

Appendix C - Pricing Index
HP Contract Number DIR-TSO-2735

Services	Unit	DIR Discount	Service Description	Service Location
Infrastructure as a Service (IaaS)				
HP Helion Managed Virtual Private Cloud for U.S. Public Sector	Price per month	5.00%	HP Helion Managed - Virtual Private Cloud provides infrastructure services without the high cost of owning and managing your own equipment or data center. This multi-tenant platform is designed and built for the enterprise, so your high-end applications like SAP and Oracle can be deployed in a secure cloud environment. The HP Helion Managed-Virtual Private Cloud is one of the only cloud platforms that is physically and virtually "hardened" against attacks and viruses. We fortify security in our cloud through dedicated compartments and VLANs. These measures help protect you from frequent or severe outages, outside viruses, hacking and data loss. The HP Helion Managed - Virtual Private Cloud for U.S. Public Sector solution has been built from the ground up with security and best practices in mind. It complies with the following regulatory standards: FedRAMP, FISMA, HIPAA/HITECH, PCI, CJIS, FERPA, FIPS 140-2, CIS Level 1, and ITAR.	All services and data contained wholly within the U.S. Management and Operations performed only by U.S. Citizens. Compliant with FedRAMP, HIPAA, ITAR, PCI, CJIS, FERPA and others
Private Cloud Service: HP Helion Managed Private Cloud	Price per month	10.00%	HP Helion Managed - Private Cloud service provides ongoing management and infrastructure life cycle services for dedicated private clouds using HP CloudSystem technology with HP's skilled talent and operational best practices.	All services and data contained wholly within the U.S.
Disaster Recovery as a Service: HP Helion Continuity Services	Price per month	15.00%	HP Helion - Continuity is our cloud based disaster recovery as a service solution in our portfolio of continuity services. With HP's service, the Recovery Time Objective (RTO) in 1 to 4 hours and Recovery Point Objective (RPO) typically 0 to 15 minutes. We fail-over to our cloud whether you run your business critical apps on traditional IT on your premise or on our managed cloud (HP Helion Managed-Virtual Private Cloud).	All services and data contained wholly within the U.S.

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Platform as a Service (PaaS)

<p>Database Service - Oracle or Microsoft SQL via HP Helion Managed - Virtual Private Cloud for Public Sector</p>	<p>Price per month</p>	<p>5.00%</p>	<p>Provided in conjunction and as a part of our HP Helion Managed - Virtual Private Cloud for U.S. Public Sector, the Managed Database Services include, all as specified in this Service Description: installation, configuration, administration, monitoring, management of the Data Base (DB) Instance, maintenance of the DB Instance and provide support of the Data Base Management System (DBMS) environment via the VPC Portal. The Managed Database Service does not include Customer Data migration, which HP can provide on a Project basis at an additional charge.</p>	<p>All services and data contained wholly within the U.S.. Management and Operations performed only by U.S. Citizens. Compliant with FedRAMP, HIPAA, ITAR, PCI, CJIS, FERPA and others</p>
<p>BI/Analytics Platform as a Service - Autonomy IDOL on Demand / HP Helion ExploreCloud</p>	<p>Price per month</p>	<p>5.00%</p>	<p>HP Helion ExploreCloud is a cloud-based service that enables an agency's users to leverage all enterprise data, whether structured or unstructured to identify patterns. Powered by HP IDOL, HP Helion ExploreCloud delivers valuable insights across a wide range of data types – from file shares, websites, databases, document management systems, and business systems. Additionally, HP Helion ExploreCloud can integrate social media and public data feeds to provide additional analysis of citizen perceptions/satisfaction.</p> <p>HP ExploreCloud allows Customers to identify and prioritize concepts within a piece of information, bringing meaningful and comprehensive intelligence to enhance the efficiency of critical operations and the effectiveness of crucial decisions.</p>	<p>Data Centers and data contained wholly within the U.S.</p>

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Cloud Assessment Services			HP Helion Technical Services works with clients to define their cloud business needs and the appropriate mix of traditional IT and cloud so that they know where to begin, the steps needed to achieve business goals, and how to support the cloud once implemented. HP provides a comprehensive portfolio of cloud technical services to advise, transform and manage clients' cloud journey and investments with an end-to-end lifecycle approach, addressing their needs in the areas of people, process and technology by: understanding opportunities and risks of cloud to accelerate business outcomes; accelerating your cloud initiatives with advice and practical experience from HP experts; having confidence in an implementation driven by standard practices, tooling, processes and frameworks; lowering risk of deployments and optimize cost and quality; and driving efficient cloud operations with proactive monitoring, preventative maintenance, tuning, management, support and optimization of hybrid cloud environments.	
HP Helion Cloud Workshop	Fixed Price	\$22,000.00 or 15% off MSRP	Collaborative 2 day workshop; deliverables are a high level strategy for cloud, a go-forward path, as well as major business/technical considerations. MSRP is based on Fixed Price Service.	Services performed either on-site at customer location or at an HP location within the U.S. or a combination thereof depending on customer requirements.
HP Helion Cloud Roadmap Service	Priced per hour		Service to define the as-is and future state and optimum delivery model (cloud or traditional); estimate the required effort, and priorities. Scope determined by specific customer needs. MSRP is based on Standard List Price for Labor rates.	Services performed either on-site at customer location or at an HP location within the U.S. or a combination thereof depending on customer requirements.
Senior Cloud Technical Service Provider	\$181.90 / hour			
Cloud Technical Service Provider	\$146.25 / hour			
HP Helion Cloud Assessment Services	Priced per hour		General cloud assessment services, including assessing current state, identifying gaps between current and future state, and developing a detailed master project plan; analyzing workloads, categorizing for different delivery models and testing alternative business and technology scenarios. Scope determined by specific customer needs. MSRP is based on Standard List Price for Labor rates.	Services performed either on-site at customer location or at an HP location within the U.S. or a combination thereof depending on customer requirements.
Senior Cloud Technical Service Provider	\$181.90 / hour			
Cloud Technical Service Provider	\$146.25 / hour			
HP Helion - Applications Transformation to the Cloud Assessment	Priced per hour		Services focused on application usage in the cloud. Types of services include but not limited to: assessing application(s) suitability for the cloud; transforming application(s) for the cloud; application roadmaps for the cloud; integration of applications in the cloud with on premise business needs and so forth.	Services performed either on-site at customer location or at an HP location within the U.S. or a combination thereof depending on customer requirements.
Senior Cloud Technical Service Provider	\$181.90 / hour			
Cloud Technical Service Provider	\$146.25 / hour			
HP Helion Cloud Protection Service	Priced per hour		Services include Cloud Protection Roadmap, Protection Architecture, and Cloud Protection Design. Scope is determined by customer specific needs. MSRP is based on Standard List Price for Labor rates.	Services performed either on-site at customer location or at an HP location within the U.S. or a combination thereof depending on customer requirements.
Senior Cloud Technical Service Provider	\$181.90 / hour			
Cloud Technical Service Provider	\$146.25 / hour			

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HP Helion Cloud Business Case Development	Priced per hour		Service to develop detailed business plan and/or business case for cloud. Scope determined by specific customer needs. MSRP is based on Standard List Price for Labor rates.	Services performed either on-site at customer location or at an HP location within the U.S. or a combination thereof depending on customer requirements.
Senior Cloud Technical Service Provider	\$181.90 / hour			
Cloud Technical Service Provider	\$146.25 / hour			
HP Helion Cloud Design Service	Priced per hour		This service creates the design and architecture for a customer's specific cloud needs; conducts detailed technical and business analyses, creates a detailed design leading to specific technology, tools and standards recommendations based on HP's cloud computing reference architecture. Scope determined by specific customer needs. MSRP is based on Standard List Price for Labor rates.	Services performed either on-site at customer location or at an HP location within the U.S. or a combination thereof depending on customer requirements.
Senior Cloud Technical Service Provider	\$181.90 / hour			
Cloud Technical Service Provider	\$146.25 / hour			