

# STATE OF UTAH - STATE COOPERATIVE CONTRACT

CONTRACT NUMBER MA 265

1. CONTRACTING PARTIES: This State Cooperative Contract ("Contract") is between the **Division of Purchasing and General Services (State)**, 3150 State Office Building, PO Box 141061, Salt Lake City, UT 84114-1061, an agency of the State of Utah, and the following CONTRACTOR:

Dewberry & Davis Service Operations, Inc.  
Name  
8401 Arlington Blvd  
Address  
Fairfax VA 22031  
City State Zip

## LEGAL STATUS OF CONTRACTOR

- Sole Proprietor  
 Non-Profit Corporation  
 For-Profit Corporation  
 Partnership  
 Government Agency

Contact Person Phillip Thiel Phone #703-849-0271 Fax # 703-849-0182 Email pthiel@dewberry.com  
Federal Tax ID# 541373773 Vendor #VC0000169920 Commodity Code #92005

2. GENERAL PURPOSE OF CONTRACT: The general purpose of this Contract is to provide:  
WSCA Public Cloud Hosting Services
3. CONTRACT PERIOD: Effective date: August 1, 2012 Termination date: July 31, 2015 unless terminated early or extended in accordance with the terms and conditions of this Contract. Renewal options (if any): 2 - 1 year each
4. PRICING AS PER THE ATTACHMENT C  
PAYMENT TERMS: 30 days  
DAYS REQUIRED FOR DELIVERY: 10 - 14  
MINIMUM ORDER: N/A  
FREIGHT TERMS: F.O.B. Destination
5. The following documents are incorporated into this Contract by reference and attached:  
ATTACHMENT A: Standard Contract Terms and Conditions, Western States Contracting Alliance  
ATTACHMENT B: Scope of Work  
ATTACHMENT C: Contract Pricing  
**Any conflicts between Attachment A and other Attachments will be resolved in favor of Attachment A.**
6. DOCUMENTS INCORPORATED INTO THIS CONTRACT BY REFERENCE BUT NOT ATTACHED:  
a. All other governmental laws, regulations, or actions applicable to the goods and/or services authorized by this Contract.  
b. Utah State Procurement Code, Procurement Rules, Solicitation #PR12063, WSCA Posting Public Cloud Hosting Services, dated 12/1/2011, including all addenda and amendments thereto; Request for Best and Final Offers, Solicitation #PR12063, dated 2/10/2012; CONTRACTOR's Proposal in response to Solicitation #PR12063, dated 1/18/2012; and CONTRACTOR's Best and Final Offer in response to Solicitation #PR12063, dated 2/28/2012.

IN WITNESS WHEREOF, the parties sign and cause this Contract to be executed.

[REDACTED SIGNATURE BLOCK]

**Attachment A**  
**Standard Contract Terms and Conditions**  
**Western States Contracting Alliance**

**Note: Changes have been made to the following terms and conditions: PATENTS, COPYRIGHTS, ETC. and HOLD HARMLESS.**

**PARTICIPANTS:** The Western States Contracting Alliance (herein WSCA) is a cooperative group contracting consortium for state government departments, institutions, agencies and political subdivisions (e.g., colleges, school districts, counties, cities, etc.,) for the states of Alaska, Arizona, California, Colorado, Hawaii, Idaho, Minnesota, Montana, Nevada, New Mexico, Oregon, South Dakota, Utah, Washington and Wyoming. Other states and their political subdivisions are also eligible to participate in WSCA contracts. Obligations under this contract are limited to those Participating States who have signed a Participating Addendum where contemplated by the solicitation. Financial obligations of Participating States are limited to the orders placed by the departments or other state agencies and institutions having available funds. Participating States incur no financial obligations on behalf of political subdivisions. Unless otherwise specified in the solicitation, the resulting award(s) will be permissive.

**QUANTITY ESTIMATES:** WSCA does not guarantee to purchase any amount under the contract to be awarded. Estimated quantities are for the purposes of submitting proposals only and are not to be construed as a guarantee to purchase any amount.

**SPECIFICATIONS:** Any deviation from specifications must be clearly indicated by offeror; otherwise, it will be considered that the proposal is in strict compliance. When BRAND NAMES or manufacturers' numbers are stated in the specifications they are intended to establish a standard only and are not restrictive unless the RFP states "No substitute". Proposals will be considered on other makes, models or brands having comparable quality, style, workmanship and performance characteristics. Alternate proposals offering lower quality or inferior performance will not be considered.

**ACCEPTANCE OR REJECTION OF PROPOSALS:** WSCA reserves the right to accept or reject any or all proposals or parts of proposals, and to waive informalities therein.

**SAMPLES:** Generally, when required, samples will be specifically requested in the Request for Proposals. Samples, when required, are to be furnished free of charge. Except for those samples destroyed or mutilated in testing, samples will be returned at an offeror's request, transportation collect.

**CASH DISCOUNT TERMS:** Offeror may quote a cash discount based upon early payment; however, discounts offered for less than 30 days will not be considered in making the award. The date from which discount time is calculated shall be the date a correct invoice is received or receipt of shipment, whichever is later; except that if testing is performed, the date shall be the date of acceptance of the merchandise.

**TAXES:** Proposal prices shall be exclusive of state sales and federal excise taxes. Where the state government entities are not exempt from sales taxes on sales within their state, the contractor shall add the sales taxes on the billing invoice as a separate entry.

**MODIFICATION OR WITHDRAWAL OF PROPOSALS:** Proposals may be modified or withdrawn prior to the time set for the opening of proposals. After the time set for the opening of proposals, no proposal may be modified or withdrawn unless done in response to a request for a "Best and Final Offer" from WSCA.

**PATENTS, COPYRIGHTS, ETC.:** The Contractor shall release, indemnify and hold the Buyer, its officers, agents and employees harmless from liability for infringement of any copyright, trade, secret, or patent furnished or used in the performance of this contract.

**AWARD:** WSCA may award multiple contracts as the result of this solicitation. Awards shall be made to the responsible offeror(s) whose proposal is determined to be the most advantageous to WSCA, taking into consideration price and the other evaluation factors set forth in the RFP.

**NON-COLLUSION:** By signing the proposal the offeror certifies that the proposal submitted, has been arrived at independently and has been submitted without collusion with, and without any agreement, understanding or planned common course of action with, any other vendor of materials, supplies, equipment or services described in the Request for Proposal, designed to limit independent bidding or competition.

**CANCELLATION:** Unless otherwise stated in the special terms and conditions, any contract entered into as a result of this bid may be canceled by either party upon 60 days notice, in writing, prior to the effective date of the cancellation. Further, any Participating State may cancel its participation upon 30 days written notice, unless otherwise limited or stated in the special terms and conditions of this solicitation. Cancellation may be in whole or in part. Any cancellation under this provision shall not affect the rights and obligations attending orders outstanding at the time of cancellation, including any right of and Purchasing Entity to indemnification by the Contractor, rights of payment for goods/services delivered and accepted, and rights attending any warranty or default in performance in association with any order. Cancellation of the contract due to Contractor default may be immediate.

**DEFAULT AND REMEDIES:** Any of the following events shall constitute cause for WSCA to declare Contractor in default of the contract: 1. Nonperformance of contractual requirements; 2. A material breach of any term or condition of this contract WSCA shall issue a written notice of default providing a period in which Contractor shall have an opportunity to cure. Time allowed for cure shall not diminish or eliminate Contractor's liability for liquidated or other damages. If the default remains, after Contractor has been provided the opportunity to cure, WSCA may do one or more of the following: 1. Exercise any remedy provided by law; 2. Terminate this contract and any related contracts or portions thereof; 3. Impose liquidated damages; 4. Suspend contractor from receiving future proposal solicitations.

**LAWS AND REGULATIONS:** Any and all supplies, services and equipment offered and furnished shall comply fully with all applicable Federal and State laws and regulations.

**CONFLICT OF TERMS:** In the event of any conflict between these standard terms and conditions and any special terms and conditions which follow; the special terms and conditions shall govern.

**REPORTS:** The contractor shall submit quarterly reports to the WSCA Contract Administrator showing the quantities and dollar volume of purchases by each agency.

**HOLD HARMLESS:** The contractor shall release, protect, indemnify and hold WSCA and the respective states and their officers, agencies, employees, harmless from and against any damage, cost or liability, including reasonable attorney's fees for any or all injuries to persons, property or claims for money damages to the extent proximately caused by the intentional acts or negligence or material breach of the contract by the contractor, his employees or subcontractors or volunteers. The parties agree that if there are any Limitations of the Contractor's Liability, including a limitation of liability for anyone for whom the Contractor is responsible, such Limitations of Liability will not apply to injuries to persons, including death, or to damages to property.

**ORDER NUMBERS:** Contract order and purchase order numbers shall be clearly shown on all acknowledgments, shipping labels, packing slips, invoices, and on all correspondence.

**GOVERNING LAW:** This procurement and the resulting agreement shall be governed by and construed in accordance with the laws of the state sponsoring and administering the procurement. The construction and effect of any Participating Addendum or order against the contract(s) shall be governed by and construed in accordance with the laws of the Participating Entity's State. Venue for any claim, dispute or action concerning an order placed against the contract(s) or the effect of a Participating Addendum shall be in the Purchasing Entity's State.

**DELIVERY:** The prices offered shall be the delivered price to any Participating State agency or political subdivision. All deliveries shall be F.O.B. destination with all transportation and handling charges paid by the contractor. Responsibility and liability for loss or damage shall remain the Contractor until final inspection and acceptance when responsibility shall pass to the Buyer except as to latent defects, fraud and Contractor's warranty obligations. The minimum shipment amount will be found in the special terms

and conditions. Any order for less than the specified amount is to be shipped with the freight prepaid and added as a separate item on the invoice. Any portion of an order to be shipped without transportation charges that is back ordered shall be shipped without charge.

**WARRANTY:** As used herein "Buyer" refers to any Participating State agency or political subdivision. The contractor acknowledges that the Uniform Commercial Code applies to this contract. In general, the contractor warrants that: (a) the product will do what the salesperson said it would do, (b) the product will live up to all specific claims that the manufacturer makes in their advertisements, (c) the product will be suitable for the ordinary purposes for which such product is used, (d) the product will be suitable for any *special purposes* that the Buyer has relied on the contractor's skill or judgment to consider.

**AMENDMENTS:** The terms of this contract shall not be waived, altered, modified, supplemented or amended in any manner whatsoever without prior written approval of the WSCA Contract Administrator.

**ASSIGNMENT/SUBCONTRACT:** Contractor shall not assign, sell, transfer, subcontract or sublet rights, or delegate responsibilities under this contract, in whole or in part, without the prior written approval of the WSCA Contract Administrator.

**NONDISCRIMINATION:** The offeror agrees to abide by the provisions of Title VI and Title VII of the Civil Rights Act of 1964 (42 USC 2000e), which prohibit discrimination against any employee or applicant for employment, or any applicant or recipient of services, on the basis of race, religion, color, or national origin; and further agrees to abide by Executive Order No. 11246, as amended, which prohibits discrimination on basis of sex; 45 CFR 90 which prohibits discrimination on the basis of age, and Section 504 of the Rehabilitation Act of 1973, or the Americans with Disabilities Act of 1990 which prohibits discrimination on the basis of disabilities. The offeror further agrees to furnish information and reports to requesting State(s), upon request, for the purpose of determining compliance with these statutes. Offeror agrees to comply with each individual state's certification requirements, if any, as stated in the special terms and conditions. This contract may be canceled if the offeror fails to comply with the provisions of these laws and regulations. The offeror must include this provision in every subcontract relating to purchases by the States to insure that subcontractors and vendors are bound by this provision.

**SEVERABILITY:** If any provision of this contract is declared by a court to be illegal or in conflict with any law, the validity of the remaining terms and provisions shall not be affected; and the rights and obligations of the parties shall be construed and enforced as if the contract did not contain the particular provision held to be invalid.

**INSPECTIONS:** Goods furnished under this contract shall be subject to inspection and test by the Buyer at times and places determined by the Buyer. If the Buyer finds goods furnished to be incomplete or not in compliance with proposal specifications, the Buyer may reject the goods and require Contractor to either correct them without charge or deliver them at a reduced price, which is equitable under the circumstances. If Contractor is unable or refuses to correct such goods within a time deemed reasonable by the Buyer, the Buyer may cancel the order in whole or in part. Nothing in this paragraph shall adversely affect the Buyer's rights including the rights and remedies associated with revocation of acceptance under the Uniform Commercial Code.

**PAYMENT:** Payment for completion of a contract is normally made within 30 days following the date the entire order is delivered or the date a correct invoice is received, whichever is later. After 45 days the Contractor may assess overdue account charges up to a maximum rate of one percent per month on the outstanding balance. Payments will be remitted by mail. Payments may be made via a State or political subdivision "Purchasing Card".

**FORCE MAJEURE:** Neither party to this contract shall be held responsible for delay or default caused by fire, riot, acts of God and/or war which is beyond that party's reasonable control. WSCA may terminate this contract after determining such delay or default will reasonably prevent successful performance of the contract.

**HAZARDOUS CHEMICAL INFORMATION:** The contractor will provide one set of the appropriate material safety data sheet(s) and container label(s) upon delivery of a hazardous material to the user agency. All safety data sheets and labels will be in accordance with each participating state's requirements.

**FIRM PRICE:** Unless otherwise stated in the special terms and conditions, for the purpose of award, offers made in accordance with this solicitation must be good and firm for a period of ninety (90) days from the date of proposal opening. Prices must remain firm for the full term of the contract.

**EXTENSION OF PRICES:** In the case of error in the extension of prices in the proposal, the unit prices will govern.

**PROPOSAL PREPARATION COSTS:** WSCA is not liable for any costs incurred by the offeror in proposal preparation.

**CONFLICT OF INTEREST:** The contractor certifies that it has not offered or given any gift or compensation prohibited by the state laws of any WSCA participants to any officer or employee of WSCA or participating states to secure favorable treatment with respect to being awarded this contract.

**INDEPENDENT CONTRACTOR:** The contractor shall be an independent contractor, and as such shall have no authorization, express or implied to bind WSCA or the respective states to any agreements, settlements, liability or understanding whatsoever, and agrees not to perform any acts as agent for WSCA or the states, except as expressly set forth herein.

**POLITICAL SUBDIVISION PARTICIPATION:** Participation under this contract by political subdivisions (i.e., colleges, school districts, counties, cities, etc.,) of the Participating States shall be voluntarily determined by the political subdivision. The contractor agrees to supply the political subdivisions based upon the same terms, conditions and prices.

**DEBARMENT:** The contractor certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction (contract) by any governmental department or agency. If the contractor cannot certify this statement, attach a written explanation for review by WSCA.

**RECORDS ADMINISTRATION:** The contractor will maintain, or supervise the maintenance of all records necessary to properly account for the payments made to the contractor for costs authorized by this contract. These records will be retained by the contractor for at least four years after the contract terminates, or until all audits initiated within the four years have been completed, whichever is later.

**AUDIT OF RECORDS:** The contractor agrees to allow WSCA, State and Federal auditors, and state agency staff access to all the records to this contract, for audit and inspection, and monitoring of services. Such access will be during normal business hours, or by appointment.

**ENTITY PARTICIPATION:** Use of specific WSCA cooperative contracts by state agencies, political subdivisions and other entities (including cooperatives) authorized by individual state's statutes to use state contracts are subject to the approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the respective State Chief Procurement Official.

Version August 2011 as revised July 18, 2012

## **Attachment B**

### **Scope of Work**

#### **Statement of Work**

The purpose of this contract is to provide opportunities for participating State, County, City and Federal government agencies to utilize commercial cloud hosting provider services in a secure and cost effective manner. Discounts are aggregated across all participants. The contract provides opportunities for agencies to obtain:

1. **GIS Cloud Hosting Services:** Includes cloud-hosting services specific to GIS services in the participating states.
2. **General Cloud Hosting Services:** Includes general cloud hosting services not specific to GIS requirements.
3. **Cloud Provisioning Services:** Includes access to cloud provisioning stacks that may be available to government agencies for use with their internal cloud services and vendor cloud services.
4. **Consulting and Design Services:** Includes consulting and design services available to government agencies from the awarded vendors for implementation of cloud services.

Contract use is governed by WSCA/NASPO processes and procedures for cooperative contracts. All projects require specific engagement agreements and related Statement of Work (SOW) documentation.

#### **Quarterly Reporting Requirement**

Contractors will be required to provide quarterly usage reports to the contract manager. Initiation and submission of the quarterly reports are to be the responsibility of the contractor without prompting or notification by the contract manager.

Quarterly reports must coincide with the quarters in the fiscal year as outlined below:

***Quarter #1:*** July 1 through September 30, due annually by October 31.

***Quarter #2:*** October 1 through December 31, due annually by January 31.

***Quarter #3:*** January 1 through March 31, due annually by April 30.

***Quarter #4:*** April 1 through June 30, due annually by July 31.

Some WSCA States may require additional reporting requirements. Those requirements will be addressed through the individual states Participating Addendum. Quarterly Reports are to be sent to the contract manager.

## **WSCA Administration Fee**

The contractor must pay a WSCA administration fee of one half of one percent (.5%) in accordance with the terms and conditions of the contract. The WSCA administration fee shall be submitted quarterly and is based on sales of products and services. The WSCA administration fee is not negotiable. WSCA Administration fee is to be payable to WSCA and submitted to the contract manager.

Some WSCA States may require that an additional fee be paid directly to the WSCA Member State on purchases made by procuring entities within that State. For all such requests, the fee level, payment method and schedule for such reports and payments will be incorporated in a Participating Addendum that is made a part of the contract. The contractor may adjust the contract pricing accordingly for purchases made by procuring agencies within the jurisdiction of the State. All such agreements may not affect the WSCA fee or the prices paid by the procuring agencies outside the jurisdiction of the WSCA State requesting the additional fee.

## **Order of Precedence**

The contract shall consist of the following documents:

1. Participating Entity's Participating Addendum ("PA") including any state specific Terms & Conditions
2. Attachment A, WSCA Standard Terms & Conditions, as revised
3. Signature Page (Cover Page)
4. Attachment B, Scope of Work
5. The Solicitation,
6. The attached Contractor Terms and Conditions, if applicable
7. Attachment C, Cost Proposal Form, and
8. Contractor's response to the Solicitation.

These documents shall be read to be consistent and complementary. Any conflict among documents shall be resolved by giving priority to these documents in the order listed above. Contractor terms and conditions that apply to the State Cooperative Contract are only those that are expressly accepted by the Lead State and must be in writing and attached to the State Cooperative Contract as an Exhibit or Attachment. Terms and Conditions in a Participating Entity's Participating Addendum will apply for that Participating Entity. No other terms and conditions shall apply, including terms and conditions listed in the Contractor's response to the solicitation, or terms listed or referenced on the Contractor website, in the Contractor quotation/sales order, or in similar documents subsequently provided by the Contractor.

**WSCA Cost Schedule:** Contract #PR12063



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<b>Cost Schedule Revision Summary</b>		
<b>Date</b>	<b>Revision</b>	<b>Comments</b>
7/18/2012	1.0	Dewberry Initial Version

## Application/GIS Hosting

### On Demand Instances

On-Demand Instances let you pay for compute capacity by the hour with no long-term commitments. This frees you from the costs and complexities of planning, purchasing, and maintaining hardware and transforms what are commonly large fixed costs into much smaller variable costs. Pricing is per instance-hour consumed for each instance, from the time an instance is launched until it is terminated. Each partial instance-hour consumed will be billed as a full hour.

Application/GIS Hosting		
On Demand Instances, Price per Hour		
	Windows Usage	Linux Usage
Small (1 CPU Core, 1.7 GB RAM)	\$ 0.130	\$ 0.090
Medium (2 CPU Core, 3.75 GB RAM )	\$ 0.260	\$ 0.181
Large (2 CPU Cores, 7.5 GB RAM)	\$ 0.520	\$ 0.360
Extra Large (4 CPU Cores, 15 GB RAM)	\$ 1.040	\$ 0.723
High-Memory Extra Large (2 CPU Cores, 17.1 GB RAM)	\$ 0.644	\$ 0.510
High-Memory Double Extra Large (4 CPU Cores, 34.2 GB RAM)	\$ 1.290	\$ 1.020
High-Memory Quadruple Extra Large(8 CPU Cores, 68.4 GB RAM)	\$ 2.580	\$ 2.035
High-CPU Medium (2 CPU Cores, 1.7 GB RAM)	\$ 0.320	\$ 0.190
High-CPU Extra Large (8 CPU Cores, 7 GB RAM)	\$ 1.290	\$ 0.750

\*All instances include RAM, CPU and Operating System.

### Reserved Instance

Reserved Instances give you the option to make a low, one-time payment for each instance you want to reserve and in turn receive a significant discount on the hourly charge for that instance. Reserved instances enable you to balance the amount you pay upfront with your effective hourly price. Reserved Instances can be purchased for 1 or 3 year terms, and the one-time fee per instance is non-refundable. Heavy Utilization Reserved Instances are billed for every hour during the entire Reserved Instance term (which means you're charged the hourly fee regardless of whether any usage has occurred during an hour).

Application/GIS Hosting				
Reserved Instances				
	Windows Usage			
	1 year term		3 years term	
	Upfront Cost	Hourly	Upfront Cost	Hourly
Small (1 CPU Core, 1.7 GB RAM)	\$ 221	\$0.410	\$ 313	\$0.050
Medium (2 CPU Core, 3.75 GB RAM )	\$ 441	\$0.830	\$ 313	\$0.050
Large (2 CPU Cores, 7.5 GB RAM)	\$ 882	\$0.170	\$ 1,250	\$0.180
Extra Large (4 CPU Cores, 15 GB RAM)	\$ 1,765	\$0.330	\$ 2,500	\$0.360
High-Memory Extra Large (2 CPU Cores, 17.1 GB RAM)	\$ 1,165	\$0.180	\$ 1,810	\$0.210
High-Memory Double Extra Large (4 CPU Cores, 34.2 GB RAM)	\$ 2,329	\$0.360	\$ 3,620	\$0.415
High-Memory Quadruple Extra Large(8 CPU Cores, 68.4 GB RAM)	\$ 4,658	\$0.720	\$ 7,235	\$0.830

High-CPU Medium (2 CPU Cores, 1.7 GB RAM)	\$ 566	\$0.120	\$ 626	\$0.120
High-CPU Extra Large (8 CPU Cores, 7 GB RAM)	\$ 2,261	\$0.475	\$ 2,500	\$0.475

\*All instances include RAM, CPU and Operating System.

<b>Application/GIS Hosting</b>				
<b>Reserved Instances</b>				
<b>Linux Usage</b>				
	<b>1 year term</b>		<b>3 years term</b>	
	<b>Upfront Cost</b>	<b>Hourly</b>	<b>Upfront Cost</b>	<b>Hourly</b>
Small (1 CPU Core, 1.7 GB RAM)	\$ 221	\$0.180	\$ 313	\$0.050
Medium (2 CPU Core, 3.75 GB RAM )	\$ 441	\$0.360	\$ 313	\$0.050
Large (2 CPU Cores, 7.5 GB RAM)	\$ 882	\$0.072	\$ 1,250	\$0.180
Extra Large (4 CPU Cores, 15 GB RAM)	\$ 1,765	\$0.150	\$ 2,500	\$0.360
High-Memory Extra Large (2 CPU Cores, 17.1 GB RAM)	\$ 1,165	\$0.995	\$ 1,810	\$0.210
High-Memory Double Extra Large (4 CPU Cores, 34.2 GB RAM)	\$ 2,329	\$0.200	\$ 3,620	\$0.415
High-Memory Quadruple Extra Large(8 CPU Cores, 68.4 GB RAM)	\$ 4,658	\$0.400	\$ 7,235	\$0.515
High-CPU Medium (2 CPU Cores, 1.7 GB RAM)	\$ 566	\$0.050	\$ 626	\$0.120
High-CPU Extra Large (8 CPU Cores, 7 GB RAM)	\$ 2,261	\$0.180	\$ 2,500	\$0.475

\*All instances include RAM, CPU and Operating System.

### Dedicated Instances -GovCloud

Dedicated Instances are instances that run hardware dedicated to a single customer. Dedicated Instances let you take full advantage of the on-demand elastic provisioning, pay only for what you use, and a private, isolated virtual network, all while ensuring that your compute instances will be isolated at the hardware level.

<b>Application/ GIS Hosting</b>		
<b>Dedicated Instances (GovCloud Only)</b>		
	<b>Windows</b>	<b>Linux</b>
	<b>1 year term</b>	<b>3 years term</b>
Small (1 CPU Core, 1.7 GB RAM)	\$ 825.27	\$ 644.39
Medium (2 CPU Core, 3.75 GB RAM )	\$ 825.27	\$ 644.39
Large (2 CPU Cores, 7.5 GB RAM)	\$ 3,301.06	\$ 2,577.54
Extra Large (4 CPU Cores, 15 GB RAM)	\$ 6,602.12	\$ 5,155.08
High-Memory Extra Large (2 CPU Cores, 17.1 GB RAM)	\$ 4,408.95	\$ 3,900.23
High-Memory Double Extra Large (4 CPU Cores, 34.2 GB RAM)	\$ 8,817.90	\$ 7,800.45
High-Memory Quadruple Extra Large(8 CPU Cores, 68.4 GB RAM)	\$ 17,635.80	\$ 15,600.90
High-CPU Medium (2 CPU Cores, 1.7 GB RAM)	\$ 1,865.33	\$ 1,300.08
High-CPU Extra Large (8 CPU Cores, 7 GB RAM)	\$ 7,461.30	\$ 5,200.30

\*All instances include RAM, CPU and Operating System.

## GIS/ESRI Software

GIS Software Only			
Enterprise Standard			
	Monthly	3 months	Annually
Up to 4 Cores (Windows and Linux)	\$2,300	\$ 6,000	\$12,000
Enterprise Advanced			
	Monthly	3 months	Annually
Up to 4 Cores (Windows and Linux)	\$4,700	\$ 12,000	\$ 24,000
Open Source			
Open Geo			
Up to 4 Cores	\$ 768	N/A	N/A
Bring your own license (BYOL)			
Must select server/instance type from Application/GIS Hosting			

## Database Hosting

Database Hosting in the cloud provides a number of database alternatives for developers. You can run fully managed relational and MySQL services or you can operate your own database in the cloud. Relational Database Service (RDS) is a web service that makes it easy to set up, operate, and scale a relational database in the cloud. It provides cost-efficient and resizable capacity while managing time-consuming database administration tasks, freeing you up to focus on your applications and business.

Database Hosting	
On Demand Instances	
MySQL & Oracle on RDS (BYOL)	
Managed RDS Offering; you size the server instance	Price Per Hour
Small (1 CPU Core, 1.7 GB RAM)	\$ 0.13
Medium (2 CPU Core, 3.75 GB RAM )	\$ 0.26
Large (2 CPU Cores, 7.5 GB RAM)	\$ 0.52
Extra Large (4 CPU Cores, 15 GB RAM)	\$ 1.04
High-Memory Extra Large (2 CPU Cores, 17.1 GB RAM)	\$ 0.77
High-Memory Double Extra Large (4 CPU Cores, 34.2 GB RAM)	\$ 1.54
High-Memory Quadruple Extra Large(8 CPU Cores, 68.4 GB RAM)	\$ 3.07
High-CPU Medium (2 CPU Cores, 1.7 GB RAM)	N/A
High-CPU Extra Large (8 CPU Cores, 7 GB RAM)	N/A
Microsoft SQL Server Standard	
Windows and SQL Server Usage	Price Per Hour
Small (1 CPU Core, 1.7 GB RAM)	N/A
Medium (2 CPU Core, 3.75 GB RAM )	N/A
Large (2 CPU Cores, 7.5 GB RAM)	\$ 1.25
Extra Large (4 CPU Cores,15 GB RAM)	\$ 1.80
High-Memory Extra Large (2 CPU Cores, 17.1 GB RAM)	\$ 1.38
High-Memory Double Extra Large (4 CPU Cores, 34.2 GB RAM)	\$ 2.05
High-Memory Quadruple Extra Large(8 CPU Cores, 68.4 GB RAM)	\$ 4.11
High-CPU Medium (2 CPU Cores, 1.7 GB RAM)	N/A

High-CPU Extra Large (8 CPU Cores, 7 GB RAM)	\$ 1.38
<b>Oracle on RDS (Includes License)</b>	
<b>Managed RDS Offering; you size the server instance</b>	<b>Price per Hour</b>
Small (1 CPU Core, 1.7 GB RAM)	\$ 0.19
Medium (2 CPU Core, 3.75 GB RAM )	\$ 0.45
Large (2 CPU Cores, 7.5 GB RAM)	\$ 0.76
Extra Large (4 CPU Cores, 15 GB RAM)	N/A
High-Memory Extra Large (2 CPU Cores, 17.1 GB RAM)	\$ 1.00
High-Memory Double Extra Large (4 CPU Cores, 34.2 GB RAM)	\$ 2.01
High-Memory Quadruple Extra Large(8 CPU Cores, 68.4 GB RAM)	\$ 4.01
High-CPU Medium (2 CPU Cores, 1.7 GB RAM)	N/A
High-CPU Extra Large (8 CPU Cores, 7 GB RAM)	N/A
<b>Bring Your Own License (SQL Server, Oracle, DB2, PostGreSQL Etc. (Windows/Linux))</b>	
Must select server/instance type from Application/GIS Hosting	

<b>Database Hosting</b>				
<b>Reserved Instances</b>				
	<b>MySQL &amp; Oracle on RDS (BYOL) Linux Usage</b>		<b>Oracle on RDS (Includes License)</b>	
	<b>Fee</b>	<b>Hourly</b>	<b>Fee</b>	<b>Hourly</b>
Small (1 CPU Core, 1.7 GB RAM)	\$ 313	\$ 0.05	\$ 457	\$ 0.06
Medium (2 CPU Core, 3.75 GB RAM )	\$ 313	\$ 0.05	\$ 457	\$ 0.06
Large (2 CPU Cores, 7.5 GB RAM)	\$ 1,250	\$ 0.165	\$ 1,825	\$ 0.235
Extra Large (4 CPU Cores, 15 GB RAM)	\$ 2,500	\$ 0.33	N/A	N/A
High-Memory Extra Large (2 CPU Cores, 17.1 GB RAM)	\$ 1,810	\$ 0.23	\$ 2,430	\$ 0.31
High-Memory Double Extra Large (4 CPU Cores, 34.2 GB RAM)	\$ 3,620	\$ 0.45	\$ 4,850	\$ 0.60
High-Memory Quadruple Extra Large(8 CPU Cores, 68.4 GB RAM)	\$ 7,235	\$ 0.91	\$ 9,700	\$ 1.20
High-CPU Medium (2 CPU Cores, 1.7 GB RAM)	N/A	N/A	N/A	N/A
High-CPU Extra Large (8 CPU Cores, 7 GB RAM)	N/A	N/A	N/A	N/A
<b>Microsoft SQL Server Standard</b>				
	<b>1 year term</b>		<b>3 years term</b>	
	<b>Fee</b>	<b>Hourly</b>	<b>Fee</b>	<b>Hourly</b>
Small (1 CPU Core, 1.7 GB RAM)	N/A	N/A	N/A	N/A
Medium (2 CPU Core, 3.75 GB RAM )	N/A	N/A	N/A	N/A
Large (2 CPU Cores, 7.5 GB RAM)	\$ 1,730	\$ 0.333	\$ 3,618	\$ 0.32
Extra Large (4 CPU Cores, 15 GB RAM)	\$ 3,460	\$ 0.67	\$ 7,235	\$ 0.64
High-Memory Extra Large (2 CPU Cores, 17.1 GB RAM)	\$ 3,796	\$ 0.00	\$ 3,796	\$ 0.00
High-Memory Double Extra Large (4 CPU Cores, 34.2 GB)	\$ 3,796	\$ 0.00	\$ 3,796	\$ 0.00

RAM)				
High-Memory Quadruple Extra Large(8 CPU Cores, 68.4 GB RAM)	\$ 3,796	\$ 0.00	\$ 3,796	\$ 0.00
High-CPU Medium (2 CPU Cores, 1.7 GB RAM)	N/A	N/A	N/A	N/A
High-CPU Extra Large (8 CPU Cores, 7 GB RAM)	\$ 3,796	\$ 0.00	\$ 3,796	\$ 0.00
<b>Bring Your Own License (SQL Server, Oracle, DB2, PostGreSQL Etc. (Windows/Linux)</b>				
Must select server/instance type from Application/GIS Hosting				

<b>Database Hosting</b>		
<b>Dedicated Instances</b>		
	<b>MySQL &amp; Oracle on RDS (BYOL)</b>	<b>Microsoft SQL Server Standard</b>
	<b>Fixed Price</b>	
Small (1 CPU Core, 1.7 GB RAM)	N/A	N/A
Medium (2 CPU Core, 3.75 GB RAM )	N/A	N/A
Large (2 CPU Cores, 7.5 GB RAM)	N/A	\$ 4,417
Extra Large (4 CPU Cores,15 GB RAM)	N/A	\$ 4,417
High-Memory Extra Large (2 CPU Cores, 17.1 GB RAM)	N/A	\$ 4,417
High-Memory Double Extra Large (4 CPU Cores, 34.2 GB RAM)	N/A	\$ 4,417
High-Memory Quadruple Extra Large(8 CPU Cores, 68.4 GB RAM)	N/A	\$ 4,417
High-CPU Medium (2 CPU Cores, 1.7 GB RAM)	N/A	\$ 4,417
High-CPU Extra Large (8 CPU Cores, 7 GB RAM)	N/A	\$ 4,417
	<b>Oracle on RDS (Includes License)</b>	
	<b>Fixed Price</b>	
Small (1 CPU Core, 1.7 GB RAM)	N/A	
Medium (2 CPU Core, 3.75 GB RAM )	N/A	
Large (2 CPU Cores, 7.5 GB RAM)	N/A	
Extra Large (4 CPU Cores,15 GB RAM)	N/A	
High-Memory Extra Large (2 CPU Cores, 17.1 GB RAM)	N/A	
High-Memory Double Extra Large (4 CPU Cores, 34.2 GB RAM)	N/A	
High-Memory Quadruple Extra Large(8 CPU Cores, 68.4 GB RAM)	N/A	
High-CPU Medium (2 CPU Cores, 1.7 GB RAM)	N/A	
High-CPU Extra Large (8 CPU Cores, 7 GB RAM)	N/A	
<b>Bring Your Own License (SQL Server, Oracle, DB2, PostGreSQL Etc. (Windows/Linux)</b>		
Must select server/instance type from Application/GIS Hosting		

## Storage

We offer several options for storage: standard and reduced redundancy. Simple storage a simple web services interface that can be used to store and retrieve any amount of data, at any time, from anywhere on the web. It gives any developer access to the same highly scalable, reliable, secure, fast, inexpensive infrastructure. Reduced redundancy is a new storage option that enables customers to reduce their costs by storing non-critical, reproducible data at lower levels of redundancy than standard storage.

<b>Storage</b>		
<b>On Demand, Prices Per GB</b>		
	<b>Standard (9-9s of durability) over a given year</b>	<b>Reduced Redundancy (99.99% of durability) over a given year</b>
Up to-50 TB	\$ 0.120	\$ 0.090
Next 450 TB	\$ 0.103	\$ 0.080
Next 500 TB	\$ 0.098	\$ 0.070
Next 4000 TB	\$ 0.090	\$ 0.060
Over 5000 TB	\$ 0.060	\$ 0.040
<b>Fixed Price, 1 year term</b>		
	<b>Standard (9-9s of durability) over a given year</b>	<b>Reduced Redundancy (99.99% of durability) over a given year</b>
25 TB average per month	\$ 43,490.12	\$ 33,819.65
50 TB average per month	\$ 86,169.87	\$ 67,207.10
500 TB average per month	\$ 772,827.63	\$ 594,707.20
1000TB average per month	\$ 1,467,319.00	\$ 1,089,144.00
5000TB average per month	\$ 6,461,930.25	\$ 4,411,951.63

## Data Transfer

<b>Data Transfer: Outbound, Inbound, Regional</b>	
	<b>Price Per GB</b>
<b>Outbound</b>	
Up to 10 TB/Month	\$ 0.13
Next 40 TB/Month	\$ 0.10
Next 100 TB/Month	\$ 0.08
Next 350 TB/Month	\$ 0.06
<b>Inbound</b>	
Inbound GB/Month	\$ 0.00
<b>Regional</b>	
Regional data transfer in/out	\$ 0.11

## All Other Cloud Services

Other Cloud Services		
VPN/VPC Services	Cost Unit	Cost
Price Per VPN Connection Hour	Per Hour	\$ 0.06
Monitoring Services		
Standard Monitoring	Price Per Month	No additional cost
Detailed Monitoring, Alerting, and Reporting	Price Per Month	\$27 per month/per instance
Amazon CloudWatch Detailed Monitoring	Price per instance per month	\$ 3.78
Amazon CloudWatch Custom Metrics	Price per metric per month	\$ 0.54
Amazon CloudWatch Alarms/First 10 Alarms	Price per alarm per month	No additional cost
Amazon CloudWatch Alarms/After First 10 Alarms	Price per alarm per month	\$ 0.11
Amazon CloudWatch API Requests	Price per 1,000 Get, List, or Put requests	\$ 0.01
IAM		
IAM	Price Per User Per Month	No additional cost
Provisioning Software		
Provisioning Software	Fixed Price Per State Account Per Year	No additional cost
Other Cloud Features		
Elastic Block Storage		
Elastic Block Storage	Price per GB per month	\$ 0.12
Elastic Load Balancing		
Elastic Load Balancing	Price per Hour	\$ 0.03
Elastic Load Balancing Data Transfer		
Elastic Load Balancing	Price per GB	\$ 0.01
Snapshot Data Storage		
Snapshot Data Storage	Price per GB per month	\$ 0.14
Elastic Block Storage		
Auto Scaling	Price per Hour	No additional cost
EBS I/O Requests		
I/O Requests	Price per 1 million	\$ 0.11
Elastic IP Addresses		
Elastic IP address not associated with a running instance	Price per Hour per month	\$ 0.02
Elastic IP address remap - first 100 remaps per month	Price per Month	No additional cost
Elastic IP address remap - additional remap per month over 100	Price per Month	\$ 0.11
S3 Requests		
PUT, COPY, POST, or LIST Requests	Per 1000 requests	\$ 0.02
GET and all other Requests	Per 10,000 requests	\$ 0.02



<b>AWS Import/Export Tool</b>		
Storage Device	Per device	\$ 90.00
Data Loading Hour (Partial data-loading-hours are billed as full hours)	Price per Hour/Partial Hour	\$ 2.69
<b>AWS SNS Requests/Notifications</b>		
SNS API Requests first 100,000	Price per Month	No additional cost
SNS API Requests after first 100,000	Price per Month	\$ 0.065
SNS HTTP/HTTPS Notifications first 100,000	Price per Month	No additional cost
SNS HTTP/HTTPS Notifications after first 100,000	Price per Month	\$ 0.065
SNS Email/Email-JSON Notifications first 1000	Price per Month	No additional cost
SNS Email/Email-JSON Notifications after first 1000	Price per 100,000 per month	\$ 2.16
SNS SMS Notifications first 100	Price per Month	No additional cost
SNS SMS Notifications after first 100	Price per 100 per month	\$ 0.81

## Consulting Services

<b>Dewberry Consulting Services (onsite/offsite)</b>	
	Price Per Hour
Business Process Engineer 1	\$ 138.60
Business Process Engineer 2	\$ 170.76
Business Process Engineer 3	\$ 201.30
Consultant 1	\$ 82.40
Consultant 2	\$ 112.75
Consultant 3	\$ 162.12
Database Management Specialist 1	\$ 145.20
Database Management Specialist 2	\$ 178.20
Functional Analyst 2	\$ 138.60
Functional Analyst 3	\$ 198.00
IT Professional 1	\$ 106.32
IT Professional 2	\$ 148.84
IT Professional 3	\$ 172.76
Principal Consultant	\$ 249.82
Program Manager	\$ 241.62
Project Manager 1	\$ 170.50
Project Manager 2	\$ 181.50
Sr. Consultant 1	\$ 169.14
Sr. Consultant 2	\$ 181.21
Sr. Consultant 3	\$ 239.20
Sr. Training Specialist	\$ 142.62
Subject Matter Expert 1	\$ 129.26
Subject Matter Expert 2	\$ 147.38

Subject Matter Expert 3	\$ 181.21
Subject Matter Expert 4	\$ 287.79

### Other Non-recurring Costs

Other Non-recurring Costs	
<b>Shipping &amp; Handling (From Dewberry to Cloud Hosting provider only)</b>	
Shipping & Handling (From Dewberry to Cloud Hosting provider only)	Rate
FedEx Ground	Standard Rates apply
FedEx Priority	Standard Rates apply
FedEx Standard Overnight	Standard Rates apply
FedEx Priority Overnight	Standard Rates apply

### Discounts

Our cost schedule includes a built-in 3% reduction for all products and services provisioned during the contract. Additional discounts for products provisioned are documented in the table below based on annualized aggregated volumes as documented in the table below. Option year discounting will be finalized upon negotiation of each option year.

Discounted Services, Price per State/Entity	
0 - 100 TB	Discount Applied
101 - 200 TB	3%
201 - 500 TB	2%
501 - 1000 TB	2%
1000 - 5000 TB	1%
> 5001 TB	1%

### Cost Schedule Assumptions

1. Cost schedule is based on the master WSCA contract schedule and the total annualized usage will be applied to individual entity negotiated rates.
2. Dewberry has provided a 3% discount on all products and services outlined in PR12063 Cost Schedule.
3. Data must be live on the cloud within the first 9 months of any WSCA master agreement contract year and must remain in the cloud for no less than 3 months during the year in order to be eligible for additional annual discount reductions.
4. The annualized usage discounts only apply to usage costs. Volume discounts on consulting and provisioning services will be negotiated on an annual basis with participating entities.
5. Dewberry will maintain an updated price list on the [www.GovApps.us](http://www.GovApps.us) portal.
6. All products and services associated with the WSCA Master Agreement are considered tax exempt.
7. All prices reflected in this cost schedule matrix are for servers, storage, and data transfer charges based in the US East (Virginia) and US West (Oregon) Regions of Amazon Web Services. Additionally all "Dedicated Fixed Price" resources are based upon pricing of assets that must reside in the GovCloud Region of AWS. Other Regions are available at request.
8. Prices for Reserved and Dedicated instances are provided at the ceiling level (high utilization). Lower utilization instances are available; prices are available at request.