

DIR-TSO-4146
Appendix C- Pricing Index
CloudHesive LLC

Infrastructure as a Service		DIR Discount % off MSRP
Brand or Service Provider	Service Description	
AWS*	Infrastructure as a Service	1.00%
Zadara	Storage as Service	2.00%
*All AWS IaaS services will include a 9% support fee. The 9% support fee will be applied to Total AWS Spend.		
Miscellaneous as a Service		DIR Discount % off MSRP
Brand or Category Description	Service Description	
Thales	Managed Security Transparent or Application Encryption Agent (Price per node, per month) and Managed Docker Container Encryption (Price per container, per month)	20.00%
Thales	Managed Services - Transparent encryption installation support (per node - one time fee)	5.00%
TrendMicro	Managed End Point Security - Trend Micro Deep Security All modules, we over see the signatures and make sure it is operating properly on AWS or other cloud environments (Per Node , per month on the CloudHesive Platform)	10.00%
Alert Logic	Managed Security	10.00%
CloudHesive	Managed Security / Technical Service Includes full management, monitoring tools , End point security- We operate as the administrators, over see the health of the environments and respond to issues. We also are subject matter experts for AWS and help our customers remain compliant in the cloud. Provide weekly and monthly reporting on the status of the environments. (Per instance per month using our selected tools)	5.00%
CloudHesive	Managed Workspace - Includes management of a single AWS workspace per month includes management software and over sight (per node price, per month / doesn't include AWS fees) (Minimum of 10)	5.00%
CloudHesive	Managed Workspaces - Packaging an application on AWS workspace via the management tools already deployed (per app packaged)	5.00%
CloudHesive	Managed Workspaces - on going support per app - Each application that is packaged and deployed requires support (this is not end user support but technical Tier 3/4 support) on AWS workspaces (per app per month)	5.00%
CloudHesive	Managed Backup Services - Includes CommVault backup software, verification that back ups are running , and a quarterly recovery of a random backup (Per Node per month / does not include implementation)	5.00%
CloudHesive	Managed Disaster Recover as a Service	5.00%
CloudHesive	Managed Cost Mitigation - Provides a monthly reporting, overview of the cost structure that they are spending and provide cost mitigation strategies to help them reduce their cloud costs. Provide access to tools (such as CloudChecker) and managed services to vet monthly costs. (per month per Cloud provider account, annual commit)	5.00%
CloudHesive	Managed Contact Center services	5.00%
Managed log Management service	Managed service to aggregate logs to a central log point. Includes the tools, services, and oversight (per month, up to 1 GB per day, annual commitment upfront)	5.00%
CloudHesive	Managed Logging service - Service to aggregate logs to a central log point. Includes the tools, services, and oversight (per month, per GB of data consumed per day, annual commitment upfront)	5.00%
CloudHesive	Managed Migration Services for migrating servers to a cloud provider (per node)	5.00%
CloudHesive	Storage as a Service	10.00%
CloudHesive	Managed Security Services - Services that have to do with managing a security specific solution including providing the tools and services to manage	10.00%

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Cloud Broker Services		DIR Discount % off MSRP
Broker	Service Description	
CloudHesive	Cloud Broker - For Cloud Solutions	1.00%
CloudHesive	Managed Security and Technical Services on a cloud provider	10.00%
CloudHesive	Managed VPN services on a cloud provider	5.00%
CloudHesive	Managed DevOps on a cloud provider (includes tooling and services)	10.00%
CloudHesive	Managed Citrix	5.00%
CloudHesive	Managed Migration Services	10.00%
CloudHesive	Storage as a Service	2.00%
Related Services Description		DIR Firm Fixed Price (FFP Per Hour) or Discount % off MSRP
Service Provider	Service Description	
CloudHesive	Cloud Strategy & Solution Design	\$191.25
CloudHesive	Cloud Enterprise Solutions Architect	\$208.25
CloudHesive	Cloud Enterprise Systems Architect	\$208.25
CloudHesive	Sr Cloud Engineer	\$191.25
CloudHesive	Cloud Engineer	\$148.75
CloudHesive	Sr Database Administrator	\$148.75
CloudHesive	Database Administrator	\$127.50
CloudHesive	Sr Network Engineer	\$148.75
CloudHesive	Network Engineer	\$127.50
CloudHesive	DevOps Automation Engineer	\$148.75
CloudHesive	Sr DevOps Automation Engineer	\$191.25
CloudHesive	Cloud Security Engineer	\$148.75
CloudHesive	Sr Cloud Security Architect	\$208.25
CloudHesive	Project Manager	\$123.25
CloudHesive	Splunk Engineer	\$157.25
CloudHesive	Trend Micro Engineer	\$157.25
CloudHesive	Technical Writer	\$123.25
CloudHesive	Vormetric Engineer	\$208.25
CloudHesive	Chef Deployment Engineer	\$191.25
CloudHesive	Alexa / IoT developer	\$191.25
CloudHesive	VDI configuration engineer	\$148.75
CloudHesive	Citrix engineer	\$148.75
CloudHesive	CommVault engineer	\$148.75
CloudHesive	Contact Center Engineer	\$148.75
CloudHesive	Contact Center Developer	\$170.00
CloudHesive	VMWare Engineer	\$191.25
CloudHesive	VMWare CloudFoundry Engineer	\$212.50
CloudHesive	Storage Engineer	\$148.75
CloudHesive	Storage Architect	\$170.00
CloudHesive	All Other Technical Services	10.00%

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