

TIPS 240403 Data Analytics, Solutions, and Services			ASCENDING, Inc.			
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." 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 prohibit 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 (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	12345AB	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 (Greater than Minimum Discount offered in Attribute Except in Limited Circumstances. See Attribute.)	TIPS Price
Data Analytics Packages	Initial Consultation and Needs Assessment	- Consultation Session: One-hour virtual meeting to understand the client's specific data analytics needs and objectives. - Needs Assessment Report: Detailed report outlining the client's current data landscape, pain points, and potential opportunities for improvement.	Entire process	\$1,200.00	20.00%	\$960.00
Data Analytics Packages	Platform Design Blueprint	- Architecture Design: A comprehensive design of the data analytics platform architecture, including data sources, data storage, data processing, and visualization layers. - Technology Stack Recommendations: Recommendations for the most suitable tools and technologies based on the client's needs (e.g., databases, ETL tools, BI tools). - Data Flow Diagrams: Visual representation of data flow from source to visualization.	Entire process	\$1,000.00	20.00%	\$800.00
Data Analytics Packages	Data Lake/Data Warehouse Design	- Data Lake Architecture: Blueprint for setting up a scalable data lake to store raw and unstructured data. - Data Warehouse Schema: Design of a data warehouse schema optimized for structured data storage and query performance. - Integration Plan: Strategy for integrating data from various sources into the data lake and warehouse, ensuring seamless data flow and accessibility.	Entire process	\$1,250.00	20.00%	\$1,000.00
Data Analytics Packages	Implementation Roadmap	- Step-by-Step Guide: A detailed implementation plan with milestones and timelines. - Resource Requirements: Outline of the resources needed, including hardware, software, and personnel. - Risk Management Plan: Identification of potential risks and mitigation strategies.	Entire process	\$1,200.00	20.00%	\$960.00
Data Analytics Packages	Sample Dashboards and Reports	- Pre-Designed Templates: Sample dashboard and report templates tailored to the client's industry. - Customization Guidelines: Instructions on how to customize these templates to meet specific business needs.	Entire process	\$600.00	20.00%	\$480.00
Data Analytics Packages	Generative AI Workshops	- Introductory Workshop: A one-hour virtual workshop introducing generative AI concepts and their applications in data analytics. - Hands-On Training: Guided hands-on training sessions on using generative AI tools for data analysis, including practical examples and use cases. - Workshop Materials: Access to workshop slides, recordings, and supplementary materials for future reference.	Entire process	\$600.00	20.00%	\$480.00
Data Analytics Packages	Data Security Assessment	Review of security posture/Compliance Review	Entire process	\$2,000.00	20.00%	\$1,600.00
Data Analytics Packages	Data Security Infrastructure Scanning	Scan current the data IT infrastructure to provide the recommendation on the security improvement	Entire process	\$2,000.00	20.00%	\$1,600.00
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 in Proposal	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			
3. Vendor Shall Provide "Catalog Pricing" Upon Request	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.	Place "X" in this cell if Vendor agrees to provide "Catalog Pricing" upon request from TIPS.				

Option 2 - Cost-Plus Markup Method

This goods/items pricing proposal method **is not recommended** because many TIPS Members are prohibited from utilizing Vendors with a Cost-Plus Markup Pricing submission, especially when using federal funds. Vendor cannot be listed as federally compliant for TIPS purposes if Vendor utilizes this method. If Vendor has read through the entirety of the "Discount-Off Catalog Method" description above and has determined that none of those options are a possibility, then 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.

Cost-Plus Markup Method	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.	Vendor's Percentage Markup:	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.").

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 -(Ex. Per Hour, Per Person, Per Day, etc.)	Unit Pricing Not-to-Exceed	% Discount (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 https://www.perdiem101.com/mileage .	0.00%	GSA allowable rate at the time of service. See https://www.perdiem101.com/mileage .
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 -(Ex. Per Hour, Per Person, Per Day, etc.)	Unit Pricing Not-to-Exceed	% Discount (Greater than Minimum Discount offered in Attribute Except in Limited Circumstances. See Attribute.)	TIPS Price - Not to Exceed
Data Analytic Professional Services	Data Analyst	Hourly/Tech	\$100.00/hour/tech	5.00%	\$95.00/hour/tech
Data Analytic Professional Services	Senior Data Scientist	Hourly/Tech	\$150.00/hour/tech	5.00%	\$142.50/hour/tech
Data Analytic Professional Services	Data Engineer	Hourly/Tech	\$130.00/hour/tech	5.00%	\$123.50/hour/tech
Data Analytic Professional Services	BI Developer	Hourly/Tech	\$120.00/hour/tech	5.00%	\$114.00/hour/tech
Data Analytic Professional Services	Database Administrator	Hourly/Tech	\$120.00/hour/tech	5.00%	\$114.00/hour/tech
Data Analytic Professional Services	ETL Developer	Hourly/Tech	\$120.00/hour/tech	5.00%	\$114.00/hour/tech
Data Analytic Professional Services	Data Architect	Hourly/Tech	\$130.00/hour/tech	5.00%	\$123.50/hour/tech
Data Analytic Professional Services	Machine Learning Engineer	Hourly/Tech	\$130.00/hour/tech	5.00%	\$123.50/hour/tech
Data Analytic Professional Services	Data Warehouse Specialist	Hourly/Tech	\$120.00/hour/tech	5.00%	\$114.00/hour/tech
Data Analytic Professional Services	Data Governance Specialist	Hourly/Tech	\$130.00/hour/tech	5.00%	\$123.50/hour/tech
Data Analytic Professional Services	Big Data Engineer	Hourly/Tech	\$120.00/hour/tech	5.00%	\$114.00/hour/tech
Data Analytic Professional Services	Cloud Data Engineer	Hourly/Tech	\$120.00/hour/tech	5.00%	\$114.00/hour/tech
Data Analytic Professional Services	Data Visualization Specialist	Hourly/Tech	\$110.00/hour/tech	5.00%	\$104.50/hour/tech
Data Analytic Professional Services	Data Quality Analyst	Hourly/Tech	\$100.00/hour/tech	5.00%	\$95.00/hour/tech
Data Analytic Professional Services	AI/ML Specialist	Hourly/Tech	\$150.00/hour/tech	5.00%	\$142.50/hour/tech