD-WSQL-CO-C4-3	8	31	15	EBS Only	\$7.35	10%	\$6.62
HCC-A-OD-WSQL-CO-C4-4	16	62	30	EBS Only	\$12.23	10%	\$11.00
HCC-A-OD-WSQL-CO-C4-5	36	132	60	EBS Only	\$27.51	10%	\$24.76
HCC-A-OD-WSQL-CO-C3-1	2	7	3.75	2 x 16 SSD	\$1.28	10%	\$1.15
HCC-A-OD-WSQL-CO-C3-2	4	14	7.5	2 x 40 SSD	\$2.39	10%	\$2.15
HCC-A-OD-WSQL-CO-C3-3	8	28	15	2 x 80 SSD	\$4.73	10%	\$4.26
HCC-A-OD-WSQL-CO-C3-4	16	55	30	2 x 160 SSD	\$9.42	10%	\$8.48
HCC-A-OD-WSQL-CO-C3-5	32	108	60	2 x 320 SSD	\$18.79	10%	\$16.91
GPU Instances							
HCC-A-OD-WSQL-GPU-G2-1	8	26	15	60 SSD	8.4372	10%	\$7.59

Memory Optimized							
HCC-A-OD-WSQL-MO-X1-1	128	349	1952	2 x 1920 SSD	\$135.74	10%	\$122.17
HCC-A-OD-WSQL-MO-R3-1	2	6.5	15	1 x 32 SSD	\$2.12	10%	\$1.91
HCC-A-OD-WSQL-MO-R3-2	4	13	30.5	1 x 80 SSD	\$3.07	10%	\$2.77
HCC-A-OD-WSQL-MO-R3-3	8	26	61	1 x 160 SSD	\$6.07	10%	\$5.46
HCC-A-OD-WSQL-MO-R3-4	16	52	122	1 x 320 SSD	\$10.13	10%	\$9.12
HCC-A-OD-WSQL-MO-R3-5	32	104	244	2 x 320 SSD	\$19.00	10%	\$17.10
Storage Optimized							
HCC-A-OD-WSQL-SO-I2-1	4	14	30.5	1 x 800 SSD	\$2.75	10%	\$2.47
HCC-A-OD-WSQL-SO-I2-2	8	27	61	2 x 800 SSD	\$5.45	10%	\$4.91
HCC-A-OD-WSQL-SO-I2-3	16	53	122	4 x 800 SSD	\$10.86	10%	\$9.78
HCC-A-OD-WSQL-SO-I2-4	32	104	244	8 x 800 SSD	\$21.68	10%	\$19.51
Windows with SQL Web							
HCC-A-OD-WSQLW-GP-T2-1	vCPU	ECU	Memory (GiB)	Instance Storage (GB)			
HCC-A-OD-WSQLW-GP-T2-2	1	Variable	1	EBS Only	\$0.19	10%	\$0.17
HCC-A-OD-WSQLW-GP-T2-3	1	Variable	2	EBS Only	\$0.34	10%	\$0.31
HCC-A-OD-WSQLW-GP-T2-4	2	Variable	4	EBS Only	\$0.64	10%	\$0.58
HCC-A-OD-WSQLW-GP-M4-1	2	Variable	8	EBS Only	\$1.00	10%	\$0.90
HCC-A-OD-WSQLW-GP-M4-2	2	6.5	8	EBS Only	\$0.57	10%	\$0.51
HCC-A-OD-WSQLW-GP-M4-3	4	13	16	EBS Only	\$1.01	10%	\$0.91
HCC-A-OD-WSQLW-GP-M4-4	8	26	32	EBS Only	\$2.02	10%	\$1.82
HCC-A-OD-WSQLW-GP-M4-5	16	53.5	64	EBS Only	\$4.10	10%	\$3.69
HCC-A-OD-WSQLW-GP-M3-1	40	124.5	160	EBS Only	\$10.12	10%	\$9.11
HCC-A-OD-WSQLW-GP-M3-2	1	3	3.75	1 x 4 SSD	\$0.45	10%	\$0.40
HCC-A-OD-WSQLW-GP-M3-3	2	6.5	7.5	1 x 32 SSD	\$0.85	10%	\$0.76
HCC-A-OD-WSQLW-GP-M3-4	4	13	15	2 x 40 SSD	\$1.66	10%	\$1.49
	8	26	30	2 x 80 SSD	\$3.27	10%	\$2.94
Compute Optimized							
HCC-A-OD-WSQLW-CO-C4-1	2	8	3.75	EBS Only	\$0.95	10%	\$0.86
HCC-A-OD-WSQLW-CO-C4-2	4	16	7.5	EBS Only	\$1.75	10%	\$1.57
HCC-A-OD-WSQLW-CO-C4-3	8	31	15	EBS Only	\$3.60	10%	\$3.24
HCC-A-OD-WSQLW-CO-C4-4	16	62	30	EBS Only	\$4.86	10%	\$4.37
HCC-A-OD-WSQLW-CO-C4-5	36	132	60	EBS Only	\$9.25	10%	\$8.32
HCC-A-OD-WSQLW-CO-C3-1	2	7	3.75	2 x 16 SSD	\$0.64	10%	\$0.57
HCC-A-OD-WSQLW-CO-C3-2	4	14	7.5	2 x 40 SSD	\$1.23	10%	\$1.11
HCC-A-OD-WSQLW-CO-C3-3	8	28	15	2 x 80 SSD	\$2.42	10%	\$2.18
HCC-A-OD-WSQLW-CO-C3-4	16	55	30	2 x 160 SSD	\$4.81	10%	\$4.33
HCC-A-OD-WSQLW-CO-C3-5	32	108	60	2 x 320 SSD	\$9.57	10%	\$8.62
GPU Instances							
HCC-A-OD-WSQLW-GPU-G2-1	8	26	15	60 SSD	\$2.15	10%	\$1.93
Memory Optimized							
HCC-A-OD-WSQLW-MO-X1-1	128	349	1952	2 x 1920 SSD	\$48.18	10%	\$43.36



HCC-A-OD-WSQLW-MO-R3-1	2	6.5	15	1 x 32 SSD	\$0.89	10%	\$0.80
HCC-A-OD-WSQLW-MO-R3-2	4	13	30.5	1 x 80 SSD	\$1.67	10%	\$1.50
HCC-A-OD-WSQLW-MO-R3-3	8	26	61	1 x 160 SSD	\$3.39	10%	\$3.05
HCC-A-OD-WSQLW-MO-R3-4	16	52	122	1 x 320 SSD	\$5.09	10%	\$4.58
HCC-A-OD-WSQLW-MO-R3-5	32	104	244	2 x 320 SSD	\$8.52	10%	\$7.67
<b>Storage Optimized</b>							
HCC-A-OD-WSQLW-SO-I2-1	4	14	30.5	1 x 800 SSD	\$2.23	10%	\$2.00
HCC-A-OD-WSQLW-SO-I2-2	8	27	61	2 x 800 SSD	\$4.41	10%	\$3.97
HCC-A-OD-WSQLW-SO-I2-3	16	53	122	4 x 800 SSD	\$8.78	10%	\$7.90
HCC-A-OD-WSQLW-SO-I2-4	32	104	244	8 x 800 SSD	\$17.51	10%	\$15.76

Model Num./Product Name	Product Description	MSRP	Discount	State of Florida Price
	<b><u>Hayes CloudConnect EC2</u></b>			
	Detailed Use Case: EC2 is secure and resizable cloud compute capacity utilized as primary or secondary storage to support backup and high availability servers and applications in the cloud. EC2 is utilized to maintain backup copies of servers and applications in the cloud either in a hot, warm or cold state.			
HCC-A-EC2-DI=HR	EC2 - Dedicated Per Region Fee when > 1 Dedicated Instance is running in a Region - Per Hour	\$4.40	10%	\$3.96
HCC-A-EC2-EIP-R-HR	EC2 - Elastic IP address associated with a running instance - Per Hour Pro Rated	\$0.00	10%	\$0.00
HCC-A-EC2-EIP+1-R-HR	EC2 - Additional Elastic IP address associated with a running instance - Per Hour Pro	\$0.01	10%	\$0.01
HCC-A-EC2-EIP-NR-HR	EC2 - Elastic IP address not associated with a running instance - Per Hour Pro Rated	\$0.01	10%	\$0.01
HCC-A-EC2-EIP-RM-100	EC2 - Elastic IP address remap for the first 100 remaps per month	\$0.00	10%	\$0.00
HCC-A-EC2-EIP-RM-100+	EC2 - Elastic IP address remap for additional remaps over 100 per month	\$0.22	10%	\$0.20
	<b><u>Configuration Services</u></b>			
	Detailed Use Case: In the event an on-premise disaster were to occur or in preparation for a potential disaster, Configuration Services would be utilized to establish a temporary cloud based compute environment to sustain operations until the on-premise location was back			
HCC-A-CONFIG-RC	CONUSE-A1000000 AWS Config - US East (Northern Virginia) - Configuration Recorder	\$0.01	0.10000	\$0.01
HCC-A-CONFIG-RULE	CONUSE-C2000000 AWS Config - US East (Northern Virginia) - Configuration Rule	\$4.40	0.10000	\$3.96
HCC-A-CONFIG-AEVAL	CONUSE-C3000000 AWS Config - US East (Northern Virginia) - Additional Evaluations	\$0.22	0.10000	\$0.20
	<b><u>Directory Services</u></b>			
	Detailed Use Case: In the event an on-premise disaster were to occur or in preparation for a potential disaster, Directory Services would be utilized to establish a temporary cloud based compute environment to sustain operations until the on-premise location was back			
HCC-A-DS-ADC-S	ADSUSE-98J50000 Directory Service - US East (Northern Virginia) - AD Connector Small	\$0.11	0.10000	\$0.10
HCC-A-DS-ADC-L	ADSUSE-98J60000 Directory Service - US East (Northern Virginia) - AD Connector Large	\$0.33	0.10000	\$0.30
HCC-A-DS-SAD-S	ADSUSE-99J50000 Directory Service - US East (Northern Virginia) - Simple AD Small	\$0.11	0.10000	\$0.10
HCC-A-DS-SAD-L	ADSUSE-99J60000 Directory Service - US East (Northern Virginia) - Simple AD Large	\$0.33	0.10000	\$0.30
HCC-A-DS-MSAD-ENT	ADSUSE-B7H70000 Directory Service - US East (Northern Virginia) - Microsoft AD Enterprise	\$0.88	0.10000	\$0.79
	<b><u>Glacier</u></b>			



	Detailed Use Case: Glacier is a secure, durable and cost effective cloud storage target specifically designed for data archiving and long-term data backup. It is ideal for large amounts of static data that must be stored for extended periods of time for the purposes of			
HCC-A-GL-U&R-RQST	AGLUSE-46760000 Glacier - Request Pricing UPLOAD and RETRIEVAL Requests	\$0.11	0.10000	\$0.10
HCC-A-GL-STOR	AGLUSE-45000000 Glacier - Storage Pricing	\$0.02	0.10000	\$0.01
	<b>Snowball</b>			
	Detailed Use Case: Snowball is a large scale data transport solution that uses secure appliances to transfer large amounts of data between the on-premise location and cloud. For the purposes of disaster recovery and high availability, it may be inefficient to transfer the initial seed of data across a data connection. In addition, in the event of a large scale on-premise data loss, it may be faster to recover large amounts of data via Snowball			
HCC-A-SB-ED	SBLUSE-C1000000 Snowball - US East (Northern Virginia) - Extra Day Charge	\$33.00	0.10000	\$29.70
HCC-A-SB-SF	SBLUSE-B9000000 Snowball - US East (Northern Virginia) - Service Fee	\$110.00	0.10000	\$99.00
HCC-A-SB-SF50	SBLUSE-B900F800 Snowball - US East (Northern Virginia) - Service Fee 50 TB	\$176.00	0.10000	\$158.40
	<b>Storage Gateway</b>			
	Detailed Use Case: Storage Gateway will be leveraged to better integrate on-premise and cloud storage to reduce the downtime associated with a disaster failover event. The service can transport file system, disk volume or virtual tape library data to off-site cloud storage on a continuous replication schedule to reduce the risk of data loss as a result of a			
HCC-A-SG-VGA	ASGUSE-44700000 Storage Gateway - Gateway Pricing per activated virtual gateway appliance / month On-Demand	\$250.00	0.10000	\$225.00
HCC-A-SG-VOL-GB	ASGUSE-73710000 Storage Gateway - Volume Storage per GB-month of data stored	\$0.06	0.10000	\$0.05
HCC-A-SG-SS-GB	ASGUSE-45710000 Storage Gateway - Snapshot Storage per GB-month of data stored	\$0.19	0.10000	\$0.17
HCC-A-SG-DEL-GB	ASGUSE-74710000 Storage Gateway - Snapshot/Volume Deletes per GB-month of data stored	\$0.00	0.10000	\$0.00
HCC-A-SG-VT-SLF-GB	ASGUSE-75710000 Storage Gateway - Virtual Tape Shelf Storage per GB-month of data stored	\$0.01	0.10000	\$0.01
HCC-A-SG-VT-LIB-GB	ASGUSE-76710000 Storage Gateway - Virtual Tape Library Storage per GB-month of data stored	\$0.06	0.10000	\$0.05
HCC-A-SG-VT-R-GB	ASGUSE-77710000 Storage Gateway - Retrieval from Virtual Tape Shelf per GB-month of data stored	\$0.00	0.10000	\$0.00
HCC-A-SG-VT-DEL-GB	ASGUSE-78710000 Storage Gateway - Virtual Tape Deletes per GB-month of data stored	\$0.00	0.10000	\$0.00
	<b>Internet</b>			
	Detailed Use Case: In order to utilize the cloud for disaster recovery or high availability, data will need to be moved between the primary on-premise location and the cloud target. These skus describe the fees associated with moving disaster recovery oriented data			
HCC-A-INT-OUT-1GB		\$0.00	10%	\$0.00
HCC-A-INT-OUT-10TB	Data Transfer OUT To Internet Up to 10 TB/month	\$0.20	10%	\$0.18
HCC-A-INT-OUT-40TB	Data Transfer OUT To Internet Next 40 TB/month	\$0.19	10%	\$0.17
HCC-A-INT-OUT-100TB	Data Transfer OUT To Internet Next 100 TB/month	\$0.15	10%	\$0.14
HCC-A-INT-OUT-350TB	Data Transfer OUT To Internet Next 350 TB/month	\$0.11	10%	\$0.10
	<b>Account Management</b>			
	Detailed Use Case: These are management fees associated with establishing new disaster recovery environments as well as the on-going management of those DR			
HCC-CT-MC	Hayes CloudConnect Unique Cloud Target Monthly Connection	\$1,000.00	10%	\$900.00
HCC-CT-OTD	Hayes CloudConnect Unique Cloud Target One Time Deployment	\$5,000.00	10%	\$4,500.00
HCC-T-MM	Hayes CloudConnect Tenant Monthly Management	\$1,000.00	10%	\$900.00
HCC-T-OTD	Hayes CloudConnect Tenant One Time Deployment	\$5,000.00	10%	\$4,500.00

	<b>Direct Connect</b>			
	Detailed Use Case: Hayes Direct Connect is a service utilized to delivery high performance, high Quality of Service connectivity between the primary production on-premise location and the disaster recovery and/or high availability location. Direct Connect service may be desirable to reduce replication latency and therefore the potential for data loss in the event of a disaster. It may also be utilized to guarantee better application performance and usability in the event that an application must run in the cloud when the			
	<b>AT&amp;T NetBond</b>			
HCC-ATT-NB-1-10	Hayes CloudConnect NetBond Transport 1-10 Mbps	\$623.16	10%	\$560.84
HCC-ATT-NB-11-50	Hayes CloudConnect NetBond Transport 11-50 Mbps	\$223.25	10%	\$200.92
HCC-ATT-NB-51-100	Hayes CloudConnect NetBond Transport 51-100 Mbps	\$161.85	10%	\$145.66
HCC-ATT-NB-101+	Hayes CloudConnect NetBond Transport 101+ Mbps	\$137.99	10%	\$124.19
HCC-ATT-NB-OUT-GB	Hayes CloudConnect NetBond Data Transfer OUT per GB	\$0.10	10%	\$0.09
HCC-ATT-NB-IN-GB	Hayes CloudConnect NetBond Data Transfer IN per GB	\$0.05	10%	\$0.05
	<b>EndPoint Direct Transport</b>			
HCC-EPDT-1-10	Hayes CloudConnect EndPoint Direct Transport 1-10 Mbps	\$885.00	10%	\$796.50
HCC-EPDT-11-50	Hayes CloudConnect EndPoint Direct Transport 11-50 Mbps	\$223.50	10%	\$201.15
HCC-EPDT-51-100	Hayes CloudConnect EndPoint Direct Transport 51-100 Mbps	\$72.21	10%	\$64.99
HCC-EPDT-101+	Hayes CloudConnect EndPoint Direct Transport 101+ Mbps	\$39.60	10%	\$35.64
	<b>Verizon Secure Cloud Interconnect (SCI)</b>			
HCC-VZ-SCI-1-10	Hayes CloudConnect SCI Transport 1-10 Mbps	\$143.94	10%	\$129.54
HCC-VZ-SCI-11-50	Hayes CloudConnect SCI Transport 11-50 Mbps	\$138.90	10%	\$125.01
HCC-VZ-SCI-51-100	Hayes CloudConnect SCI Transport 51-100 Mbps	\$135.30	10%	\$121.77
HCC-VZ-SCI-101+	Hayes CloudConnect SCI Transport 101+ Mbps	\$132.42	10%	\$119.18
HCC-VZ-SCI-OUT-GB-0	Hayes CloudConnect SCI Transfer OUT per GB - No Commit	\$4.07	10%	\$3.66
HCC-VZ-SCI-OUT-GB-1	Hayes CloudConnect SCI Transfer OUT per GB - 1TB Commit	\$2.07	10%	\$1.86
HCC-VZ-SCI-OUT-GB-3	Hayes CloudConnect SCI Transfer OUT per GB - 3TB Commit	\$1.53	10%	\$1.37
HCC-VZ-SCI-OUT-GB-10	Hayes CloudConnect SCI Transfer OUT per GB - 10TB Commit	\$0.87	10%	\$0.78
HCC-VZ-SCI-OUT-GB-50	Hayes CloudConnect SCI Transfer OUT per GB - 50TB Commit	\$0.57	10%	\$0.51
HCC-VZ-SCI-OUT-GB-100	Hayes CloudConnect SCI Transfer OUT per GB - 100TB Commit	\$0.37	10%	\$0.33
HCC-VZ-SCI-IN-GB-0	Hayes CloudConnect SCI Transfer IN per GB - No Commit	\$4.00	10%	\$3.60
HCC-VZ-SCI-IN-GB-1	Hayes CloudConnect SCI Transfer IN per GB - 1TB Commit	\$2.00	10%	\$1.80
HCC-VZ-SCI-IN-GB-3	Hayes CloudConnect SCI Transfer IN per GB - 3TB Commit	\$1.46	10%	\$1.31
HCC-VZ-SCI-IN-GB-10	Hayes CloudConnect SCI Transfer IN per GB - 10TB Commit	\$0.80	10%	\$0.72
HCC-VZ-SCI-IN-GB-50	Hayes CloudConnect SCI Transfer IN per GB - 50TB Commit	\$0.50	10%	\$0.45
HCC-VZ-SCI-IN-GB-100	Hayes CloudConnect SCI Transfer IN per GB - 100TB Commit	\$0.30	10%	\$0.27













































































---

---

---

---

---

---

















