

Callmasters Inc.
PRICING INDEX
Software (COTS) and Related Services

Brand	Category	DISCOUNT OF MSRP/List Price
Apryse	SaaS and Software Agile Developer Tools Solution	2.00%
Black Kite	SaaS / Third Party Cyber Risk Management Platform Software Solution	5.00%
Blue Prism	Software / Robotic Process Automation (RPA) Platform Solution	4.00%
Bluescape	Software / A visual collaboration platform Solution (note: Bulk user packages minimum number of users is 500 and above)	21.02%
Blueshift	Software / An AI-powered, cross-channel marketing platform Solution	7.55%
Check Point	SaaS / Cyber Security Solutions for networks, clouds, and workspaces.	2.07%
Check Point	Software / Cyber Security Solutions for networks, clouds, and workspaces.	20.08%
Checkmarx	Software / Application for Security Platform that helps enterprises secure applications from code to cloud solution.	4.00%
Cigent	SaaS / Cyber Security Solutions.	4.00%
Cigent	Software / Cyber Security Solutions.	5.00%
Citrix	SaaS / Software To publish virtual Windows applications, desktops and resources to remote users.	15.00%
Coupa	SaaS and Software/ Lifecycle Agile Operations Management	5.00%

Coursera	SaaS Per user Subscriptions Training Solution software (Minimum number of Users License is 126) Additional Discount Package Available based on number of Users.	5.35%
Hexagon	SaaS / Data Management and Optimization processes	15.00%
Hexagon	Software /Data Management and Optimization processes plus connect the physical and digital environments Solutions.	35.00%
Hook Security	Psychosocial Security Awareness Training and Phishing Platform Subscription (*Minimum Users requirement based on configuration)	6.00%

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iStorage	Software / Authentication and encryption data solution	8.67%
Kronos (UKG)	SaaS / Workforce management and human capital management (HCM) solutions.	0.69%
Kronos (UKG)	Software /Workforce management and human capital management (HCM) solutions.	19.17%
Lantronix	Software/ Remote networking and management solution	3.00%
LogRhythm	SaaS and Software / Comprehensive security solution that helps organizations manage logs, detect threats, and respond to incidents	10.00%
MariaDB	SaaS and Software / A storing, organizing, and managing data Software Solution	2.00%
NetAlly	Software/ Planning, Deploying, Validating, monitoring, and troubleshooting wire and wireless networks.	15.00%
NetApp	Software / Data Management Software Licenses	18.00%

NetApp	SaaS / Data Management Software Subscriptions	2.65%
Netreo	SaaS and Software / Infrastructure and Network Monitoring solution	2.00%
NetScout	Software / A network and application performance monitoring, security visibility, and threat detection solution	11.31%
NetScout	SaaS / A network and application performance monitoring, security visibility, and threat detection solution	2.10%
Nutanix	SaaS and Software / Seamless application management across various environments solution	8.00%
Open Text	Software / Information Management Solution	11.30%
Open Text	SaaS / Information Management Solution	1.00%
Palo Alto Networks	SaaS and Software - Integrated Internet Security Solutions	15.00%
PegaSystems	Software / Business and Customer Relationship Management Solution	10.00%

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Precisely	Software / Data Management Solution	25.00%
ProCORE	SaaS or Software Construction Management Software	4.00%
ProLion	SaaS and Software / Proactive Data Protection Solutions	5.71%
Qumulo	Software / File Data Management Solution	2.00%

RedSeal	SaaS and Software / Network security risk analytics and CyberTerrain Analytics Solution	20.20%
Relativity	SaaS and Software / Data Management and Analysis Solution	5.00%
Tanium	SaaS and Software / Endpoint management, security, and compliance for Digital Assets solution	13.26%
Tenable	SaaS and Software / Comprehensive Cybersecurity and Exposure Management Solution	4.00%
Thales	SaaS and Software / Cybersecurity and Digital Identity Management Solutions	2.00%
vBrick	SaaS and Software / Video Management Solutions	17.01%
VEEAM	SaaS and Software / Data Back-Up and Replication Solution	10.66%
Virsec	Software / Run time Defense and Application Protection Workload Solution	10.00%
Hardware and Hardware Maintenance for all brands	Hardware sales to be as Needed in order to finalized Turnkey Solution packages for Customers. *Note: In the event vendor's hardware cost is a pass through to the Customer the hardware will have a 0% discount.	2.00%
Hardware will be sold with Software as part of a Turnkey Solution. Stand alone of Hardware sales are not Allowed under this contract.		

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2. Related Services From Manufacturer		
Blue Prism	Agile Operations - Technical Support Packages Configurations	4.00%

Check Point	Technical Maintenance and Support packages	2.07%
Checkmarx	Professional Services, Technical Maintenance and Support packages	2.00%
Cigent	Secure Solid-State Drive (SSD) Storage protection solution services	2.00%
Citrix	Maintenance and Technical Support Packages (Standard, Gold, Platinum etc..)	10.00%
Coupa	Maintenance, Support and Training packages available.	2.00%
Kronos (UKG)	Software Maintenance and Technical Support Packages (Standard, Gold, Platinum etc..)	18.69%
Kronos (UKG)	Implementation Services	15.46%
Kronos (UKG)	Training	15.88%
LogRhythm	Maintenance and Support Services Packages	10.00%
MariaDB	Training	2.00%
MariaDB	Maintenance and Support	2.00%
NetAlly	AllyCare Support Packages	18.00%
NetApp	Technical and Technology Consulting Services	18.00%
NetApp	Maintenance and Support	2.65%
Netreo	Advanced Implementation (Price calculated 35% of total cost of Subscription)	NA
Netreo	Basic Implementation (25% of Product subscription cost)	NA

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Netreo	Remote Installation Support Services for Classified Environments (15% of Product subscription cost)	NA
Netreo	Trusted Advisor Services for \$0-\$100K license cost (25% of base Product subscription cost)	NA
Netreo	Trusted Advisor Services for \$100K-\$1M license cost (20% of base Product subscription cost)	NA
Netreo	Trusted Advisor Services for more than \$1M license cost (15% of base Product subscription cost)	NA
Netreo	Services based on customized package (Does not include core software customization)	1.00%
Netreo	Training	5.76%
NetScout	Maintenance and Support Service Packages	9.03%
NetScout	Training plus Technical and Technology Consulting Services	2.10%
Nutanix	Software Maintenance and Support Packages	8.00%
Nutanix	Training plus Technical / Professional and Technology Consulting Services	8.00%
Open Text	Training plus Technical Support Professional and Technology Consulting Services	1.00%
Open Text	Forensic and Recovery Services	2.00%
Open Text	Software Maintenance and Support Packages	11.30%
Palo Alto Networks	Training plus Technical Support Professional and Technology Consulting Services	3.40%
Palo Alto Networks	Software Maintenance Customer Support Packages	10.00%

PegaSystems	Maintenance and Support, Training plus Technical Support Professional and Technology Consulting Services	10.00%
Precisely	Annual Maintenance and Support	25.00%
Precisely	Implementation Services	25.00%
ProCORE	Maintenance and Support, Training plus Technical Support Professional and Technology Consulting Services	4.00%
ProLion	Technical Support Professional and Technology Consulting Services	5.71%
Qumulo	Maintenance and Support, Training plus Technical Support Professional and Technology Consulting Services	2.00%
RedSeal	Training, Technical Support Professional and Technology Consulting Services	6.50%
RedSeal	Software Maintenance and Support Packages	10.70%
Relativity	Maintenance and Support, Training plus Technical Support Professional and Technology Consulting Services	5.00%
Tanium	Software Maintenance and Support	13.26%
Tanium	Technical Support Professional and Technology Consulting Services, which includes We-Based Training	4.00%
Tenable	Maintenance and Support	4.00%
Tenable	Technical Support Professional and Technology Consulting Services and Training	4.00%
Thales	Maintenance Support Technical Support Professional and Technology Consulting Services and Training	2.00%
vBrick	Maintenance Support Technical Support Professional and Technology Consulting Services and Training	17.01%
VEEAM	Maintenance Support, Technical Support, Professional and Technology Consulting Services and Training	3.00%
Virsec	Maintenance Support, Technical Support, Professional and Technology Consulting Services and Training	10.00%

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3.Related Services From Prime Vendor and /or Resellers

The following Software Professional Services are Services to be Performed by the Prime Vendor/or Its authorized Resellers, which are not covered by the Manufacturer Related Services listed above.

All Brands	Software Related - Managed Services	2.00%
All Brands	Educational Services	2.00%
All Brands	Installation & De-Installation	2.00%
All Brands	Product Configuration	2.00%
All Brands	Maintenance and Technical Support	2.00%
All Brands	Project Management	2.00%
All Brands	Licensing Management Services	2.00%
All Brands	Licensing Compliance Services	2.00%
All Brands	Product Training	2.00%
All Brands	Implementation Support	2.00%
All Brands	Technical Services not otherwise listed above (Services provided must be within the Scope of the RFO)	2.00%

Services NOT covered under this RFO scope are: Cloud Hosting, Development, Cloud Broker and Cloud Assessment Services, Customization of Core Software, Professional or Consulting services as defined in Chapter 2254 of the Texas Government Code.

4. Turnkey Solutions

Turnkey Solutions packages to be configured based on customer requirements including, but not limited to, Software, Hardware and Services as listed above.	Discount will be at the Line Item Level
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On-Site Services Travel expenses will be billed separately in Travel Expense Reimbursement.



NOTE: Vendor's quote to CALLMASTERS Customers shall include the Administrative Fee. The fee will be added to the Firm Fixed Price and/or MSRP after the callmasters Discount % off MSRP is applied.

