

DIR Contract Number DIR-TSO-2611
Appendix C Pricing Index

Cloud Broker

Blue River Information Technology is a Cloud Services Broker that specializes in Cloud data center infrastructure technologies and services. We enable organizations to communicate, store, and share enterprise data efficiently and securely, using Amazon Web Services infrastructure with a focus on Cloud and Hybrid Cloud environments. Our product portfolio includes WAN optimization, data management, DR/COOP, security, collaboration, application acceleration and Cloud service/infrastructure. Blue River’s services portfolio includes Technical Services encompassing all areas of architecting, migration, implementation, support, maintenance and analysis and program management. We provide these services in pre-tested, validated bundled packages, and in customized environments as dictated by customer requirements. We place special emphasis on security, optimization of the deployed resources, and performance to extract maximum value for our customers from their Cloud services.

Blue River utilizes the Amazon Web Services Cloud infrastructure to implement and support our customer deployments. Typically, customers incur two types of charges for Cloud implementations: 1) One time, upfront fees for architecting, implementation and buy down of cloud resources (reserved instances); and 2) Ongoing monthly support, maintenance, operations and licensing fees. The requirements a customer actually has for ongoing support varies due to a number of factors. Blue River can customize its support to customer specific needs.

Discount is based on cloud service provider’s MSRP.

Service Provider	Customer Discount (includes DIR Administrative Fee)
Amazon Web Services (AWS) (Customers must select one of two Support Options below with all AWS orders)	8 percent off MSRP

Customers purchasing AWS must select one of the following Support Options:

Support Option 1: Percentage of AWS Monthly Spend

Blue River Cloud Operations, Maintenance and Support Monthly Fees	Up to \$8,000 Total Monthly AWS Charges Per Customer	25% of total customer AWS spend
	\$8,001 to \$16,000 Total AWS Monthly Charges Per Customer	23% of total customer AWS spend
	\$16,001+ Total AWS Monthly Charges Per Customer	20% of total customer AWS spend

Pricing will be applied to the pre-discounted order total.

Support Option 2: Not to Exceed Block Hour Charges – Blue River can also provide a minimum block of hours for ongoing monthly support and maintenance at a set amount in accordance with the labor rates included in Technical Services below. Customers would procure a block of hours for certain labor categories each month with pricing as specified in Technical Services below.

Service Provider	Customer Discount (includes DIR Administrative Fee)
SharePoint Bundles – SharePoint as a Service (specifications are detailed on the Blue River DIR Customer webpage)	8 percent off MSRP

Service Provider	Customer Discount (includes DIR Administrative Fee)
Riverbed Cloud Products – Monthly Subscription Price	8 percent off MSRP

Service Provider	Customer Discount (includes DIR Administrative Fee)
NetApp Backup to Cloud Service (specifications are detailed on the Blue River DIR Customer webpage)	40 percent off MSRP

Service Provider	Customer Discount (includes DIR Administrative Fee)
Backup Archive to AWS (specifications are detailed on the Blue River DIR Customer webpage)	8 percent off MSRP

Service Provider	Customer Discount (includes DIR Administrative Fee)
iWebGate (specifications are detailed on the Blue River DIR Customer webpage)	38 percent off MSRP

Technical Services

Labor Category	Customer Price (includes DIR Administrative Fee)
Senior Cloud Architect III	\$239.42
Senior Cloud Architect II	\$207.80
Senior Cloud Architect I	\$188.41
Information Systems Security Engineer II	\$178.85
Information Systems Security Engineer I	\$154.62
Cloud Business Analyst/Economist	\$130.93
Program Manager	\$144.46
Senior Analyst	\$118.01
Analyst	\$106.20
Senior Technical Expert	\$200.22
Senior Systems Engineer I	\$112.20
Senior Systems Engineer II	\$134.45
Quality Assurance/IV&V Engineer	\$92.86
Systems Analyst/Engineer III	\$94.65
Internet/Web Developer Specialist	\$106.40
Training Instructor	\$74.72
Curriculum Development Specialist	\$116.07