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March 11, 2016 – 2:00 PM

Hardware and Associated Equipment and Services



Department of Information Technology (DoIT)

Submitted by

Knight Point Systems, LLC
1775 Wiehle Avenue, Suite 101
Reston, VA 20190

Point of Contact:
Jeff Watkins
Phone: 301-325-4315

ORIGINAL COPY

Volume II Financial Proposal

- Functional Area I – Servers and Associated Peripherals
- Functional Area III – Network Communications Equipment
- Functional Area IV – Installation and Training Services
- Functional Area V – Manufacturer's Extended Warranty

This proposal includes data that shall not be disclosed outside the State of Maryland Government and shall not be duplicated, used, or disclosed – in whole or in part – for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this offeror as a result of – or in connection with – the submission of this data, the State of Maryland Government shall have the right to duplicate, use, or disclose the data to the extent provided



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1 EXECUTIVE SUMMARY

Knight Point Systems (KPS) is pleased to provide the State of Maryland, Department of Information Technology (DoIT) this proposal for Hardware and Associated Equipment and Services. We plan to work together to accomplish your vision of providing value, leadership, and support that facilitates the use of technology to support its citizens and the mission of the State of Maryland's DoIT. KPS is very familiar with the critical challenges facing today's IT organizations and will utilize our expertise to assist with current and future needs. As a Cisco Gold Certified Partner in the design and delivery of leading edge technology solutions, KPS is positioned to confidently provide support services through leveraging extensive industry experience which will allow for immediate value to the organization.

KPS is a premier provider of information technology services and solutions to the U.S Federal government, state, local and higher education (SLED), and commercial customers. We have a track record of success in delivering turn-key solutions, network strategy, architecture, and design across a broad base of customers in government and industry. Our dedication to each of our customer's needs, mission, and objectives had been a cornerstone of our success since 2006. In addition, to our Cisco Gold partnership, KPS is also ISO 27001 and ISO 20000 certified, and is appraised at CMMI Maturity Level 3.

As you review our proposal, you will see that we meet and in many cases exceed the requirements as outlined in the Statement of Work. Our qualifications are based on many years of experience perfecting the infrastructure and processes required to stage and deliver large amounts of hardware and software with integrated deployment services. Our business strategies center around our customer's business challenges and the successful technical solutions we deliver.

KPS takes no exception to the terms of the RFP or the Contract, or any other attachments or addendums provided as part of the RFP. We propose to provide order fulfillment in each of the following functional areas:

- Functional Area I – Servers and Associated Peripherals
- Functional Area III – Network Communications Equipment
- Functional Area IV – Installation and Training Services
- Functional Area V – Manufacturer's Extended Warranty

We look forward to serving as a trusted advisor who can bring value to the State of Maryland to help make informed decisions regarding technology investment.



**2 FUNCTIONAL AREA I – SERVERS AND ASSOCIATED PERIPHERALS
(ATTACHMENT E-I)**

**ATTACHMENT E-I - Functional Area I - Servers and Associated Peripherals
MSRP COMMITMENT**

I ACKNOWLEDGE BY SIGNING THIS ATTACHMENT, THE REQUIREMENT OF PROVIDING PRICING NO HIGHER THAN THE MSRP PUBLISHED AS OF THE DATE OF PORFP PROPOSAL SUBMISSION.

OFFERORS SHALL STATE BELOW THE MANUFACTURER HARDWARE PROPOSED (ATTACH ADDITIONAL SHEETS, IF NECESSARY):

Manufacturer(s): Cisco

SUBMITTED BY:

Teri Lynn Ostroviak

02/26/2016

AUTHORIZED SIGNATURE

DATE

Teri Lynn Ostroviak, Director of Contracts

PRINTED NAME AND TITLE

Knight Point Systems, LLC

COMPANY NAME

1775 Wiehle Ave, Suite 101, Reston, VA 20190

COMPANY ADDRESS

74-3171882

FEIN NUMBER

(703) 657-7057

TELEPHONE NUMBER



**3 FUNCTIONAL AREA III – NETWORK COMMUNICATIONS EQUIPMENT
(ATTACHMENT E-III)**

**ATTACHMENT E-III - Functional Area III - Network Communications Equipment
MSRP COMMITMENT**

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**4 FUNCTIONAL AREA IV – INSTALLATION AND TRAINING SERVICES
 (ATTACHMENT E-IV)**

**ATTACHMENT E-IV - Functional Area IV - Installation and Training Services Labor
 Rate Schedule**

Below are KPS’ fully-loaded, all-inclusive hourly prices we are proposing for each listed item (hourly labor rate for all 12 years of the Master Contract for all labor categories).

Labor Category	Training Specialist/ Instructor	Project Manager	Subject Matter Expert	Network Admin	Sr. Network Engineer	Jr. Network Engineer	Sr. Network Tech.	Jr. Network Tech.	Sr. Computer Software/ Integration Analyst	Jr. Computer Systems Analyst
Year 1	\$175.00	\$175.00	\$225.00	\$150.00	\$175.00	\$150.00	\$135.00	\$110.00	\$185.00	\$145.00
Year 2	\$180.25	\$180.25	\$231.75	\$154.50	\$180.25	\$154.50	\$139.05	\$113.30	\$190.55	\$149.35
Year 3	\$185.66	\$185.66	\$238.70	\$159.14	\$185.66	\$159.14	\$143.22	\$116.70	\$196.27	\$153.83
Year 4	\$191.23	\$191.23	\$245.86	\$163.91	\$191.23	\$163.91	\$147.52	\$120.20	\$202.15	\$158.45
Year 5	\$196.96	\$196.96	\$253.24	\$168.83	\$196.96	\$168.83	\$151.94	\$123.81	\$208.22	\$163.20
Year 6	\$202.87	\$202.87	\$260.84	\$173.89	\$202.87	\$173.89	\$156.50	\$127.52	\$214.47	\$168.09
Year 7	\$208.96	\$208.96	\$268.66	\$179.11	\$208.96	\$179.11	\$161.20	\$131.35	\$220.90	\$173.14
Year 8	\$215.23	\$215.23	\$276.72	\$184.48	\$215.23	\$184.48	\$166.03	\$135.29	\$227.53	\$178.33
Year 9	\$221.68	\$221.68	\$285.02	\$190.02	\$221.68	\$190.02	\$171.01	\$139.34	\$234.35	\$183.68
Year 10	\$228.34	\$228.34	\$293.57	\$195.72	\$228.34	\$195.72	\$176.14	\$143.53	\$241.38	\$189.19
Year 11	\$235.19	\$235.19	\$302.38	\$201.59	\$235.19	\$201.59	\$181.43	\$147.83	\$248.62	\$194.87
Year 12	\$242.24	\$242.24	\$311.45	\$207.64	\$242.24	\$207.64	\$186.87	\$152.27	\$256.08	\$200.71

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**5 FUNCTIONAL AREA V – MANUFACTURER’S EXTENDED WARRANTY
(ATTACHMENT E-V)**

**ATTACHMENT E-V - Functional Area V - Manufacturer’s Extended Warranty
MSRP COMMITMENT**

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