

**TIPS PRICING FORM 1 - GOODS/ITEMS PRICING**

TIPS permits Vendors to utilize either or both of the two goods/items pricing proposal options (and sub-options) identified below with the "Discount-Off Catalog" option being much more optimal, usable, and preferred to the "Cost-Plus Markup Option." If Vendor utilizes the Cost-Plus Markup method anywhere in its proposal, Vendor cannot and will not be listed as federally compliant for TIPS purposes unless Vendor also certifies "Yes" in response to the Attribute entitled, "2 CFR Part 200 - Prohibition of Cost- Plus." Vendor is welcome to propose either or both options, and with either option Vendor is able to update their pricing and add/remove items during the life of the contract. It is Vendor's responsibility to ensure that all items listed, whether by description, product number, SKU, UPC or other, fall within the scope of this solicitation category. Please read the "Vendor Pricing Submission" portion of the solicitation document before submitting questions about this form to TIPS.

**Option 1 - Discount-Off Catalog Method**

This goods/items pricing proposal method is highly preferred over the "Cost-Plus Markup Method" because it is versatile and allows Vendor to efficiently add and update its goods/items pricing and does not automatically jeopardize federal fund purchases. Vendor is asked in the attribute questions within the eBid System to propose a minimum discount off of their catalog pricing. Any discount from 0% to 100% is an appropriate response. Then, under this pricing proposal method, Vendor is permitted to provide its "Catalog Pricing" to TIPS in a number of ways, described in Section "A" and Section "B" below. Vendor's minimum discount will always be applied to TIPS "Catalog Pricing" provided herein.

**SECTION "A" - Providing "Catalog Pricing" through Line-Item Pricing**

If Vendor desires to list the "catalog pricing" of goods/items that you sell by line-item, you are welcome to do so here in Section "A" of Pricing Form 1. You are welcome to modify the columns and column titles as long as TIPS can identify the item's name and "catalog price." Please note that if you are awarded with this type of pricing submission, you will be able to update the pricing and add/remove items within the category as long as you honor any applicable discounts originally proposed. Specific discounts offered for any brand or item must be honored for the life of the contract.

| Product Name                     | Product #                                   | Description                                  | Units description - (each, dozen, hour, day, etc) | MSRP or Catalog Pricing                     | % Discount<br>(Greater than Minimum Discount offered in Attribute Except in Limited Circumstances. See Attribute.) | TIPS Member Customer Price (after TIPS discount, if any) |
|----------------------------------|---------------------------------------------|----------------------------------------------|---------------------------------------------------|---------------------------------------------|--------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------|
| Example 1: Widget A              | I2345AB                                     | gadget part                                  | each                                              | \$100.00                                    | 15.00%                                                                                                             | \$85.00                                                  |
| Example 2: All Acme Product Line | see Acme catalog located at www.Acme.com    | All Acme products available from our company |                                                   | see Acme catalog located at www.Acme.com    | 10.00%                                                                                                             |                                                          |
| Example 3: All Acme Product Line | Catalog pricing to be provided upon request | All Acme products available from our company |                                                   | Catalog pricing to be provided upon request | 10.00%                                                                                                             |                                                          |

Insert Line-items below this line. You may add cells as needed.

| Product Name                                        | Product # | Description | Units description - (each, dozen, hour, day, etc) | MSRP or Catalog Pricing | % Discount<br>(Greater than Minimum Discount offered in Attribute Except in Limited Circumstances. See Attribute.) | TIPS Price |
|-----------------------------------------------------|-----------|-------------|---------------------------------------------------|-------------------------|--------------------------------------------------------------------------------------------------------------------|------------|
| ASCENDING Provides only services no goods/equipment |           |             |                                                   |                         |                                                                                                                    |            |
| Vendor may insert additional cells as needed.       |           |             |                                                   |                         |                                                                                                                    |            |

**SECTION "B" - Alternative Methods of Providing "Catalog Pricing"**

| Alternative Method of Providing Catalog | Description of Alternative Method of Providing Catalog                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Vendor's Selection of Alternative Method of Providing Catalog - Mark the option that Vendor Selects |                                                                           |  |  |  |
|-----------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------|--|--|--|
| 1. Catalog Pricing is Included          | If Vendor already has "Catalog Pricing" documents or files compiled, Vendor may check the cell to the right and include a note directing TIPS to please view those documents/files. (Ex. X - Please see "Catalog Pricing" in uploaded document entitled "2022-2023 Vendor Catalog.") Please note that if you are awarded with this type of pricing submission, you will be able to update the pricing and add/remove items within the category as long as you honor any applicable discounts originally proposed.                                                                                                                                                          | Place "X" in this cell if "Catalog Pricing is included in Proposal" is Vendor's selection.          |                                                                           |  |  |  |
| 2. Link to Catalog Pricing              | If Vendor already has "Catalog Pricing" published at an online location, Vendor may check the cell to the right and include the link to their online "Catalog Pricing." If a login is required to access the "Catalog Pricing" located at that link, please provide that login information in the neighboring cell. (Ex. X - Please see "Catalog Pricing" at www.tips-usa.com, login information is Username: TIPS Password: 123456.) Please note that if you are awarded with this type of pricing submission, you will be able to update the online pricing and add/remove items within this category as long as you honor any applicable discounts originally proposed. | Place link to your "Catalog Pricing" in this cell if "Link to Catalog" is Vendor's selection.       | If applicable, provide login information to online "Catalog Pricing" link |  |  |  |

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| 3. Vendor Shall Provide "Catalog Pricing" Upon Request | <p>If Vendor does not have comprehensive "Catalog Pricing" documents or links readily available, Vendor may check the cell to the right ensuring that such required "Catalog Pricing" will be provided to TIPS upon request. Per the following example, this option is viable but may slow down the TIPS Sale process as follows. (Ex. Vendor is awarded and is making its first TIPS Sale to Sunny ISD, Sunny ISD sends its TIPS PO to TIPS for pricing compliance review. TIPS will then request that Vendor provide documentation of "Catalog Pricing" for the line items included in the PO before TIPS can process the PO and send to Vendor for fulfillment.) Please note that if you are awarded with this type of pricing submission, you will always be able to provide the most current pricing for each item within this category but you will still be required to honor any applicable discounts originally proposed.</p> | Place "X" in this cell if Vendor agrees to provide "Catalog Pricing" upon request from TIPS. |  |  |  |  |
|--------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|--|--|--|--|

### Option 2 - Cost-Plus Markup Method

If Vendor utilizes this method, Vendor cannot and will not be listed as federally compliant for TIPS purposes unless Vendor also certifies "Yes" in response to the Attribute entitled, "2 CFR Part 200 - Prohibition of Cost- Plus." Vendor may use this method which requires that Vendor propose a maximum mark-up percentage in this proposal and then provide TIPS with proof of cost for each item at the time of each TIPS Sale.

|                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                    |                                                                                                   |
|--------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------|---------------------------------------------------------------------------------------------------|
| <u>Cost-Plus Markup Method</u> | <p>If Vendor desires to utilize this method, Vendor may enter its maximum markup percentage the cell provided to the right. Please note that this is a maximum percentage and you may always have a lesser markup on a TIPS Sale. You will be required to provide proof of cost to TIPS for every item sold under the TIPS Contract. (Ex. Vendor is awarded and is making its first TIPS Sale to Sunny ISD, Sunny ISD sends its TIPS PO to TIPS for pricing compliance review. TIPS will then request that Vendor provide documentation of Vendor's cost for the line items included in the PO before TIPS can process the PO and send to Vendor for fulfillment.) Please note that if you are awarded with this type of pricing submission, you will always be able to provide the most current cost for each item within this category but you will not be permitted to sell it to TIPS Members for a greater markup than what Vendor provides herein.</p> | <u>Vendor's Percentage Markup:</u> | Place Vendor's proposed percentage markup in this cell if utilizing the "Cost-Plus Markup Method. |
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**TIPS PRICING FORM 2 - SERVICE PRICING**

Please note that Vendor's "Minimum Percentage Discount Offered" proposed in the attribute questions shall apply to services proposed with the exception of vendor travel passed through at actual cost or GSA allowable rates. If Vendor does not seek to offer services under this contract, Vendor may type "N/A" on this form and submit. If Vendor desires to offer services under this TIPS Contract, the "Catalog Pricing" for those services must either be listed within this form as instructed, otherwise included within Vendor's proposal, or properly added during the life of the awarded contract. All services must be provided in some unit cost (Ex. Per Hour, Per Person, Per Day, etc.). If Vendor already has service "Catalog Pricing" documents, links, or files compiled, Vendor may include a note on Pricing Form 2 directing TIPS to please view those documents/links/files. (Ex. X – Please see "Service "Catalog Pricing" in uploaded document entitled "2022-2023 Vendor Service Pricing.") If Vendor utilizes the Cost-Plus Markup method anywhere in its proposal, Vendor cannot and will not be listed as federally compliant for TIPS purposes unless Vendor also certifies "Yes" in response to the Attribute entitled, "2 CFR Part 200 - Prohibition of Cost- Plus."

**Providing Service "Catalog Pricing" through Pricing Form 2 Line-Item Pricing**

If Vendor desires to list the services that Vendor sells by line-item, Vendor is welcome to do so below in this Pricing Form 2. All services must be provided in some unit cost (Ex. Per Hour, Per Person, Per Day, etc.). You are welcome to modify the columns and column titles as long as TIPS can identify the service being offered by name, unit-type, and "catalog price" of the service. Please note that if you are awarded after submitting your service pricing on this form, you will be able to update the pricing and add/remove services within the category as long as you honor any applicable discounts originally proposed. If Vendor already has service "Catalog Pricing" documents, links, or files compiled, Vendor may include a note below directing TIPS to please view those documents/links/files. (Ex. X – Please see "Service "Catalog Pricing" in uploaded document entitled "2022-2023 Vendor Service Pricing.") Please note that if you are awarded after submitting your service pricing through other documents/links/files, you will be able to update the pricing and add/remove services within this category as long as you honor any applicable discounts originally proposed.

| Service Name                      | Service Description                    | Specify Unit Type -<br>(Ex. Per Hour, Per Person, Per Day, etc.) | Unit Pricing Not-to-Exceed                                                                                                           | % Discount<br>(Greater than Minimum Discount offered in Attribute Except in Limited Circumstances. See Attribute.) | TIPS Member Customer Price - Not to Exceed - (After TIPS discount, if any)                                                           |
|-----------------------------------|----------------------------------------|------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------|
| Example 1: Installation           | Tech Level 1 Installation              | Hourly/Tech                                                      | \$100.00/hour/tech                                                                                                                   | 5.00%                                                                                                              | \$95.00/hour/tech                                                                                                                    |
| Example 2: Installation           | Tech Level 2 Installation              | Hourly/Tech                                                      | \$150.00/hour/tech                                                                                                                   | 5.00%                                                                                                              | \$142.50/hour/tech                                                                                                                   |
| Example 3: Mileage                | Travel by Car to installation location | Per Person/Per Mile                                              | GSA allowable rate at the time of service. See <a href="https://www.perdiem101.com/mileage">https://www.perdiem101.com/mileage</a> . | 0.00%                                                                                                              | GSA allowable rate at the time of service. See <a href="https://www.perdiem101.com/mileage">https://www.perdiem101.com/mileage</a> . |
| Example 4: Travel                 | Travel to installation location        | Per Person/Per Hour                                              | 50% of regular hours Installation Charge                                                                                             | 5.00%                                                                                                              | 45% of regular hours Installation Charge                                                                                             |
| Example 5: Flights                | Travel by Flight to Installation       | Per Person                                                       | Actual Cost of Flight                                                                                                                | 0.00%                                                                                                              | Actual Cost of Flight                                                                                                                |
| Example 6: Custom Design Services | Custom Design                          | Per Designer/Per Square Foot                                     | Not-to-Exceed \$200/Square Foot                                                                                                      | 5.00%                                                                                                              | Not-to-Exceed \$190/Square Foot                                                                                                      |
| Example 7: Training               | Training Client on Use of Product      | Per Trainer/Per Hour                                             | Not-to-Exceed \$20.00 /Trainer/Hour                                                                                                  | 5.00%                                                                                                              | Not-to-Exceed \$19.00 /Trainer/Hour                                                                                                  |

Insert Line-items below this line. You may add cells as needed.

| Service Name                         | Service Description                                         | Specify Unit Type -<br>(Ex. Per Hour, Per Person, Per Day, etc.) | Unit Pricing Not-to-Exceed | % Discount<br>(Greater than Minimum Discount offered in Attribute Except in Limited Circumstances. See Attribute.) | TIPS Price - Not to Exceed |
|--------------------------------------|-------------------------------------------------------------|------------------------------------------------------------------|----------------------------|--------------------------------------------------------------------------------------------------------------------|----------------------------|
| Technology Consulting Services       | Strategic IT planning and implementation                    | Per hour                                                         | 150                        | 10.00%                                                                                                             | \$135.00                   |
| Cloud-Based Technology Services      | Cloud migration, management, and optimization               | Per hour                                                         | 160                        | 10.00%                                                                                                             | \$144.00                   |
| Multi-Cloud Integration Services     | Managing hybrid and multi-cloud environments                | Per hour                                                         | 180                        | 10.00%                                                                                                             | \$162.00                   |
| Cloud Cost Optimization Services     | Reducing unnecessary cloud spend                            | Per hour                                                         | 170                        | 10.00%                                                                                                             | \$153.00                   |
| Cloud DevOps Services                | Automation, CI/CD pipelines, and infrastructure             | Per hour                                                         | 175                        | 10.00%                                                                                                             | \$157.50                   |
| Data Storage Services                | Design and management of scalable data solutions            | Per hour                                                         | 150                        | 10.00%                                                                                                             | \$135.00                   |
| Data Analytics Platform Development  | Building platforms for real-time and predictive analytics   | Per hour                                                         | 170                        | 10.00%                                                                                                             | \$153.00                   |
| Big Data Solutions Development       | Solutions for processing and analyzing large-scale data     | Per hour                                                         | 175                        | 10.00%                                                                                                             | \$157.50                   |
| Data Governance and Compliance       | Ensuring compliance with legal and regulatory standards     | Per hour                                                         | 160                        | 10.00%                                                                                                             | \$144.00                   |
| Data Backup and Disaster Recovery    | Backup and recovery solutions to ensure business continuity | Per hour                                                         | 150                        | 10.00%                                                                                                             | \$135.00                   |
| Internet & Network Security          | Network monitoring and threat management                    | Per hour                                                         | 175                        | 10.00%                                                                                                             | \$157.50                   |
| Data and System Security Services    | Security audits, penetration testing, and assessments       | Per hour                                                         | 180                        | 10.00%                                                                                                             | \$162.00                   |
| IT Application Development           | Custom application design and development                   | Per hour                                                         | 160                        | 10.00%                                                                                                             | \$144.00                   |
| Legacy Application Modernization     | Updating and modernizing outdated applications              | Per hour                                                         | 170                        | 10.00%                                                                                                             | \$153.00                   |
| Mobile App Development               | Developing iOS and Android apps                             | Per hour                                                         | 165                        | 10.00%                                                                                                             | \$148.50                   |
| Cybersecurity Training and Awareness | Educating staff on cybersecurity best practices             | Per hour                                                         | 150                        | 10.00%                                                                                                             | \$135.00                   |
| Incident Response and Forensics      | Investigating and mitigating security incidents             | Per hour                                                         | 180                        | 10.00%                                                                                                             | \$162.00                   |
| Infrastructure as Code Development   | Automating infrastructure provisioning                      | Per hour                                                         | 175                        | 10.00%                                                                                                             | \$157.50                   |
| Digital Transformation Advisory      | Guiding businesses in digital process transitions           | Per hour                                                         | 160                        | 10.00%                                                                                                             | \$144.00                   |