

DIR-TSO-4123
Appendix C- Pricing Index
(per Amendment 1)

Infrastructure as a Service		DIR Discount % off MSRP
Category	Service Description	
Managed Infrastructure	Base price for 1 Month of managed infrastructure including monitoring, asset management, backup restoration, infrastructure incident management, infrastructure optimization and a monthly infrastructure review conference call. Variable node count costs will apply after the total node counts exceed the base price.	8%
Class A Node*	Includes setup, management and native configuration of 25 Class A Nodes, such as IAM, Beanstalk and Cloudwatch.	10%
Class B Node*	Includes setup, management and native configuration of 10 Class B Nodes, such as RDS, Redshift and EC2.	10%
Class C Node*	Includes setup, management and native configuration of 1 Class C Node, such as Lambda, CloudFormation and Server Migration.	10%
Cloud Broker Services		DIR Discount % off MSRP
Brand	Service Description	
Amazon Web Services	Full AWS Catalog of Cloud Services is available.	2.00%
Stratoscale	Symphony Premium and Symphony Standad	10.00%
Related Services Description		DIR Firm Fixed Price (FFP Per Hour)** or Discount % off MSRP
Patch Management	Hourly services to assist client with OS and application level patch management. Requires client to be subscribed to Bevel Work's Managed Infrastructure Service Tier.	\$90.84
Bill Tagging	Effective billing requires strategic tagging. This is an hourly technical service project to assist client in formulating and executing a tag strategy to facilitate useful billing.	\$111.23
Bill Customizing	Custom engagement hourly to build scripts for specific client's billing reporting needs.	\$151.08
Training	1 Day of Environment Specific Cloud Trainng	\$1,853.80
Onsite SR Cloud Solution Technician	Hourly - Senior Cloud Solution technician	\$152.94
Onsite JR Cloud Solution Technician	Hourly - Junior Cloud Solution technician	\$111.23
Onsite Cloud PM	Hourly - Cloud Project Manager	\$92.69
Technical Services	Related Technical Services	10.00%
<p>* See Vendor's Website for full description of cloud services included under Nodes A, B, & C.</p> <p>** The FFP labor rates include the 10% discount; Vendor may offer lower rates but can not increase the rates for these categories.</p> <p>NOTE: Vendor's quote to DIR Customers shall include the Administrative Fee. The fee will be added to the price after the DIR Discount % off MSRP is applied.</p>		