



CITY OF HOLLYWOOD, FLORIDA

OFFICE OF PROCUREMENT AND CONTRACT COMPLIANCE

Piggyback Request Form

(Use for purchase(s) over \$5,000, when piggybacking off other contracts)

Date 08/07/2024

Department/Office Police

Division/Area Criminal Investigations

Requestor Charles Burrows

Title Police Lieutenant

Phone 954-967-4383

Email cburrows@hollywoodfl.org

1. Requested Vendor Insight Public Sector, Inc

Vendor Number 24394

Address 6820 S Harl Ave. Tempe, AZ 85283

Contact Person Richard Pryor

Title Sales Representative

Phone 480-409-6992

Email ricardo.pryor@insight.com

2. Contract title and number requesting to piggyback? Contract # 23-6692-03 for Technology Product Solutions and Related Services

Awarding Agency Cobb County, GA

Contract Expiration Date 04/30/2026

Copy of Contract and Awarding Agency documentation is attached (provide if available).

Yes No

3. Product/Service being requested (be specific). License Plate Recognition cameras and software

4. Detailed description of the product/service's function and purpose. Flock cameras are an investigative tool that has license plate recognition software. They read vehicle license plates and identify other distinguishing visual characteristics of a vehicle. It provides data-driven evidence used to solve crimes

5. Please explain what process the Department/Office took to verify and/or identify this contract. The piggyback contract 23-6692-03 is a Cooperative Agreement procured by Cobb County, GA for the purpose of shared goods/services for use by state/local government, to streamline purchasing, provide strategic sourcing, and cost-effective shared services.

6. Were alternative contracts evaluated to determine that the City is obtaining the most advantageous contract pricing for the required product/service?

Yes No

Please explain The Police Department identified a Coral Springs contract for Fixed and Mobile License Plate Readers with Flock Group, Inc. However, the Flock Group, Inc. did not agree to extend the same competitive pricing and terms under the contract.

7. Total cost of the requested product/service. \$1,000,000.00

8. Total estimated annual (fiscal year) cost of requested product/service. \$500,000.00

Account Number(s) 001.204001.52100.531170.000000.000.000 _____

9. Is this product/service covered by a warranty? Yes No

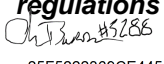
If yes, please attach a copy of the warranty details.

10. Will grant funds be used to pay for the requested product/service? Yes No

If yes, please explain _____

REQUESTING DEPARTMENT RECOMMENDATION


Note: By signing and returning this form, you are verifying and acknowledging that you have reviewed all portions (scope, terms, conditions, pricing, etc.) of the requested contract(s) and recommend its/their approval based on compliance with the City's procurement requirements and all applicable laws and regulations to the best of your knowledge.

DocuSigned by:

25F5222369CE445...

8/8/2024

Date

Requestor's Signature

DocuSigned by:

9192390979AC450...

8/9/2024

Date

Director's Signature



Piggyback Checklist

Using Department(s): The Police Department

Piggyback Contract Number/Name: Contract # 23-6692-03 for Technology Product Solutions and Related Services

Services/Supplies to be provided: Flock Safety License Plate Recognition cameras and software

Why are Services/Supplies being obtained via piggyback (as opposed to issuing a solicitation or obtaining quotes): The piggyback contract 23-6692-03 is a Cooperative Agreement through Omnia Partners and procured by Cobb County, GA for shared goods/services for use by state/local government, to streamline purchasing, provide strategic sourcing, and cost-effective shared services.

Procurement Code, Section 38.41(C)(5):

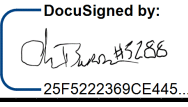
(5) *Piggyback purchases.* The CPO (Chief Procurement Officer) may procure, without following formal solicitation procedures, all goods, supplies, materials, equipment, and services that are the subject of contracts with the state, its political subdivisions, the United States government, other governmental entities, or a corporation not for profit whose members are governmental entities, public officers, or any combination thereof ("piggyback"), provided that the goods, supplies, materials, equipment, or services are the subject of a price schedule negotiated by the entities listed above and is based strictly on competitive bids, quotations, or competitive proposals and not on any preference. Utilization of other governmental entities' contracts shall be permitted only during the term of the other governmental entity's contract.

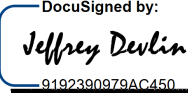
Piggyback Justification Criteria	YES	NO	COMMENT
Is the piggyback contract's pricing/terms more favorable than pricing/terms we would obtain from issuing our own solicitation or obtaining our own quotes?	Yes		This contract offers a percentage discount on the Insight Public Sector's pricelist. The price list is benchmarked against competitors and updated to provide real-time discounts.
Will use of the piggyback contract save City staff administrative time, efforts and resources?	Yes		It will save bid time, provide strategic sourcing, and cost savings through a cooperative group purchasing agreement
Will the requested services/supplies be purchased with funds other than grant funds or funds that prohibit the use of piggybacking?	Yes		Funding included in the adoption of the FY 2024 operating budget


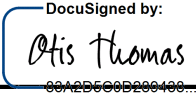
***If you answered no to any of the questions above in this section, please disregard piggybacking the desired services/supplies and terminate any further completion of this form unless otherwise granted administrative approval to piggyback by authorized City Management staff.**

ITEMS VERIFIED	YES	NO	COMMENT
Does the piggyback contract allow the utilization of the contract by other entities, including use in the state of FL if it's an out of state contract?	Yes		This is a cooperative agreement from Omnia Partners led by Cobb County,

			Georgia for local government use.
Was the contract awarded through a solicitation or other acceptable competitive process that was publicly advertised?	Yes		The piggyback is a cooperative agreement intended for use by government agencies.
Piggyback Contract is Valid? Contract Expiration Date: 04/30/2026	Yes		Initial Term: 05/01/2023-04/30/2026
Goods / Services requested by the Using Department(s) match those allowed under the piggyback contract and do not extend beyond the expiration date of the piggyback contract?	Yes		The price quote reflects the product type/cost awarded under the piggyback contract.
Does the piggyback contract have acceptable terms and conditions?	Yes		The Department reviewed the contract terms and conditions and deemed them acceptable.
Did the vendor confirm that the piggyback contract is authorized to be used with the established terms, conditions, and pricing?	Yes		The vendor approves of using the contract.
Is pricing "Fair and Reasonable" in the piggyback contract?	Yes		This contract offers a percentage discount on the Insight Public Sector's pricelist. The price list is benchmarked against competitors and updated to provide real-time discounts.
Piggyback Contract Certificate(s) of Insurance (COI) is acceptable to the COH's Risk Management?	Yes		
Piggyback Contract has Warranty Conditions?		No	
Piggyback Contract has liquidated damages (if Yes, provide the daily liquidated amount)		No	

Requestor's Signature:  _____
Date: 8/8/2024 _____

Director's Signature:  _____
Date: 8/9/2024 _____

 **CPO Signature:**  _____
Date: 8/9/2024 _____



Technology Product Solutions and Related Services
Executive Summary

Lead Agency: Cobb County, GA

Solicitation: 23-6692

RFP Issued: August 26, 2022

Pre-Proposal Date: September 14, 2022

Response Due Date: October 13, 2022

Proposals Received: 18



Awarded to:

Contract #: 23-6692-03

The Cobb County Purchasing Department issued RFP 23-6692 on August 26, 2022, to establish a national cooperative contract for Technology Product Solutions and Related Services.

The solicitation included cooperative purchasing language in **National Contract** section as stated below:

“Cobb County, GA, as the Principal Procurement Agency, defined in Attachment A, has partnered with OMNIA Partners, Public Sector (“OMNIA Partners”) to make the resultant contract (also known as the “Master Agreement” in materials distributed by OMNIA Partners) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (“Public Agencies”), through OMNIA Partners’ cooperative purchasing program. Cobb County, GA is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners (a “Participating Public Agency”) and by using the Master Agreement, any such Participating Public Agency agrees that it is registered with OMNIA Partners, whether pursuant to the terms of a Master Intergovernmental Cooperative Purchasing Agreement, a form of which is attached hereto on Attachment A, or as otherwise agreed to. Attachment A contains additional information about OMNIA Partners and the cooperative purchasing program”.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- Cobb County Purchasing website
- OMNIA Partners website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino County Sun, CA
- Honolulu Star-Advertiser, HI
- The Herald-News – Will County (IL)
- The Advocate – New Orleans, LA
- The New Jersey Herald, NJ
- Albany Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Deseret News, UT
- Richmond Times-Dispatch, VA
- Seattle Daily Journal of Commerce, WA
- Houston Community Newspapers, TX
- Helena Independent Record, MT
- Las Vegas Review-Journal
- Kennebec Journal/Morning Sentinel, ME

Socio-economic Outreach: To encourage participation of small businesses, minority owned businesses and women owned businesses were notified of the Request for Proposal.

On October 13, 2022, proposals were received from the following offerors:

- Alegna Technologies, Inc.
- SHI International Corp.
- Carbyne, Inc.
- Insight Public Sector, Inc.
- Audio Enhancement, Inc.
- Emergent, LLC
- Govconnection, Inc. dba Connection - Public Sector Solutions
- Iron Bow Technologies, LLC
- DLT Solutions, LLC
- Vertosoft, LLC
- Presidio Networked Solutions, LLC
- Virtual Technologies Inc.
- CDW Government LLC
- Carahsoft Technology Corporation
- Vurkada, Inc. Fiscal Note Inc.
- AGParts Worldwide Inc.
- Virtucom, Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with **Insight Public Sector, Inc.** and proceeding with contract award upon successful completion of negotiations.

Geographic Preferences: Cobb County included a geographic preference, but it did not impact the score for the national award.

The Cobb County, GA, OMNIA Partners and Insight Public Sector successfully negotiated a contract, and the Cobb County executed the agreement with a contract effective date of May 1, 2023.

Diversity Certification: IPS prefers to meet diversity requirements for services opportunities where they're able to subcontract out to the diversity partner.

Contract includes: A comprehensive range of solutions providing a broad range of technology products and services including but not limited to:

- Hardware Product Offering with hundreds of leading industry manufacturers
- Software applications through licensing agreements with software publishers or boxed products
- Solutions & Service Offerings; As a comprehensive Solutions Integrator (SI), Insight takes a client-focused approach to helping organizations identify, adopt, and manage the most appropriate solutions to drive digital transformation and modernization for innovation.

Supplier provided federal funds certifications which are available on the OMNIA Partners website for review.

Term:

Initial thirty-six-month agreement from May 1, 2023 through April 30, 2026 with the option to renew two (2) additional one-year periods through April 30, 2028.

Pricing/Discount:

Pricing structure for products is based on a discount off the Insight list price.

OMNIA Public Sector, web landing page:

[Insight Public Sector, Inc. Cooperative Contract | Overview \(omniapartners.com\)](https://www.omniapartners.com/insight-public-sector-cooperative-contract-overview)



INSIGHT PUBLIC SECTOR SLED
 2701 E INSIGHT WAY
 CHANDLER AZ 85286-1930
 Tel: 800-467-4448

SOLD-TO PARTY 10153621

HOLLYWOOD PUBLIC SAFETY
 PROCUREMENT SERVICES
 PO BOX 229045
 HOLLYWOOD FL 33022-9045

SHIP-TO

HOLLYWOOD PUBLIC SAFETY
 PROCUREMENT SERVICES
 3250 HOLLYWOOD BLVD
 HOLLYWOOD FL 33021-6907

Quotation	
Quotation Number	: 0227567144
Document Date	: 09-JUL-2024
PO Number	:
PO release:	: FLOCK MULTI YEAR 2 YRS
Sales Rep	: Ricardo Pryor
Email	: RICARDO.PRYOR@INSIGHT.COM
Telephone	: +14804096992
Sales Rep 2	: Margery Murphy
Email	: MARGERY.MURPHY@INSIGHT.COM
Telephone	: +19374159418

We deliver according to the following terms:

Payment Terms : Net 30 days
Ship Via : Insight Assigned Carrier/Ground
Terms of Delivery : FOB DESTINATION
Currency : USD

A signature below is required at time of Purchase Order if it is not fully funded. Insight will not be able to process the Purchase Order without this quote being signed. If placing POs annually, Insight will require POs for the out years to be placed at least 15 days prior to the renewal date. By executing this quote, Customer agrees to the below terms and annual payment schedule.

Customer understands, accepts and agrees that this purchase is subject to Flock Safety's End User License Agreement, available at: <https://www.flocksafety.com/terms-and-conditions-eula>

TERM LENGTH: 24 Months

TERM START: Unless otherwise noted, the Term shall commence upon first installation and validation of Flock Hardware

THIS IS A 2 YEAR ANNUAL PAYMENT COMMITMENT

Year 1 - Line 20-40 - \$249,000.00 plus applicable tax - Invoiced 100% upon issuance of PO

Year 2 - Line 50-60 - \$210,000.00 plus applicable tax - Invoiced at first anniversary

Total Contract Commit - \$459,000.00 plus applicable tax

Material	Material Description	Quantity	Unit Price	Extended Price
PARTNER-MDS-PO	MANUAL PO - SALES NOTES TO PURCHASING OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03)	1		



Material	Material Description	Quantity	Unit Price	Extended Price
<i>Solution includes the following:</i>				
PS-IMP-STD	FLOCK GROUP STANDARD IMPLEMENTATION FEE - PROFESSIONAL SERVICES OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 848.99 Discount: 23.438% Omnia Services - Service Charge 1% off Insight List	60	650.00	39,000.00
FOS-ADVANCED-T7	FLOCK OS ADVANCED (301-500 OFFICERS) Coverage Dates: 16-JUL-2024 - 15-JUL-2025	1	30,000.00	30,000.00
FLCK-FALCON-2-LE	FLOCK GROUP FALCON INFRASTRUCTURE-FREE (SOLAR POWER + LTE), LICENSE PLATE RECOGNITION CAMERA WITH VEHICLE FINGERPRINT™ TECHNOLOGY + MACHINE LEARNING SOFTWARE AND REAL-TIME ALERTS FOR UNLIMITED USERS Coverage Dates: 16-JUL-2024 - 15-JUL-2025 OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 3319.99 Discount: 9.638% Omnia Services - Licensing and Software -Cloud 1% off Insight List	60	3,000.00	180,000.00
FOS-ADVANCED-T7	FLOCK OS ADVANCED (301-500 OFFICERS) Coverage Dates: 16-JUL-2025 - 15-JUL-2026 OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 33197.99 Discount: 9.633%	1	30,000.00	30,000.00
FLCK-FALCON-2-LE	FLOCK GROUP FALCON INFRASTRUCTURE-FREE (SOLAR POWER + LTE), LICENSE PLATE RECOGNITION CAMERA WITH VEHICLE FINGERPRINT™ TECHNOLOGY + MACHINE LEARNING SOFTWARE AND REAL-TIME ALERTS FOR UNLIMITED USERS Coverage Dates: 16-JUL-2025 - 15-JUL-2026 OMNIA PARTNERS (COBB COUNTY) IT PRODUCTS AND SERVICES(# 23-6692-03) List Price: 3319.99 Discount: 9.638%	60	3,000.00	180,000.00

Product Subtotal	420,000.00
Services Subtotal	39,000.00
TAX	0.00
Total	459,000.00

Thank you for choosing Insight. Please contact us with any questions or for additional information about Insight's complete IT solution offering.

Sincerely,



Ricardo Pryor
+14804096992
RICARDO.PRYOR@INSIGHT.COM
Fax 4807607266

Margery Murphy
+19374159418
MARGERY.MURPHY@INSIGHT.COM

To purchase under this contract, your agency must be registered with OMNIA Partners Public Sector.

Insight Global Finance has a wide variety of flexible financing options and technology refresh solutions. Contact your Insight representative for an innovative approach to maximizing your technology and developing a strategy to manage your financial options.

This purchase is subject to Insight's online Terms of Sale unless you have a separate purchase agreement signed by you and Insight, in which case, that separate agreement will govern. Insight's online Terms of Sale can be found at the "terms-and-policies" link below.

SOFTWARE AND CLOUD SERVICES PURCHASES: If your purchase contains any software or cloud computing offerings ("Software and Cloud Offerings"), each offering will be subject to the applicable supplier's end user license and use terms ("Supplier Terms") made available by the supplier or which can be found at the "terms-and-policies" link below. By ordering, paying for, receiving or using Software and Cloud Offerings, you agree to be bound by and accept the Supplier Terms unless you and the applicable supplier have a separate agreement which governs.
<https://www.insight.com/terms-and-policies>

Insight Public Sector, Inc.

Hollywood Public Safety

Signature:

Signature:

Name:

Name:

Title:

Title:

Date:

Date:



OMNIA Partners Technology Product Solutions & Related Services
Contract No. 23-6692-03
Product Pricing Structure

Cisco Solutions			
Product Category	Discount off MSRP (Government)		Discount off MSRP (Education)
Hardware / Software (Cisco Core & Compute)	36%		36%
Cisco Market	10%		10%
Cisco Technical and Maintenance Services	8%		8%
Cisco Net / Learning Credits / Training / Advanced Services / Other Cisco Support & Services	0%		0%
	Incumbent	Non-Incumbent	All
SMARTnet	16%	8%	28%

AWS & GCP Solutions *	
Product Category	Discount off MSRP
All	1.0%

Microsoft Software	
Product Category	Cost Plus Percentage
Microsoft Software (including Cloud)	3.5%
Microsoft CSP	15.0%

All Other Products		
Product Category	Description	Discount off Insight List Price
Accessories	Desktop Accessories	5.0%
	Display Accessories	4.0%
	Handheld Accessories	5.0%
	Keyboards & Mice	4.5%
	Mobile Phone Accessories	1.5%
	Mobile Phones	0.5%
	Networking Accessories	4.5%
	Notebook Accessories	4.0%
	Notebook Batteries	3.5%
	POS Accessories	4.0%
	Power Accessories	4.5%
	Printer Accessories	4.0%
	Projector Accessories	4.0%
	Server Accessories	3.5%
	Wireless Accessories	4.0%
Wireless LAN Accessories	4.0%	
Boards	System Components	3.0%
Cables	Cables	7.0%
	Cables Custom	7.0%
	Cables Printer	7.0%
Consumables	Printer Consumables	4.0%



OMNIA Partners Technology Product Solutions & Related Services
Contract No. 23-6692-03
Product Pricing Structure

Product Category	Description	Discount off Insight List Price
Devices	Desktops	0.5%
	Handhelds	0.5%
	Notebooks	0.5%
Digital Imaging	Imaging Accessories	5.0%
	Imaging Camcorders	3.5%
	Imaging Digital Cameras	3.5%
	Imaging Scanners	3.5%
	Network Video	3.5%
Displays	Displays	1.5%
	Projectors	4.0%
Licensing & Software	Cloud *	1.0%
	Licensing Backup	2.0%
	Licensing Business Application	2.0%
	Licensing CAD/CAM	2.0%
	Licensing Cloning	2.0%
	Licensing Collaboration	2.0%
	Licensing Computer Security	2.0%
	Licensing Database	2.0%
	Licensing Development	2.0%
	Licensing Financial	2.0%
	Licensing Flow Chart	2.0%
	Licensing Graphic Design	2.0%
	Licensing Handheld	2.0%
	Licensing Network OS	2.0%
	Licensing OS	2.0%
	Licensing Personal Organization	2.0%
	Licensing Reference	2.0%
	Licensing Report Analysis	2.0%
	Licensing Spreadsheet	2.0%
	Licensing Utilities	2.0%
	Licensing Virtualization	2.0%
	Licensing Web Development	2.0%
	Licensing Word Processing	2.0%
	Software Backup	2.0%
	Software Barcode/OCR	2.0%
	Software Business Application	2.0%
	Software CAD/CAM	2.0%
	Software Cloning	2.0%
	Software Collaboration	2.0%
	Software Computer Security	2.0%
	Software Database	2.0%
	Software Development	2.0%
	Software Financial	2.0%
Software Flow Chart	2.0%	
Software Graphic Design	2.0%	
Software Handheld	2.0%	
Software Network OS	2.0%	
Software OS	2.0%	



OMNIA Partners Technology Product Solutions & Related Services
Contract No. 23-6692-03
Product Pricing Structure

Product Category	Description	Discount off Insight List Price
Licensing & Software (continued)	Software Personal Organization	2.0%
	Software Reference	2.0%
	Software Report Analysis	2.0%
	Software Spreadsheet	2.0%
	Software Utilities	2.0%
	Software Virtualization	2.0%
	Software Web Development	2.0%
	Software Word Processing	2.0%
Media	Media 4mm Tape	4.5%
	Media AIT Tape	4.5%
	Media DAT Tape	5.0%
	Media DLT Tape	4.5%
	Media LTO/Ultrium Tape	4.0%
	Media Magneto-Optical	4.5%
	Media Optical	4.5%
	Media SLR Tape	4.5%
	Media Travan Tape	4.5%
	Media VXA Tape	4.0%
Media Zip	4.0%	
Memory	Memory Desktop	4.5%
	Memory Flash	4.5%
	Memory Networking	4.0%
	Memory Notebook	4.5%
	Memory Printer/Fax	4.0%
	Memory Server	4.0%
Networking	10/100 Hubs & Switches	2.5%
	Bridges & Routers	2.5%
	Gigabit Hubs & Switches	2.5%
	Hardware Firewalls	3.0%
	Intrusion Detection	3.5%
	KVM	4.0%
	Modems	4.0%
	Network Adapters	3.5%
	Network Testing Equipment	2.0%
	Networking Communications	3.5%
	Repeaters & Transceivers	3.0%
	Telephony	4.0%
POS	POS Displays	4.0%
	POS Scanners	4.0%
	Printers Label	4.0%
Power	Power Data Center	4.0%
	Power Surge Protector	4.5%
	Power UPS	1.5%
Printers	Fax Machine	2.5%
	Multi-Function	2.5%
	Printers Dot Matrix	2.0%
	Printers Inkjet	2.0%



OMNIA Partners Technology Product Solutions & Related Services
Contract No. 23-6692-03
Product Pricing Structure

Product Category	Description	Discount off Insight List Price
Printers (continued)	Printers Laser	1.5%
	Printers Wide Format	0.5%
Servers	Servers 1 Processor	4.0%
	Servers 2 Processor	2.0%
	Servers 4+ Processor	2.5%
	Servers Blade	3.5%
	Servers Tower	2.0%
	Servers Unix	2.0%
Services (SKU-based)	Advanced Integration	1.0%
	Asset Disposal	1.0%
	Asset Management	1.0%
	Electronic Services	1.0%
	Internal Lab Service	1.0%
	Lab Fees	1.0%
	Managed Services	1.0%
	Miscellaneous Solutions	1.0%
	PC Lab Order Service	1.0%
	Service Charge	1.0%
Service Parts	1.0%	
Storage	Adapters Fibre Channel	3.0%
	Adapters FireWire/US	4.0%
	Adapters IDE/ATA/SAT	4.0%
	Adapters RAID	2.5%
	Adapters SCSI	3.0%
	Disk Arrays	3.5%
	Disk Arrays JBOD	3.5%
	Drives Magneto-Optical	3.0%
	Drives Removable Disk	4.0%
	Hard Disks External	3.0%
	Hard Disks Fibre Channel	3.0%
	Hard Disks IDE/ATA/SAT	4.0%
	Hard Disks Notebook	3.5%
	Hard Disks SCSI	3.0%
	Optical Drives CD-ROM	3.0%
	Optical Drives CD-RW	3.5%
	Optical Drives DVD/CD	2.0%
	Optical Drives DVD-ROM	4.0%
	Optical Drives DVD-RW	3.5%
	Storage Accessories	4.0%
	Storage NAS	2.0%
	Storage SAN	3.0%
	Tape Autoloaders AIT	3.5%
	Tape Autoloaders DAT	3.5%
	Tape Autoloaders DLT	2.0%
	Tape Autoloaders LTO	2.0%
	Tape Drives 4mm	3.5%
	Tape Drives 8mm/VXA	3.5%
	Tape Drives AIT	2.5%



OMNIA Partners Technology Product Solutions & Related Services
Contract No. 23-6692-03
Product Pricing Structure

Product Category	Description	Discount off Insight List Price
Storage (continued)	Tape Drives DAT	3.5%
	Tape Drives DLT	3.5%
	Tape Drives LTO/Ultra	3.5%
	Tape Drives SDLT	3.5%
	Tape Drives Travan	3.5%
Training	Training Courses	1.0%
	Training Reference Material	1.0%
Warranties	Complex Warranties	2.5%
	Licensing Warranties	2.0%
	Networking Warranties	2.5%
	Software Warranties	2.0%
	Warranties Electronic	2.5%
	Warranties Physical	2.5%

* Purchases made on marketplace platforms (or other platforms where providers make third party solutions available for purchase) are not eligible for discounts.



OMNIA Partners Technology Product Solutions & Related Services
Contract No. 23-6692-03
Services Pricing Structure

Service Category	Discount off Insight List Price
Consulting Services	10%
Consulting services drive value across the entire enterprise through strategy, design, technology, and industry expertise—from guiding Agile and Scrum methodologies to leading OCM and transformation.	
Managed Services	10%
Managed services integrate with a client’s operations and provide a full breadth of services ranging from reactive technical support to comprehensive 24/7 monitoring, management, and reporting as well as services designed to cover infrastructure security.	
Professional and Lifecycle Services	10%
Professional services provide support to optimize IT environments across public, private, and hybrid infrastructure, enabling organizations to expand and evolve to meet the demands of application workloads, accelerating business transformation, and achieving strategic objectives.	
Other Services Not Listed Above	1%
As may be offered by Insight from time to time.	

Functional Role	Insight List Price Hourly Rate	Discount	Contract Hourly Rate
Material Handler	\$55.00	10%	\$49.50
Service Desk Representative	\$60.50	10%	\$54.45
Services Technician – Cabling	\$60.50	10%	\$54.45
Deployment Coordinator	\$66.00	10%	\$59.40
Services Operations Specialist	\$66.00	10%	\$59.40
Services Technician Sr. – Cabling	\$66.00	10%	\$59.40
Service Desk Representative Sr.	\$77.00	10%	\$69.30
Systems Administrator	\$88.00	10%	\$79.20
Associate Consultant I	\$104.50	10%	\$94.05
Ops Business Analyst 2	\$104.50	10%	\$94.05
Supervisor Services	\$104.50	10%	\$94.05
Deployment Manager	\$110.00	10%	\$99.00
Billing Associate	\$115.50	10%	\$103.95
Infrastructure Technician II	\$115.50	10%	\$103.95
Project Coordinator	\$115.50	10%	\$103.95
Project Coordinator Sr.	\$121.00	10%	\$108.90
Business Analyst I	\$132.00	10%	\$118.80
Sr. Supervisor Services	\$137.50	10%	\$123.75
Infrastructure Technician Sr.	\$143.00	10%	\$128.70
Service Delivery Manager	\$143.00	10%	\$128.70
Associate Engineer	\$154.00	10%	\$138.60
Transition Manager	\$159.50	10%	\$143.55
Business Analyst II	\$165.00	10%	\$148.50
Cabling Project Manager	\$170.50	10%	\$153.45
Associate Consultant II	\$176.00	10%	\$158.40
Consultant I	\$187.00	10%	\$168.30
Services Technician	\$187.00	10%	\$168.30



OMNIA Partners Technology Product Solutions & Related Services
Contract No. 23-6692-03
Services Pricing Structure

Functional Role	Insight List Price Hourly Rate	Discount	Contract Hourly Rate
Services Technician Sr.	\$187.00	10%	\$168.30
Sr. Cabling Project Manager	\$203.50	10%	\$183.15
Client Services Manager I	\$220.00	10%	\$198.00
Consultant II	\$220.00	10%	\$198.00
Consultant	\$225.50	10%	\$202.95
Business Analyst Sr.	\$231.00	10%	\$207.90
Project Manager	\$236.50	10%	\$212.85
Consultant Sr.	\$253.00	10%	\$227.70
Engineer	\$253.00	10%	\$227.70
Project Manager Sr.	\$269.50	10%	\$242.55
Transition Manager Sr.	\$269.50	10%	\$242.55
Manager Programs	\$275.00	10%	\$247.50
Sr. Consultant	\$275.00	10%	\$247.50
Client Services Manager II	\$286.00	10%	\$257.40
Manager Services	\$291.50	10%	\$262.35
Engineer Sr.	\$297.00	10%	\$267.30
Delivery Engineer II	\$302.50	10%	\$272.25
Managing Consultant	\$302.50	10%	\$272.25
Architect I	\$330.00	10%	\$297.00
Sr. Managing Consultant	\$335.50	10%	\$301.95
Delivery Engineer III	\$341.00	10%	\$306.90
Principal Consultant	\$363.00	10%	\$326.70
Architect II	\$390.50	10%	\$351.45
Solutions Architect	\$401.50	10%	\$361.35
Sr. Principal Consultant	\$423.50	10%	\$381.15
Architect Sr.	\$451.00	10%	\$405.90
Sr. Manager Services	\$605.00	10%	\$544.50
Specialty	\$660.00	10%	\$594.00