Oklahoma
Office of Management
& Enterprise Services

This addendum is added to and is to be considered part of the subject contract.

Statewide Contract #: 1010

PeopleSoft Contract ID: **5126, 5127**

Contract Title: **Adobe SAP/Crystal Software & Services**

Contract Issuance Date: **02/14/2018**

Contract Supplier: **SHI**

Addendum # **4**

Addendum Date: **02/03/2021**

OMES Point of Contact:

Contracting Officer: **Marc Brown**

Phone Number: **405-496-9148**

E-mail address: **Marc.brown@omes.ok.gov**

Addendum Information:

Addendum #4 issued for term renewal with SHI.

Contract Period: 02/14/2021 – 02/13/2022
Agreement Period: 02/14/2018 – 02/13/2023

SHI Contact: Sunni Groom / Sunni_Groom@shi.com

CONTRACT
State of Oklahoma

OKLAHOMA

Contract ID			Page
0000000000000000000005126			1 of 1
Contract Dates	**Currency**	**Rate Type**	**Rate Date**
02/26/2018 to 02/13/2022	USD	CRRNT	PO Date
Description:		**Contract Maximum**	
SW1010 SHI Software		0.00	
Allow Open Item Reference			
TYPE: STATEWIDE			

Supplier 0000014268
SHI INTERNATIONAL CORP
1301 SOUTH MO-PAC EXPRESSWAY SUITE 375
AUSTIN TX 78746
USA

Tax Exempt? Y   Tax Exempt ID:736017987

Contract Lines:

Line #	Cat CD / Item ID / Item Desc	UOM	Minimum Order Qty	Amt	Maximum / Open Qty	Amt
1	43231500 / Microsoft Application Software NonAcademic	EA	1.00	0.00	0.00	0.00
	Contract Base Pricing 0.00000	EA		0006		
2	43231500 / Microsoft Application Software Academic	EA	1.00	0.00	0.00	0.00
	Contract Base Pricing 0.00000	EA		0006		
3	43231500 / Adobe Software	EA	1.00	0.00	0.00	0.00
	Contract Base Pricing 0.00000	EA		0006		
4	43232300 / Crystal Reports Software	EA	1.00	0.00	0.00	0.00
	Contract Base Pricing 0.00000	EA		0006		
5	43232502 / Training	EA	1.00	0.00	0.00	0.00
	Contract Base Pricing 0.00000	EA		0006		
6	80101507 / Consulting Services	EA	1.00	0.00	0.00	0.00
	Contract Base Pricing 0.00000	EA		0006		
7	43232502 / SANS - STH.EU Security Training	EA	1.00	0.00	0.00	0.00
	Contract Base Pricing 0.00000	EA		0006		

COMMENTS:

Contract Period: 02/26/2018 -- 02/13/2022
Agreement Period 02/14/2018 -- 02/13/2023

Vendor Contact: David Rounds
David_Rounds@shi.com

Final = The price is final after adjustments
Hard = Apply adjustments regardless of other adjustments
Skip = Skip adjustments if any other adjustments have been applied

Authorized Signature

Jennifer McCaulla

CONTRACT
State of Oklahoma

OKLAHOMA

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Contract ID		Page
00000000000000000000005127		1 of 1
Contract Dates	**Currency**	**Rate Type** **Rate Date**
02/26/2018 to 02/13/2022 USD		CRRNT PO Date
Description:		**Contract Maximum**
SW1010 Microsoft Ent Licensing		0.00
Allow Open Item Reference		
TYPE: STATEWIDE		

Supplier 0000000090
OFFICE OF MANAGEMENT & ENTERPRISE SVCS
ACCOUNTS RECEIVABLE
2401 N LINCOLN BLVD RM 212
OKLAHOMA CITY OK 73105-4402
USA

Tax Exempt? Y   Tax Exempt ID:736017987

Contract Lines:

Line #	Cat CD / Item ID / Item Desc	UOM	Minimum Order Qty	Amt	Maximum / Open Qty	Amt
1	43233004 / Operating Systems Upgrade rights	EA	1.00	0.00	0.00	0.00
	Contract Base Pricing 0.00000	EA		0001		
2	43231513 / MS Office Professional Plus - Latest Version	EA	1.00	0.00	0.00	0.00
	Contract Base Pricing 0.00000	EA		0001		
3	43233004 / Windows Server CAL	EA	1.00	0.00	0.00	0.00
	Contract Base Pricing 0.00000	EA		0001		
4	43233501 / Exchange Server CAL	EA	1.00	0.00	0.00	0.00
	Contract Base Pricing 0.00000	EA		0001		
5	43232408 / Share Point Server CAL	EA	1.00	0.00	0.00	0.00
	Contract Base Pricing 0.00000	EA		0001		
6	43233004 / Lync Server CAL	EA	1.00	0.00	0.00	0.00
	Contract Base Pricing 0.00000	EA		0001		

COMMENTS:

The use of this contract is to provide a means for state agencies (only) to obtain the Microsoft products included in the lines on this contract. OMES will bill the agency annually for any product ordered.

AGENCIES ARE TO PUT "DELIVERYTO THE ISO PC SUPPORT GROUP" ON THE PO'S CREATED FROM THIS CONRACT.
NOTE: MICROSOFT PRODUCTS NOT LISTED ARE TO BE PURCHASED THROUGH ITSW1010 - SHI.

Contract Period: 02/26/2018 -- 02/13/2022
Agreement Period: 02/14/2018 -- 02/13/2023

Final = The price is final after adjustments
Hard = Apply adjustments regardless of other adjustments
Skip = Skip adjustments if any other adjustments have been applied

Authorized Signature
Jennifer McCaulla

OKLAHOMA
Office of Management
& Enterprise Services

This addendum is added to and is to be considered part of the subject contract.

Statewide Contract #:	1010
PeopleSoft Contract ID:	5126, 5127
Contract Title:	Microsoft, Adobe SAP/Crystal Software & Services
Contract Issuance Date:	02/14/2018
Contract Supplier:	SHI
Addendum #	3
Addendum Date:	06/15/2020

OMES Point of Contact:

Contracting Officer:	Marc Brown
Phone Number:	405-496-9148
E-mail address:	Marc.brown@omes.ok.gov

Addendum Information:

OMES Central Purchasing is Relocating

This addendum is to announce the physical address change for the Office of Management and Enterprise Services (OMES) Central Purchasing Division (CP), and the address for Administrative Fee check submission, is as follows:

2401 N. Lincoln Blvd., Ste. 116, Oklahoma City, OK 73105.

Effective 6.15.2020, all correspondence, remittance and notifications should be sent to the address provided above.

This addendum is added to and is to be considered part of the subject contract.

Statewide Contract #:	1010
PeopleSoft Contract ID:	**5126, 5127**
Contract Title:	**Microsoft, Adobe SAP/Crystal Software & Services**
Contract Issuance Date:	**02/14/2018**
Contract Supplier:	**SHI**
Addendum #	**2**
Addendum Date:	**02/11/2020**

OMES Point of Contact:

Contracting Officer:	**Marc Brown**
Phone Number:	**405-496-9148**
E-mail address:	**Marc.brown@omes.ok.gov**

Addendum Information:

Addendum # 2 issued for term contract renewal with SHI.

Contract Period: 02/14/2020 – 02/13/2021
Agreement Period: 02/14/2018 – 02/13/2023

State of Oklahoma

Statewide Contract Addendum

This addendum is added to and is to be considered part of the subject contract.

Statewide Contract #:	1010
PeopleSoft Contract ID:	**5126, 5127**
Contract Title:	**Microsoft, Adobe, SAP/Crystal Software & Services**
Contract Issuance Date:	**02/26/2018**
Contract Supplier:	**SHI**
Addendum #	**1**
Addendum Date:	**01/28/2019**

OMES Point of Contact:

Contracting Officer:	**Marc Brown**
Phone Number:	**405-521-3381**
E-mail address:	**Marc.brown@omes.ok.gov**

Addendum Information:

Addendum #1 issued for term contract renewal with SHI.

SHI Point of Contact: Nick Grappone / 908-208-3223 / nick_grappone@shi.com

Contract Title:	Microsoft, Adobe and SAP Software & Services - SHI
Statewide Contract #:	1010
Contract Issuance Date:	02/26/2018
Total Number of Suppliers:	*2*
Contract Period:	02/26/2018 – 02/13/2019
Agreement Period:	02/14/2018 – 02/13/2023
Authorized Users:	State Agencies, Boards, Commissions, Authorities, Counties, Cities, Schools, School Districts, Hospitals, Regents for Higher Education, Colleges, Universities, Municipalities, Political Subdivisions, or Interlocal Entities.
Type of Contract:	Discount from MSRP
OMES Contact:	Marc Brown
Email:	Marc.brown@omes.ok.gov

Contract Intent: a) Retention of Microsoft Large Account Reseller Agreement for Software & Services

b) Adobe & SAP/Business Objects for Crystal Reports Software & Service Agreements

Vendor Name: SHI International Corp.   **Vendor ID#:** 0000014268

Vendor Address: Address: 1301 S. Mo Pac Expressway, Suite 375

                                City: Austin   State: TX   Zip Code: 78746

Primary Contact: David Rounds   **Phone #:** 512-392-4703

Email: David_rounds@shi.com

Website:

Contract ID #: 00000000000000005126

P/Card Accepted: ☒ Yes   ☐ No

Other: For products and services not on the Microsoft EA

Vendor Name: Office of Management and Enterprise Services   **Vendor ID#:** 0000000090-028

Vendor Address: Address: 3115 N. Lincoln Blvd.

                                City: Oklahoma City   State: OK   Zip Code: 73105

Primary Contact: OMES Service Desk   **Phone #:** 405-521-2444

Email: servicedesk@omes.ok.gov

Website:

Contract ID #: 00000000000000005127

P/Card Accepted: ☐ Yes   ☒ No

Other: For products and services on the Microsoft EA

Office of Management and Enterprise Services, Central Purchasing Division· 5005 N. Lincoln · Oklahoma City, OK 73105
www.OMES.ok.gov

OMES/PROCUREMENT - FORM 072(02/2017) Rev 2

CONTRACT

State of Oklahoma

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Contract ID			Page
0000000000000000000005126			1 of 1
Contract Dates	**Currency**	**Rate Type**	**Rate Date**
02/26/2018 to 02/13/2019	USD	CRRNT	PO Date
Description:		**Contract Maximum**	
SW1010 SHI Software		0.00	
Allow Open Item Reference			
TYPE: STATEWIDE			

Supplier 0000014268
SHI INTERNATIONAL CORP
SHI
1301 S MO PAC EXPY STE 375
AUSTIN TX 78746-6916
USA

Tax Exempt? Y   Tax Exempt ID:736017987

Contract Lines:

				Minimum Order		Maximum / Open	
Line #	Cat CD / Item ID / Item Desc		UOM	Qty	Amt	Qty	Amt
1	43231500 / Microsoft Application Software NonAcademic		EA	1.00	0.00	0.00	0.00
	Contract Base Pricing	0.00000	EA		0006		
2	43231500 / Microsoft Application Software Academic		EA	1.00	0.00	0.00	0.00
	Contract Base Pricing	0.00000	EA		0006		
3	43231500 / Adobe Software		EA	1.00	0.00	0.00	0.00
	Contract Base Pricing	0.00000	EA		0006		
4	43232300 / Crystal Reports Software		EA	1.00	0.00	0.00	0.00
	Contract Base Pricing	0.00000	EA		0006		
5	43232502 / Training		EA	1.00	0.00	0.00	0.00
	Contract Base Pricing	0.00000	EA		0006		
6	80101507 / Consulting Services		EA	1.00	0.00	0.00	0.00
	Contract Base Pricing	0.00000	EA		0006		
7	43232502 / SANS - STH.EU Security Training		EA	1.00	0.00	0.00	0.00
	Contract Base Pricing	0.00000	EA		0006		

COMMENTS:

Contract Period: 02/26/208 -- 02/13/2019
Agreement Period 02/14/2018 -- 02/13/2023

Vendor Contact: David Rounds
David_Rounds@shi.com

	Authorized Signature
Final = The price is final after adjustments	
Hard = Apply adjustments regardless of other adjustments	
Skip = Skip adjustments if any other adjustments have been applied	

CONTRACT

State of Oklahoma

Dispatch via Print

Contract ID		Page
0000000000000000000005127		1 of 1
Contract Dates	**Currency**	**Rate Type** **Rate Date**
02/26/2018 to 02/13/2019 USD		CRRNT PO Date
Description:		**Contract Maximum**
Microsoft Enterprise Licensing		0.00
Allow Open Item Reference		
TYPE: STATEWIDE		

Supplier 0000000090
OFFICE OF MANAGEMENT & ENTERPRISE SVCS
ACCOUNTS RECEIVABLE
5005 N LINCOLN BLVD STE 100
OKLAHOMA CITY OK 73105-3324
USA

Tax Exempt? Y   Tax Exempt ID:736017987

Contract Lines:

Line #	Cat CD / Item ID / Item Desc		UOM	Minimum Order Qty	Amt	Maximum / Open Qty	Amt
1	43233004 / Operating Systems Upgrade rights		EA	1.00	0.00	0.00	0.00
	Contract Base Pricing	0.00000	EA		0001		
2	43231513 / MS Office Professional Plus - Latest Version		EA	1.00	0.00	0.00	0.00
	Contract Base Pricing	0.00000	EA		0001		
3	43233004 / Windows Server CAL		EA	1.00	0.00	0.00	0.00
	Contract Base Pricing	0.00000	EA		0001		
4	43233501 / Exchange Server CAL		EA	1.00	0.00	0.00	0.00
	Contract Base Pricing	0.00000	EA		0001		
5	43232408 / Share Point Server CAL		EA	1.00	0.00	0.00	0.00
	Contract Base Pricing	0.00000	EA		0001		
6	43233004 / Lync Server CAL		EA	1.00	0.00	0.00	0.00
	Contract Base Pricing	0.00000	EA		0001		

COMMENTS:

The use of this contract is to provide a means for state agencies (only) to obtain the Microsoft
products included in the lines on this contract. OMES will bill the agency annually for any
product ordered.

AGENCIES ARE TO PUT "DELIVERYTO THE ISO PC SUPPORT GROUP" ON THE PO'S CREATED FROM THIS CONRACT.
NOTE: MICROSOFT PRODUCTS NOT LISTED ARE TO BE PURCHASED THROUGH ITSW1010 - SHI.

Contract Period: 02/26/2018 -- 02/13/2019
Agreement Period: 02/14/2018 -- 02/13/2023

Final = The price is final after adjustments	**Authorized Signature**
Hard = Apply adjustments regardless of other adjustments	
Skip = Skip adjustments if any other adjustments have been applied	

QMES State of Oklahoma

OFFICE OF MANAGEMENT
& ENTERPRISE SERVICES

Office of Management and Enterprise Services

**ADDENDUM 1 TO
STATE OF OKLAHOMA CONTRACT WITH SHI INTERNATIONAL
CORPORATION
RESULTING FROM SOLICITATION NO. 0900000258**

This Addendum 1 ("Addendum") is an Amendment to the Contract awarded to SHI International Corp. ("SHI") in connection with Solicitation 0900000258 ("Solicitation") and is effective February 1, 2018.

Recitals

Whereas, the State of Oklahoma by and through the Office of Management and Enterprise Services ("State") issued a Solicitation for proposals for a reseller of Microsoft products and services for Oklahoma State Entities and Affiliates, as more particularly described in the Solicitation;

Whereas, SHI submitted a proposal which contained exceptions to the Solicitation terms and various other Contract Documents; and

Whereas, the State and SHI have negotiated the final terms under which SHI will provide the online course curriculum and related services under the Contract.

Now, therefore, in consideration of the foregoing and the mutual promises set forth herein, the receipt and sufficiency of which are hereby acknowledged the parties agree as follows:

1. **Addendum Purpose.**

   This Addendum memorializes the agreement of the parties with respect to negotiated terms of the Contract that is being awarded to SHI as of even date with execution of this Addendum. The parties agree that Supplier has not yet begun performance of work contemplated by the Solicitation.

2. **Negotiated Documents of the Contract.**

   2.1.   The parties have negotiated certain terms of the Contract as follows:

      i.   certain exceptions to the Solicitation as contained in Attachment A to this Addendum titled "Negotiated Exceptions and Additional Terms to the Solicitation"

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Contract Documents shall be read to be consistent and complementary. Any conflict among these documents shall be resolved by giving priority to these documents in the order listed above.

2.2.   Accordingly, any reference to a Contract Document refers to such Contract Document as it may have been amended. If and to the extent any provision is in multiple documents and addresses the same or substantially the same subject matter but does not create an actual conflict, the more recent provision is deemed to supersede earlier versions. For avoidance of doubt, the document titled "Exceptions to Solicitation Terms and Conditions" submitted with SHI's response is superseded in its entirety by this Addendum.

State of Oklahoma

By: _____
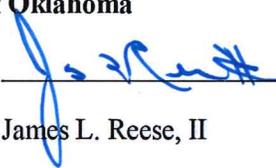
Name: James L. Reese, II

Title: Chief Information Officer

Date: 2-14-18

SHI International Corp.

By: Natalie Castagno

Name: Natalie Castagno

Title: Director of Response Team

Date: 1/31/18

Negotiated Exceptions and Additional Terms to the Solicitation

The Solicitation is hereby amended as set forth below and supersedes all prior Exceptions and additional terms submitted by SHI International Corp. or discussed by the parties.

Solicitation, Section A General Provisions, Subsection A.15.1. is hereby deleted in its entirety and replaced with the following:

As used in this clause, "records" includes books, documents, and other financial data, regardless of type and regardless of whether such items are in written form, in the form of computer data, or in any other form. In accepting any contract with the State, the Supplier agrees any pertinent state or federal agency shall have the right to examine and audit all records relevant to execution and performance of this Contract. Audits conducted pursuant to this provision by Authorized Users who procure goods and/or services pursuant to this Contract are entitled to one audit per twelve (12) months.

Solicitation, Section A General Provisions, Subsection A.31. is hereby deleted in its entirety and replaced with the following:

A.31.1.   Without exception, the products prices shall include all royalties or costs owed by the SHI to any third party arising from the use of a patent or copyright.

A.31.2.   If a third party claims that any portion of the custom deliverables developed by SHI under the terms of this Contract infringes that party's patent or copyright, SHI shall defend the State against the claim at SHI's expense and pay all related costs, damages, and attorneys' fees incurred by, or assessed to, the State, provided the State (i) promptly notifies SHI in writing of the claim and (ii) to the extent authorized by the Attorney General of the State, allows SHI to control the defense and any related settlement negotiations. If the Attorney General of the State does not authorize sole control of the defense and settlement negotiations to SHI, SHI shall be granted authorization to equally participate in any proceeding related to this section but SHI shall remain responsible to indemnify the State for all associated costs, damages and fees incurred by or assessed to the State. For all products developed by Microsoft and resold by SHI, all indemnity obligations set forth in this provision shall be governed by the agreements between Microsoft and the State more specifically referenced in Solicitation, Section B Special Provisions, Subsection B.13.

A.31.3.   If such a claim is made or appears likely to be made, SHI shall enable the State to legally continue to use, or modify for use, the portion of the custom deliverables at issue or replace such potential infringing deliverables with at least a functional non-infringing equivalent. If SHI determines that none of these alternatives is reasonably available, the State shall return such portion of the deliverables at issue to SHI, upon written request, in exchange for a refund of the price paid for such returned. For all products developed by Microsoft and resold by SHI, SHI shall act as a liaison between Microsoft and State to enable the State to legally continue to use, or modify for use, the portion of products at issue or replace such potential infringing products with at least a functional non-infringing equivalent. If

1

Microsoft determines that none of these alternatives is reasonably available and authorizes a return and issues a refund to SHI for the products at issue, the State shall return such portion of the products at issue to SHI, upon written request, in exchange for a refund of the price paid for such returned goods as well as a refund, if applicable, of other products which are rendered materially unusable as intended due to removal of the portion of products at issue.

A.31.4.   SHI has no obligation regarding a claim based on any of the following: (i) modification of a deliverable by any party other than SHI, its employee, agent, representative, permitted subcontractor, or any State employee acting in conjunction with the SHI; (ii) a program's use in other than its specified operating environment; (iii) the combination, operation, or use of a deliverables with other products not provided by SHI as a system or (iv) infringement solely by a non-Microsoft product that has not been provided to the State by, through or on behalf of the SHI as opposed to its combination with deliverables SHI develops for the State as a system.

Solicitation, Section A General Provisions, Subsection A.37. is hereby deleted in its entirety and replaced with the following:

To the extent any limitation of liability in any Contract Document is construed by a court of competent jurisdiction to be a limitation of liability in violation of applicable law, such limitation of liability shall be void.

Except for amounts payable with respect to the indemnification obligations and the confidentiality, data obligations set forth in the Contract, in no event shall either party have liability with respect to its obligations under the Contract for special, consequential, exemplary, incidental or indirect damages for or loss of business profits. SHI's sole liability, including liability arising out of contract, negligence, and strict liability in tort, shall not exceed the total amount of fees paid or payable by an Authorized User to SHI under the Contract for the year previous to the incident which gave cause for such liability.

With respect to the indemnification obligations and confidentiality obligations set forth in in the Contract, neither party shall be liable to the other for lost profits or for any special, punitive or exemplary damages in connection with the Contract.

Notwithstanding anything to the contrary in the Contract, the foregoing provisions of this Section shall not apply to or limit damages, expenses, costs, actions, claims and liabilities arising from or related to property damage, bodily injury or death caused by SHI; the bad faith, gross negligence or intentional misconduct or SHI or its employees agents and subcontractors; or other acts for which applicable law does not allow exemption from liability.

Solicitation, Section B Special Provisions, Subsection B.3 is hereby deleted in its entirety and replaced with the following:

SHI warrants and represents that products or deliverables, including custom deliverables, specified and furnished by or through the SHI shall individually, and where specified by SHI or manufacturer to perform as a system, be substantially uninterrupted and error-free in operation and guaranteed against faulty material and workmanship for a warranty period of a minimum of ninety (90) days from the date of acceptance or the maximum allowed by the manufacturer. Defects in the products and deliverables, including custom

deliverables, specified and furnished by or through the SHI shall be repaired or replaced by SHI at no cost or expense to the State if such defect occurs during the warranty period.

EXCEPT AS OTHERWISE EXPRESSLY PROVIDED IN THE CONTRACT, SUPPLIER HEREBY EXPRESSLY DISCLAIMS ALL WARRANTIES, EITHER EXPRESS OR IMPLIED, RELATED TO THE PRODUCTS OR CUSTOM DELIVERABLES TO BE PROVIDED BY SUPPLIER HEREUNDER, INCLUDING, BUT NOT LIMITED TO, ANY WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE.

Solicitation, Section B Special Provisions, Subsection B.13 is hereby added:

SHI and State acknowledge and agree that Microsoft is providing the products and services purchased by an Authorized User pursuant to the contract resulting from Solicitation No. 0900000258 ("Statewide Contract No. 1010") entered into between SHI International Corp. ("SHI") and the State of Oklahoma by and through the Office of Management and Enterprise Services. SHI and State acknowledge that State and Microsoft have entered into separate agreements that govern all acquisitions of Microsoft products and services. Such separate agreements shall govern in regards to any obligations of Microsoft. SHI and State further acknowledges that any bidder agreements provided by SHI in its response to Solicitation No. 0900000258 ("Statewide Contract No. 1010") do not become part of the Contract.

ITSW1010 SHI – Microsoft Product Ordering Procedures

In July of 2012 the Office of Management and Enterprise Services (OMES) and Microsoft completed negotiations to implement a Statewide Microsoft Enterprise licensing agreement. In this agreement, all of the existing Agency Enterprise Agreements were consolidated into one statewide agreement. The agreement also entitles all Oklahoma State Agencies to purchase any of the Microsoft Core Desktop suite items directly from OMES.   State Agencies that had already purchased Software Assurance agreements were also included.

Microsoft Enterprise Licensing Products

For State Agencies, the following products will now be ordered directly from OMES. OMES will invoice the Agencies for the Microsoft products that are provided under the new Enterprise Agreement. These products are listed below:

   a) Microsoft O/S upgrade rights (Windows 7) – Latest Version

   b) Microsoft Office Pro Plus (Microsoft Office 2010) – Latest Version

   c) Core User Client Suite– includes items below

   d) Windows server Client Access License (CAL)

   1. Exchange Server Client Access License (CAL)
   2. Exchange Enterprise Client Access License (CAL) * Must be purchased w/ Exchange Server CAL
   3. SharePoint Server Client Access License (CAL)
   4. Lync Server Client Access License (CAL)
   5. System Center Client Access License (CAL)
   6. Microsoft Forefront Endpoint Protection Client Access License (CAL)

   Each Core User item can be purchased individually

To place orders for the Microsoft Enterprise License products, follow the instructions below:

   1) All orders are to be a "released" against PeopleSoft Statewide Contract # 5127 (see attached)
   2) While creating the purchase order it is **required** that the **Vendor Address Location** is changed to **0028**. This will change the vendor name on the purchase order to:

Office of Management and Enterprise Services
PC Support Group
3115 N. Lincoln Blvd.
Oklahoma City, OK 73105-5400

   NOTE: Failure to change the location to 0028 could result in your purchase order not received by the correct division within OMES.

   3) Review PeopleSoft Contract #5127 below for correct line items.

Microsoft Products Not Included In the Enterprise Agreement

Since not all Microsoft licensing is covered under the new agreement. If a state agency needs to purchase new Microsoft Licensing such as Microsoft Windows Server, SQL Server, Microsoft Visio, Microsoft Project or other products not listed above, those purchases will still need to use statewide contract ITSW1010 SHI, the Microsoft vendor for the State of Oklahoma.

Conclusion

The process for ordering is like any other purchase, supporting documents and an eProcurement requisition are required. The difference is that Microsoft products included in the Enterprise Agreement (EA) the vendor is OMES, PeopleSoft contract #5127 and for products not on the Microsoft Enterprise Agreement (EA) the vendor is SHI, PeopleSoft contract #5126.

Please notify the OMES Service Desk if you have questions regarding this statewide contract (helpdesk@osf.ok.gov).

Highlighted in bright (yellow) is SHI's discount offered to the State of Oklahoma for the current volume license provided an aggressive blended discount by segment, VLP and category. Additionally we've included the Micros show the variety of discounts offered within the additional VLP detail tabs.

SHI is responding to the RFP as requested with a discount from list in table below. However, we believe the tab inconsistency in the discounts from list price (which is what determines our cost). This lack of consistency makes aggressive across all products at any given time. We would like to propose a hybrid pricing model with OMES. S any given time, but would be based on a not to exceed a cost plus that is mutually agreeable. Doing such a thing pricing consistently on all products for the life of a contract.

Government		
	Volume License: Enterprise	
		Servers
		Productivity
		Office Suite - Government Cloud (GCC)
		Office Suite - On Prem
		Operating Systems
		EA Premier
Government		
	Volume License: Select Plus	
		Servers
		Productivity
		Office Suite - On Prem
		Operating Systems
Academic		
	Volume License: EES	
		Servers
		Productivity
		Office Suite
		Operating Systems
Academic		
	Volume License: Select Plus	
		Servers
		Productivity
		Office Suite - On Prem
		Operating Systems

Servers- based on PUR https://www.microsoft.com/en-us/licensing/product-licensing/products.aspx

Productivity products include Exchange, Sharepoint, Skype for Business and Yammer
http://www.whymicrosoft.com/solutions/productivity/

Office Suite inlcudes Word, Excel, Powerpoint and OneNote
https://products.office.com/en-us/compare-all-microsoft-office-products?tab=2

Systems - based on PUR https://www.microsoft.com/en-us/licensing/product-licensing/products.aspx

Role	Standard Hourly Rate
Consultant	$200
Solution Architect	$267
Senior Solution Architect	$308
Project Management	$107

*Fully burden, (NTE) hourly pricing. Final SHI pricing based on level of skill set and SOW
**Assumption - Project over 40 hours

programs (VLP) with Microsoft. We value your business, and have
oft discount to an authorized License Solution Povider (LSP) in (gold) to

le will illustrate that today Microsoft pricing model to resellers provides
s it difficult for SHI to provide a single discount from list that is equally
Such a model would still allow for calculation of a discount from list at
g would allow SHI to guarantee the State of Oklahoma the best possible

Microsoft Average Discount to LSP	Minimum Discount from List including Administration fee and Credit Card
17.88%	17.10%
27.16%	23.50%
22.86%	20.50%
17.90%	17.10%
19.63%	17.10%
17.70%	16.70%
17.75%	17.10%
18.59%	17.10%
17.80%	17.10%
20.40%	17.10%
18.55%	17.10%
19.43%	17.10%
20.41%	18.00%
21.12%	17.00%
17.81%	17.10%
19.29%	17.10%
18.83%	17.80%
17.70%	17.10%

Price List	License Agreement	Program
SERVERS		
United States Direct To Reseller	Government	Enterprise 6
United States Direct To Reseller	Government	Enterprise 6
United States Direct To Reseller	Government	Enterprise 6
United States Direct To Reseller	Government	Enterprise 6
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United States Direct To Reseller	Government	Enterprise 6
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United States Direct To Reseller	Government	Enterprise 6
United States Direct To Reseller	Government	Enterprise 6

Price List	License Agreement	Program

United States Direct To Reseller	Government	Enterprise 6
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United States Direct To Reseller	Government	Enterprise 6
PRODUCTIVITY		
United States Direct To Reseller	Government	GCC - Additional Online Services
United States Direct To Reseller	Government	GCC - Additional Online Services
United States Direct To Reseller	Government	GCC - Additional Online Services
United States Direct To Reseller	Government	GCC - Additional Online Services
United States Direct To Reseller	Government	GCC - Additional Online Services
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OFFICE SUITE		
United States Direct To Reseller	Government	GCC - Enterprise Online Services
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SYSTEMS		
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PREMIER		
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United States Direct To Reseller	Government	Enterprise 6

Product Family	Product Type	Part Number
BizTalk Server Branch	Standard	HJA-01106
BizTalk Server Branch	License/Software Assurance Pack	HJA-00774
BizTalk Server Branch	License/Software Assurance Pack	HJA-00774
BizTalk Server Branch	License/Software Assurance Pack	HJA-00774
BizTalk Server Branch	License/Software Assurance Pack	HJA-00774
BizTalk Server Branch	Software Assurance	HJA-00775
BizTalk Server Branch	Software Assurance	HJA-00775
BizTalk Server Branch	Software Assurance	HJA-00775
BizTalk Server Branch	Monthly Subscriptions-VolumeLicense	HJA-00931
BizTalk Server Enterprise	Standard	F52-02665
BizTalk Server Enterprise	License/Software Assurance Pack	F52-02144
BizTalk Server Enterprise	License/Software Assurance Pack	F52-02144
BizTalk Server Enterprise	License/Software Assurance Pack	F52-02144
BizTalk Server Enterprise	License/Software Assurance Pack	F52-02144
BizTalk Server Enterprise	Software Assurance	F52-02145
BizTalk Server Enterprise	Software Assurance	F52-02145
BizTalk Server Enterprise	Software Assurance	F52-02145
BizTalk Server Enterprise	SA Step Up	F52-02281
BizTalk Server Enterprise	SA Step Up	F52-02282
BizTalk Server Enterprise	Monthly Subscriptions-VolumeLicense	F52-02486
BizTalk Server Standard	Standard	D75-02382
BizTalk Server Standard	License/Software Assurance Pack	D75-01979
BizTalk Server Standard	License/Software Assurance Pack	D75-01979
BizTalk Server Standard	License/Software Assurance Pack	D75-01979
BizTalk Server Standard	License/Software Assurance Pack	D75-01979
BizTalk Server Standard	Software Assurance	D75-01981
BizTalk Server Standard	Software Assurance	D75-01981
BizTalk Server Standard	Software Assurance	D75-01981
BizTalk Server Standard	SA Step Up	D75-01980
BizTalk Server Standard	Monthly Subscriptions-VolumeLicense	D75-02199
SharePoint Server	Standard	76P-01862
SharePoint Server	License/Software Assurance Pack	H04-00232
SharePoint Server	License/Software Assurance Pack	H04-00232
SharePoint Server	License/Software Assurance Pack	H04-00232
SharePoint Server	License/Software Assurance Pack	H04-00232
SharePoint Server	Software Assurance	H04-00268
SharePoint Server	Software Assurance	H04-00268
SharePoint Server	Software Assurance	H04-00268
SharePoint Server	Monthly Subscriptions-VolumeLicense	76P-01715
SQL Server Enterprise Ed Prem Assu	Monthly Subscriptions-VolumeLicense	EZK-00001
SQL Server Enterprise Ed Prem Assu	Monthly Subscriptions-VolumeLicense	EZK-00002
SQL Server Standard Edition	Standard	228-10841
SQL Server Standard Edition	License/Software Assurance Pack	228-04437
SQL Server Standard Edition	License/Software Assurance Pack	228-04437

SQL Server Standard Edition	License/Software Assurance Pack	228-04437
SQL Server Standard Edition	License/Software Assurance Pack	228-04437
SQL Server Standard Edition	Software Assurance	228-04433
SQL Server Standard Edition	Software Assurance	228-04433
SQL Server Standard Edition	Software Assurance	228-04433
SQL Server Standard Edition	Monthly Subscriptions-VolumeLicense	228-10025
SQL Server Standard Ed Prem Assu	Monthly Subscriptions-VolumeLicense	EZQ-00001
SQL Server Standard Ed Prem Assu	Monthly Subscriptions-VolumeLicense	EZQ-00002
Windows Server Datacenter PremAssur	Monthly Subscriptions-VolumeLicense	EYR-00001
Windows Server Datacenter PremAssur	Monthly Subscriptions-VolumeLicense	EYR-00003
Windows Server Datacenter PremAssur	Monthly Subscriptions-VolumeLicense	EYR-00002
Windows Server Datacenter PremAssur	Monthly Subscriptions-VolumeLicense	EYR-00004
Windows Server DC Core PremAssur	Monthly Subscriptions-VolumeLicense	EYK-00001
Windows Server DC Core PremAssur	Monthly Subscriptions-VolumeLicense	EYK-00005
Windows Server DC Core PremAssur	Monthly Subscriptions-VolumeLicense	EYK-00003
Windows Server DC Core PremAssur	Monthly Subscriptions-VolumeLicense	EYK-00007
Windows Server DC Core PremAssur	Monthly Subscriptions-VolumeLicense	EYK-00002
Windows Server DC Core PremAssur	Monthly Subscriptions-VolumeLicense	EYK-00006
Windows Server DC Core PremAssur	Monthly Subscriptions-VolumeLicense	EYK-00004
Windows Server DC Core PremAssur	Monthly Subscriptions-VolumeLicense	EYK-00008
Windows Server STD CORE PremAssur	Monthly Subscriptions-VolumeLicense	EYL-00001
Windows Server STD CORE PremAssur	Monthly Subscriptions-VolumeLicense	EYL-00005
Windows Server STD CORE PremAssur	Monthly Subscriptions-VolumeLicense	EYL-00003
Windows Server STD CORE PremAssur	Monthly Subscriptions-VolumeLicense	EYL-00007
Windows Server STD CORE PremAssur	Monthly Subscriptions-VolumeLicense	EYL-00002
Windows Server STD CORE PremAssur	Monthly Subscriptions-VolumeLicense	EYL-00006
Windows Server STD CORE PremAssur	Monthly Subscriptions-VolumeLicense	EYL-00004
Windows Server STD CORE PremAssur	Monthly Subscriptions-VolumeLicense	EYL-00008
Windows Server Standard Prem Assur	Monthly Subscriptions-VolumeLicense	EYS-00001
Windows Server Standard Prem Assur	Monthly Subscriptions-VolumeLicense	EYS-00003
Windows Server Standard Prem Assur	Monthly Subscriptions-VolumeLicense	EYS-00002
Windows Server Standard Prem Assur	Monthly Subscriptions-VolumeLicense	EYS-00004
BizTalk Server Enterprise	License/Software Assurance Pack	F52-02144
BizTalk Server Enterprise	License/Software Assurance Pack	F52-02144
BizTalk Server Enterprise	License/Software Assurance Pack	F52-02144
BizTalk Server Enterprise	License/Software Assurance Pack	F52-02144
BizTalk Server Enterprise	SA Step Up	F52-02281
BizTalk Server Enterprise	SA Step Up	F52-02281
BizTalk Server Enterprise	SA Step Up	F52-02281
BizTalk Server Enterprise	SA Step Up	F52-02281
BizTalk Server Enterprise	SA Step Up	F52-02282
BizTalk Server Enterprise	SA Step Up	F52-02282
BizTalk Server Enterprise	SA Step Up	F52-02282
BizTalk Server Standard	License/Software Assurance Pack	D75-01979
BizTalk Server Standard	SA Step Up	D75-01980
Core Infrastructure Svr Ste DC Core	License/Software Assurance Pack	9GS-00553
Core Infrastructure Svr Ste DC Core	License/Software Assurance Pack	9GS-00553

Core Infrastructure Svr Ste DC Core	License/Software Assurance Pack	9GS-00553
Core Infrastructure Svr Ste DC Core	License/Software Assurance Pack	9GS-00553
Core Infrastructure Svr Ste DC Core	License/Software Assurance Pack	9GS-00553
Core Infrastructure Svr Ste DC Core	SA Step Up	9GS-00131
Core Infrastructure Svr Ste DC Core	SA Step Up	9GS-00131
Exchange Server - Enterprise	SA Step Up	395-03039
Exchange Server - Enterprise	SA Step Up	395-03039
Exchange Server - Enterprise	SA Step Up	395-03039
Project Server	License/Software Assurance Pack	H22-00479
Project Server	License/Software Assurance Pack	H22-00479
R Server	License/Software Assurance Pack	WA5-00050
R Server	License/Software Assurance Pack	WA5-00014
R Server	License/Software Assurance Pack	WA5-00014
R Server	License/Software Assurance Pack	WA5-00014
R Server	License/Software Assurance Pack	WA5-00033
R Server	License/Software Assurance Pack	WA5-00033
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R Server	License/Software Assurance Pack	WA5-00033
R Server	License/Software Assurance Pack	WA5-00033
R Server	License/Software Assurance Pack	WA5-00033
R Server	Software Assurance	WA5-00035
R Server	Software Assurance	WA5-00035
R Server	Software Assurance	WA5-00035
SharePoint Server	License/Software Assurance Pack	H04-00232
SharePoint Server	License/Software Assurance Pack	H04-00232
SharePoint Server	Software Assurance	H04-00268
SharePoint Server	Software Assurance	H04-00268
SharePoint Server	Software Assurance	H04-00268
SQL Svr Enterprise Core	License/Software Assurance Pack	7JQ-00341
SQL Svr Enterprise Core	License/Software Assurance Pack	7JQ-00341
SQL Svr Enterprise Core	License/Software Assurance Pack	7JQ-00341
SQL Svr Enterprise Core	License/Software Assurance Pack	7JQ-00341
SQL Svr Enterprise Core	License/Software Assurance Pack	7JQ-00341
SQL Svr Enterprise Core	SA Step Up	7JQ-00448
SQL Svr Enterprise Core	SA Step Up	7JQ-00448
SQL Server Standard Edition	Software Assurance	228-04433
SQL Server Standard Edition	Software Assurance	228-04433
SQL Server Standard Edition	Software Assurance	228-04433
SQL Svr Standard Core	License/Software Assurance Pack	7NQ-00302
SQL Svr Standard Core	License/Software Assurance Pack	7NQ-00302
SQL Server Standard Ed Prem Assu	Monthly Subscriptions-VolumeLicense	EZQ-00001
Sys Ctr Orchestrator Svr	Software Assurance	3ZK-00196
Sys Ctr Orchestrator Svr	Software Assurance	3ZK-00196
Sys Ctr Orchestrator Svr	Software Assurance	3ZK-00196
Windows Server Datacenter	SA Step Up	P71-07281
Windows Server Datacenter	SA Step Up	P71-07281

Windows Server Datacenter	SA Step Up	P71-07281
Windows Server DC Core	License/Software Assurance Pack	9EA-00271
Windows Server DC Core	License/Software Assurance Pack	9EA-00271
Windows Server DC Core	License/Software Assurance Pack	9EA-00271
Windows Server DC Core	License/Software Assurance Pack	9EA-00271
Windows Server DC Core	SA Step Up	9EA-00274
Windows Server DC Core	SA Step Up	9EA-00274
Windows Server DC Core	SA Step Up	9EA-00274
Windows Server DC Core PremAssur	Monthly Subscriptions-VolumeLicense	EYK-00006
Windows Server DC Core PremAssur	Monthly Subscriptions-VolumeLicense	EYK-00004
Windows Server DC Core PremAssur	Monthly Subscriptions-VolumeLicense	EYK-00008
Windows Server STD CORE PremAssur	9EN-00198	EYL-00001
Windows Server STD CORE PremAssur	Monthly Subscriptions-VolumeLicense	EYL-00002
Windows Server STD CORE PremAssur	Monthly Subscriptions-VolumeLicense	EYL-00006
Windows Server STD CORE PremAssur	Monthly Subscriptions-VolumeLicense	EYL-00004
Windows Server Standard Prem Assur	Monthly Subscriptions-VolumeLicense	EYS-00003
Windows Server Standard Prem Assur	Monthly Subscriptions-VolumeLicense	EYS-00002
Exchange Online Kiosk forGOV	MSU	3PS-00001
Exchange Online Plan1 forGOV	MSU	3MS-00001
Exchange Online Plan2 forGOV	MSU	3NS-00003
Exchange Online Protection forGOV	MSU	7LT-00001
SfB Online Plan1 forGOV	MSU	3SS-00001
SfB Online Plan2 forGOV	MSU	3TS-00001
SfB PSTN Calling Domestic GOV	MSU	LM9-00001
SfB PSTN Calling Domestic GOV	MSU	LM9-00003
SfB PSTN Calling Domestic GOV	MSU	LM9-00002
SfB PSTN Calling International GOV	MSU	LN9-00001
SfB PSTN Conferencing GOV	MSU	LK3-00001
SharePoint Online Plan1 forGOV	MSU	3QS-00001
SharePoint Online Plan2 forGOV	MSU	3RS-00003
Office 365 GOV E3	STP	AAA-11913
Office 365 GOV E3	STP	AAA-11914
Office 365 GOV E3	STP	AAA-11915
Office 365 GOV E3	STP	AAA-11916
Office 365 GOV E3	STP	AAA-11917
Office 365 GOV E3	STP	AAA-11919
Office 365 GOV E3	STP	AAA-11920
Office 365 GOV E3	STP	AAA-11918
Office 365 GOV E3	STP	AAA-11900
Office 365 GOV E3	STP	AAA-11921
Office 365 GOV E3	STP	AAA-11912
Office 365 GOV E3	STP	AAA-11911
Office 365 GOV E3	STP	AAA-11922
Office 365 GOV E3	STP	AAA-11923

Office 365 GOVE3 Add-On	MSU	AAA-11892
Office 365 GOVE3 Add-On	MSU	AAA-11893
Office 365 GOVE3 Add-On	MSU	AAA-11889
Office 365 GOVE3 Add-On	MSU	AAA-11890
Office 365 GOV E3	MSU	AAA-11894
Office 365 GOV E3 From SA	MSU	AAA-11924
Office 365 GOV E3 w/o Pro+ Add-On	MSU	6V7-00004
Office 365 GOV E3 w/o Pro+ Add-On	MSU	6V7-00002
Office 365 GOV E3 w/o Pro+ Add-On	MSU	6V7-00003
Office 365 GOV E3 w/o Pro+ Add-On	MSU	6V7-00001
Office 365 GOV E5	STP	T2N-00004
Office 365 GOV E5	STP	T2N-00005
Office 365 GOV E5	STP	T2N-00003
Office 365 GOV E5	MSU	T2N-00001
Office 365 GOV E5 CldAdOn	MSU	T2Q-00001
Office 365 GOV E5 CldAdOn	MSU	T2Q-00003
Office 365 GOV E5 CldAdOn	MSU	T2Q-00005
Office 365 GOV E5 CldAdOn	MSU	T2Q-00007
Office 365 GOV E5 CldAdOn	MSU	T2Q-00002
Office 365 GOV E5 CldAdOn	MSU	T2Q-00004
Office 365 GOV E5 CldAdOn	MSU	T2Q-00006
Office 365 GOV E5 CldAdOn	MSU	T2Q-00008
Office 365 GOV E5 From SA	MSU	T2P-00001
Office Professional Plus	License/Software Assurance Pack	269-12445
Office Professional Plus	License/Software Assurance Pack	269-12445
Office Professional Plus	License/Software Assurance Pack	269-12445
Office Professional Plus	License/Software Assurance Pack	269-12445
Office Professional Plus	Software Assurance	269-12442
Office Professional Plus	Software Assurance	269-12442
Office Professional Plus	License/Software Assurance Pack	269-05623
Office Professional Plus	License/Software Assurance Pack	269-05623
Office Professional Plus	License/Software Assurance Pack	269-05623
Office Professional Plus	License/Software Assurance Pack	269-05623
Office Professional Plus	Software Assurance	269-05704
Office Professional Plus	Software Assurance	269-05704
WIN E3 per DVC	Software Assurance	KV3-00353
WIN E3 per DVC	Software Assurance	KV3-00353
WIN E3 per DVC	Upgrade/Software Assurance Pack	KV3-00356
WIN E3 per DVC	Upgrade/Software Assurance Pack	KV3-00356
WIN E3 per DVC	Upgrade/Software Assurance Pack	KV3-00356
WIN E3 per DVC	Upgrade/Software Assurance Pack	KV3-00356
WIN E3 per USER	Monthly Subscriptions-VolumeLicense	AAA-10798
WIN E3 per USER From SA	Monthly Subscriptions-VolumeLicense	AAA-10777
WIN E5 per DVC	Monthly Subscriptions-VolumeLicense	AAA-22364
WIN E5 per USER	Monthly Subscriptions-VolumeLicense	AAA-22360

WIN E5 per User From SA	Monthly Subscriptions-VolumeLicense	AAA-22362
WIN E3 per DVC	Software Assurance	KV3-00368
WIN E3 per DVC	Software Assurance	KV3-00368
WIN E3 per DVC	Upgrade/Software Assurance Pack	KV3-00381
WIN E3 per DVC	Upgrade/Software Assurance Pack	KV3-00381
WIN E3 per DVC	Upgrade/Software Assurance Pack	KV3-00381
WIN E3 per DVC	Upgrade/Software Assurance Pack	KV3-00381
WIN E3 per USER	Monthly Subscriptions-VolumeLicense	AAA-10787
WIN E3 per USER AddOn to E3 per DVC	Monthly Subscriptions-VolumeLicense	AAA-10744
WIN E3 per USER From SA	Monthly Subscriptions-VolumeLicense	AAA-10766
WIN E5 per DVC	Monthly Subscriptions-VolumeLicense	AAA-22363
WIN E5 per DVC AddOn to E3 perDVC	Monthly Subscriptions-VolumeLicense	AAA-22329
WIN E5 per USER	Monthly Subscriptions-VolumeLicense	AAA-22359
WIN E5 per USER AddOn to E3 perDVC	Monthly Subscriptions-VolumeLicense	AAA-22326
WIN E5 per User From SA	Monthly Subscriptions-VolumeLicense	AAA-22361
WIN E5 perUSER StepUp frm E3perUSER	Monthly Subscriptions-VolumeLicense	AAA-22324
Premier	Professional Enterprise Service	H51-00198
Premier	Professional Enterprise Service	H51-00198
Premier	Professional Enterprise Service	H51-00198
Premier	Professional Enterprise Service	H51-00251
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Product Description
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Premier ALNG ProEntSrvc PSS AnnualSprtCntrct Std
Premier ALNG ProEntSrvc PSS AnnualSprtCntrct Std

LSP Partner Price (USD)	Customer Reference Price or ERP (USD)	Pricing Unit
$ 780.84	$ 949.00	Each
$ 404.88	$ 492.00	1 Year(s)
$ 1,127.88	$ 1,371.00	3 Year(s)
$ 954.36	$ 1,160.00	2 Year(s)
$ 780.84	$ 949.00	1 Year(s)
$ 193.92	$ 236.00	1 Year(s)
$ 387.84	$ 472.00	2 Year(s)
$ 581.76	$ 708.00	3 Year(s)
$ 24.16	$ 30.00	Monthly
$ 13,660.32	$ 16,599.00	Each
$ 7,083.16	$ 8,607.00	1 Year(s)
$ 19,731.66	$ 23,976.00	3 Year(s)
$ 16,696.02	$ 20,288.00	2 Year(s)
$ 13,660.38	$ 16,599.00	1 Year(s)
$ 3,392.76	$ 4,123.00	1 Year(s)
$ 6,785.52	$ 8,246.00	2 Year(s)
$ 10,178.28	$ 12,369.00	3 Year(s)
$ 6,678.28	$ 8,115.00	1 Year(s)
$ 5,459.48	$ 6,634.00	1 Year(s)
$ 422.61	$ 514.00	Monthly
$ 3,131.40	$ 3,805.00	Monthly
$ 1,623.68	$ 1,973.00	Monthly
$ 4,523.10	$ 5,496.00	Monthly
$ 3,827.22	$ 4,652.00	Monthly
$ 3,131.34	$ 3,805.00	Monthly
$ 777.72	$ 945.00	Monthly
$ 1,555.44	$ 1,890.00	Monthly
$ 2,333.16	$ 2,835.00	Monthly
$ 1,218.80	$ 1,481.00	Monthly
$ 96.87	$ 118.00	Monthly
$ 4,199.16	$ 5,103.00	Monthly
$ 2,177.32	$ 2,646.00	Monthly
$ 6,065.40	$ 7,371.00	Monthly
$ 5,132.28	$ 6,238.00	Monthly
$ 4,199.16	$ 5,103.00	Monthly
$ 1,042.92	$ 1,268.00	Monthly
$ 2,085.84	$ 2,536.00	Monthly
$ 3,128.76	$ 3,804.00	Monthly
$ 129.91	$ 158.00	Monthly
$ 21.79	$ 27.00	Monthly
$ 30.50	$ 38.00	Monthly
$ 554.28	$ 674.00	Monthly
$ 287.32	$ 350.00	Monthly
$ 800.40	$ 975.00	Monthly
LSP Partner Price (USD)	Customer Reference Price or ERP (USD)	Pricing Unit

$	677.28	$	824.00	Monthly
$	554.16	$	674.00	Monthly
$	137.64	$	168.00	Monthly
$	275.28	$	336.00	Monthly
$	412.92	$	504.00	Monthly
$	17.15	$	21.00	Monthly
$	2.30	$	2.79	Monthly
$	3.21	$	3.90	Monthly
$	15.74	$	20.00	Monthly
$	22.04	$	27.00	Monthly
$	14.95	$	19.00	Monthly
$	20.94	$	26.00	Monthly
$	15.74	$	20.00	Monthly
$	22.04	$	27.00	Monthly
$	14.95	$	19.00	Monthly
$	20.94	$	26.00	Monthly
$	1.97	$	2.39	Monthly
$	2.75	$	3.34	Monthly
$	1.87	$	2.27	Monthly
$	2.62	$	3.18	Monthly
$	2.26	$	2.75	Monthly
$	3.16	$	3.84	Monthly
$	2.15	$	2.61	Monthly
$	3.00	$	3.65	Monthly
$	0.28	$	0.34	Monthly
$	0.40	$	0.49	Monthly
$	0.27	$	0.33	Monthly
$	0.38	$	0.46	Monthly
$	2.25	$	2.73	Monthly
$	3.15	$	3.83	Monthly
$	2.14	$	2.60	Monthly
$	3.00	$	3.65	Monthly
$	16,070.94	$	19,528.00	Monthly
$	19,642.26	$	23,868.00	Monthly
$	19,642.26	$	23,868.00	Monthly
$	16,070.94	$	19,528.00	Monthly
$	15,152.28	$	18,412.00	Monthly
$	18,519.48	$	22,503.00	Monthly
$	21,886.68	$	26,594.00	Monthly
$	7,856.76	$	9,547.00	Monthly
$	12,387.06	$	15,052.00	Monthly
$	15,139.74	$	18,396.00	Monthly
$	17,892.42	$	21,741.00	Monthly
$	1,910.16	$	2,321.00	Monthly
$	2,765.22	$	3,360.00	Monthly
$	5,747.76	$	6,984.00	Monthly
$	7,061.04	$	8,580.00	Monthly

$	2,572.56	$	3,126.00	Monthly
$	7,061.04	$	8,580.00	Monthly
$	5,747.76	$	6,984.00	Monthly
$	5,734.56	$	6,968.00	Monthly
$	6,777.12	$	8,235.00	Monthly
$	2,429.46	$	2,952.00	Monthly
$	2,969.34	$	3,608.00	Monthly
$	3,509.22	$	4,264.00	Monthly
$	5,031.72	$	6,114.00	Monthly
$	5,031.72	$	6,114.00	Monthly
$	5,629.16	$	6,840.00	Monthly
$	17,370.30	$	21,107.00	Monthly
$	9,006.80	$	10,944.00	Monthly
$	17,370.30	$	21,107.00	Monthly
$	54,283.50	$	65,959.00	Monthly
$	66,346.50	$	80,616.00	Monthly
$	78,409.50	$	95,274.00	Monthly
$	28,147.00	$	34,201.00	Monthly
$	78,409.50	$	95,274.00	Monthly
$	66,346.50	$	80,616.00	Monthly
$	54,283.50	$	65,959.00	Monthly
$	12,063.00	$	14,658.00	Monthly
$	24,126.00	$	29,316.00	Monthly
$	36,189.00	$	43,974.00	Monthly
$	4,940.22	$	6,003.00	Monthly
$	4,940.22	$	6,003.00	Monthly
$	1,097.88	$	1,334.00	Monthly
$	2,195.76	$	2,668.00	Monthly
$	3,293.64	$	4,002.00	Monthly
$	9,990.96	$	12,140.00	Monthly
$	12,211.20	$	14,838.00	Monthly
$	5,180.52	$	6,295.00	Monthly
$	12,211.20	$	14,838.00	Monthly
$	9,990.96	$	12,140.00	Monthly
$	7,385.46	$	8,974.00	Monthly
$	10,667.94	$	12,963.00	Monthly
$	144.84	$	176.00	Monthly
$	289.68	$	352.00	Monthly
$	434.52	$	528.00	Monthly
$	2,605.50	$	3,166.00	Monthly
$	2,605.50	$	3,166.00	Monthly
$	2.42	$	2.94	Monthly
$	3.96	$	4.81	Monthly
$	7.92	$	9.62	Monthly
$	11.88	$	14.43	Monthly
$	3,832.56	$	4,657.00	Monthly
$	4,684.32	$	5,692.00	Monthly

$	5,536.08	$	6,727.00	Monthly
$	4,473.78	$	5,436.00	Monthly
$	5,467.98	$	6,644.00	Monthly
$	5,467.98	$	6,644.00	Monthly
$	4,473.78	$	5,436.00	Monthly
$	3,832.56	$	4,657.00	Monthly
$	4,684.32	$	5,692.00	Monthly
$	5,536.08	$	6,727.00	Monthly
$	2.90	$	3.52	Monthly
$	1.97	$	2.39	Monthly
$	2.75	$	3.34	Monthly
$	2.38	$	2.89	Monthly
$	0.30	$	0.36	Monthly
$	0.42	$	0.51	Monthly
$	0.28	$	0.34	Monthly
$	3.32	$	4.03	Monthly
$	2.25	$	2.73	Monthly
$	1.45	$	2.00	Monthly
$	2.80	$	4.00	Monthly
$	5.77	$	8.00	Monthly
$	0.75	$	1.00	Monthly
$	1.24	$	2.00	Monthly
$	3.70	$	5.00	Monthly
$	10.50	$	14.00	Monthly
$	5.28	$	7.00	Monthly
$	7.04	$	9.00	Monthly
$	21.00	$	27.00	Monthly
$	3.50	$	5.00	Monthly
$	3.60	$	5.00	Monthly
$	7.22	$	10.00	Monthly
$	15.04	$	19.00	Monthly
$	13.69	$	18.00	Monthly
$	10.72	$	14.00	Monthly
$	15.25	$	20.00	Monthly
$	12.79	$	16.00	Monthly
$	10.66	$	14.00	Monthly
$	10.67	$	14.00	Monthly
$	13.58	$	17.00	Monthly
$	14.02	$	18.00	Monthly
$	7.76	$	10.00	Monthly
$	10.81	$	14.00	Monthly
$	12.90	$	17.00	Monthly
$	12.89	$	17.00	Monthly
$	9.27	$	12.00	Monthly

$ 6.32	$ 8.00	Monthly
$ 3.90	$ 5.00	Monthly
$ 5.51	$ 7.00	Monthly
$ 1.96	$ 3.00	Monthly
$ 16.49	$ 21.00	Monthly
$ 13.60	$ 17.00	Monthly
$ 8.96	$ 12.00	Monthly
$ 6.54	$ 9.00	Monthly
$ 8.15	$ 11.00	Monthly
$ 5.01	$ 7.00	Monthly
$ 23.03	$ 29.00	Monthly
$ 12.37	$ 16.00	Monthly
$ 10.43	$ 14.00	Monthly
$ 28.86	$ 37.00	Monthly
$ 19.52	$ 25.00	Monthly
$ 17.10	$ 22.00	Monthly
$ 18.15	$ 23.00	Monthly
$ 15.73	$ 20.00	Monthly
$ 18.71	$ 24.00	Monthly
$ 15.16	$ 19.00	Monthly
$ 16.92	$ 21.00	Monthly
$ 13.37	$ 17.00	Monthly
$ 25.60	$ 32.00	Monthly
$ 147.80	$ 180.00	Monthly
$ 409.02	$ 498.00	Monthly
$ 340.26	$ 414.00	Monthly
$ 271.50	$ 330.00	Monthly
$ 85.92	$ 105.00	Monthly
$ 257.76	$ 315.00	Monthly
$ 173.84	$ 212.00	Monthly
$ 481.08	$ 585.00	Monthly
$ 400.20	$ 488.00	Monthly
$ 319.32	$ 388.00	Monthly
$ 90.36	$ 110.00	Monthly
$ 271.08	$ 330.00	Monthly
$ 37.92	$ 47.00	Monthly
$ 113.76	$ 141.00	Monthly
$ 48.44	$ 59.00	Monthly
$ 132.96	$ 162.00	Monthly
$ 108.24	$ 132.00	Monthly
$ 83.52	$ 102.00	Monthly
$ 4.71	$ 5.90	Monthly
$ 4.16	$ 5.20	Monthly
$ 7.09	$ 8.90	Monthly
$ 9.13	$ 11.50	Monthly

$	8.58	$	10.80	Monthly
$	39.84	$	49.00	Monthly
$	119.52	$	147.00	Monthly
$	56.36	$	69.00	Monthly
$	154.68	$	189.00	Monthly
$	125.88	$	154.00	Monthly
$	97.08	$	118.00	Monthly
$	4.96	$	6.20	Monthly
$	1.05	$	1.40	Monthly
$	4.38	$	5.50	Monthly
$	7.26	$	9.10	Monthly
$	3.34	$	4.20	Monthly
$	9.38	$	11.80	Monthly
$	5.47	$	6.90	Monthly
$	8.80	$	11.00	Monthly
$	4.42	$	5.60	Monthly
$	22,224.96	$	27,005.00	3 Year(s)
$	22,224.96	$	27,005.00	2 Year(s)
$	22,224.96	$	27,005.00	1 Year(s)
$	32,149.92	$	39,065.00	3 Year(s)
$	32,149.92	$	39,065.00	2 Year(s)
$	32,149.92	$	39,065.00	1 Year(s)
$	64,419.96	$	78,275.00	3 Year(s)
$	64,419.96	$	78,275.00	2 Year(s)
$	64,419.96	$	78,275.00	1 Year(s)
$	21,705.00	$	26,374.00	1 Year(s)
$	43,410.00	$	52,747.00	2 Year(s)
$	65,115.00	$	79,120.00	3 Year(s)
$	21,705.00	$	26,374.00	1 Year(s)
$	41,689.92	$	50,657.00	1 Year(s)
$	83,379.84	$	101,313.00	2 Year(s)
$	125,069.76	$	151,969.00	3 Year(s)
$	41,689.92	$	50,657.00	1 Year(s)
$	138,259.92	$	167,996.00	1 Year(s)
$	276,519.84	$	335,991.00	2 Year(s)
$	414,779.76	$	503,987.00	3 Year(s)
$	138,259.92	$	167,996.00	1 Year(s)
$	73,839.96	$	89,721.00	1 Year(s)
$	147,679.92	$	179,442.00	2 Year(s)
$	221,519.88	$	269,163.00	3 Year(s)
$	73,839.96	$	89,721.00	1 Year(s)

Microsoft Discount to LSP	SHI Discount to Oklahoma
17.72%	17.10%
17.71%	17.10%
17.73%	17.10%
17.73%	17.10%
17.72%	17.10%
17.83%	17.10%
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19.47%	17.10%
17.70%	17.10%
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17.78%	17.10%
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17.73%	17.10%
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17.91%	17.10%
17.71%	17.10%
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17.73%	17.10%
17.71%	17.10%
17.75%	17.10%
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19.30%	17.10%
19.74%	17.10%
17.76%	17.10%
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18.33%	17.10%
17.56%	17.10%
17.69%	17.10%
21.30%	17.10%
18.37%	17.10%
21.32%	17.10%
19.46%	17.10%
21.30%	17.10%
18.37%	17.10%
21.32%	17.10%
19.46%	17.10%
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17.66%	17.10%
17.62%	17.10%
17.61%	17.10%
17.82%	17.10%
17.71%	17.10%
17.62%	17.10%
17.81%	17.10%
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16.67%	17.10%
17.65%	17.10%
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17.62%	17.10%
17.58%	17.10%
27.50%	23.50%
30.00%	23.50%
27.88%	23.50%
25.00%	23.50%
38.00%	23.50%
26.00%	23.50%
25.00%	23.50%
24.57%	23.50%
21.78%	23.50%
22.22%	23.50%
30.00%	23.50%
28.00%	23.50%
27.80%	23.50%
20.84%	20.50%
23.94%	20.50%
23.43%	20.50%
23.75%	20.50%
20.06%	20.50%
23.86%	20.50%
23.79%	20.50%
20.12%	20.50%
22.11%	20.50%
22.40%	20.50%
22.79%	20.50%
24.12%	20.50%
24.18%	20.50%
22.75%	20.50%

21.00%	20.50%
22.00%	20.50%
21.29%	20.50%
34.67%	20.50%
21.48%	20.50%
20.00%	20.50%
25.33%	20.50%
27.33%	20.50%
25.91%	20.50%
28.43%	20.50%
20.59%	20.50%
22.69%	20.50%
25.50%	20.50%
22.00%	20.50%
21.92%	20.50%
22.27%	20.50%
21.09%	20.50%
21.35%	20.50%
22.04%	20.50%
20.21%	20.50%
19.43%	20.50%
21.35%	20.50%
20.00%	20.50%
17.89%	17.10%
17.87%	17.10%
17.81%	17.10%
17.73%	17.10%
18.17%	17.10%
18.17%	17.10%
18.00%	17.10%
17.76%	17.10%
17.99%	17.10%
17.70%	17.10%
17.85%	17.10%
17.85%	17.10%
19.32%	17.10%
19.32%	17.10%
17.90%	17.10%
17.93%	17.10%
18.00%	17.10%
18.12%	17.10%
20.17%	17.10%
20.00%	17.10%
20.34%	17.10%
20.61%	17.10%

20.56%	17.10%
18.69%	17.10%
18.69%	17.10%
18.32%	17.10%
18.16%	17.10%
18.26%	17.10%
17.73%	17.10%
20.00%	17.10%
25.00%	17.10%
20.36%	17.10%
20.22%	17.10%
20.48%	17.10%
20.51%	17.10%
20.72%	17.10%
20.00%	17.10%
21.07%	17.10%
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Price List	License Agreement	Program	Product Family
SERVERS			
United States Direct To Reseller	Corporate	Select Plus	BizTalk Server Branch
United States Direct To Reseller	Corporate	Select Plus	BizTalk Server Enterprise
United States Direct To Reseller	Corporate	Select Plus	BizTalk Server Standard
United States Direct To Reseller	Corporate	Select Plus	Exchange Server - Enterprise
United States Direct To Reseller	Corporate	Select Plus	Exchange Server - Standard
United States Direct To Reseller	Corporate	Select Plus	Project Server
United States Direct To Reseller	Corporate	Select Plus	SfB Server
United States Direct To Reseller	Corporate	Select Plus	SharePoint Server
United States Direct To Reseller	Corporate	Select Plus	SQL Svr Enterprise Core
United States Direct To Reseller	Corporate	Select Plus	SQL Server Standard Edition
United States Direct To Reseller	Corporate	Select Plus	SQL Svr Standard Core
United States Direct To Reseller	Corporate	Select Plus	Windows Server DC Core
United States Direct To Reseller	Corporate	Select Plus	Windows Server DC Core
United States Direct To Reseller	Corporate	Select Plus	Windows Svr ExtrnConn
United States Direct To Reseller	Corporate	Select Plus	Windows Server STD CORE
United States Direct To Reseller	Corporate	Select Plus	Windows Server STD CORE
PRODUCTIVITY			
United States Direct To Reseller	Corporate	Select Plus	Exchange Enterprise CAL
United States Direct To Reseller	Corporate	Select Plus	Exchange Enterprise CAL
United States Direct To Reseller	Corporate	Select Plus	Exchange Standard CAL
United States Direct To Reseller	Corporate	Select Plus	Exchange Standard CAL
United States Direct To Reseller	Corporate	Select Plus	SharePoint Enterprise CAL
United States Direct To Reseller	Corporate	Select Plus	SharePoint Enterprise CAL
United States Direct To Reseller	Corporate	Select Plus	SharePoint Standard CAL
United States Direct To Reseller	Corporate	Select Plus	SharePoint Standard CAL
United States Direct To Reseller	Corporate	Select Plus	Skype for Business
OFFICE SUITE			
United States Direct To Reseller	Corporate	Select Plus	Excel
United States Direct To Reseller	Corporate	Select Plus	Excel Mac
United States Direct To Reseller	Corporate	Select Plus	Office Mac Standard
United States Direct To Reseller	Corporate	Select Plus	Office Multi Language Pack
United States Direct To Reseller	Corporate	Select Plus	Office Professional Plus
United States Direct To Reseller	Corporate	Select Plus	Office Professional Plus
United States Direct To Reseller	Corporate	Select Plus	Office Standard
United States Direct To Reseller	Corporate	Select Plus	Office Standard
United States Direct To Reseller	Corporate	Select Plus	PowerPoint
United States Direct To Reseller	Corporate	Select Plus	PowerPoint Mac
United States Direct To Reseller	Corporate	Select Plus	Word
United States Direct To Reseller	Corporate	Select Plus	Word Mac
SYSTEMS			
United States Direct To Reseller	Corporate	Select Plus	WIN E3 per USER
United States Direct To Reseller	Corporate	Select Plus	WIN E3 per USER AddOn to E3 per DVC
United States Direct To Reseller	Corporate	Select Plus	WIN E3 per USER From SA

United States Direct To Reseller	Corporate	Select Plus	WIN ENT LTSB UPGRADE
United States Direct To Reseller	Corporate	Select Plus	Win Pro

Product Type	Part Number	Product Description
Standard	HJA-01104	BztlkSvrBrnch 2016 SNGL MVL 2Lic CoreLic
Standard	F52-02663	BztlkSvrEnt 2016 SNGL MVL 2Lic CoreLic
Standard	D75-02380	BztlkSvrStd 2016 SNGL MVL 2Lic CoreLic
Standard	395-04563	ExchgSvrEnt 2016 SNGL MVL
Standard	312-04372	ExchgSvrStd 2016 SNGL MVL
Standard	H22-02714	PrjctSvr 2016 SNGL MVL
Standard	5HU-00370	SfBSvr 2015 SNGL MVL
Standard	76P-01861	SharePointSvr 2016 SNGL MVL
Standard	7JQ-01049	SQLSvrEntCore 2016 SNGL MVL 2Lic CoreLic
Standard	228-10840	SQLSvrStd 2016 SNGL MVL
Standard	7NQ-00842	SQLSvrStdCore 2016 SNGL MVL 2Lic CoreLic
Standard	9EA-00266	WinSvrDCCore 2016 SNGL MVL 16Lic CoreLic
Standard	9EA-00270	WinSvrDCCore 2016 SNGL MVL 2Lic CoreLic
Standard	R39-01206	WinSvrExtConn 2016 SNGL MVL
Standard	9EM-00261	WinSvrSTDCore 2016 SNGL MVL 16Lic CoreLic
Standard	9EM-00264	WinSvrSTDCore 2016 SNGL MVL 2Lic CoreLic
Standard	PGI-00740	ExchgEntCAL 2016 SNGL MVL DvcCAL woSrvcs
Standard	PGI-00741	ExchgEntCAL 2016 SNGL MVL UsrCAL woSrvcs
Standard	381-04438	ExchgStdCAL 2016 SNGL MVL DvcCAL
Standard	381-04439	ExchgStdCAL 2016 SNGL MVL UsrCAL
Standard	76N-03738	SharePointEntCAL 2016 SNGL MVL DvcCAL
Standard	76N-03739	SharePointEntCAL 2016 SNGL MVL UsrCAL
Standard	76M-01639	SharePointStdCAL 2016 SNGL MVL DvcCAL
Standard	76M-01640	SharePointStdCAL 2016 SNGL MVL UsrCAL
Standard	6YH-01155	SkypeforBsnss 2016 SNGL MVL
Standard	065-08601	Excel 2016 Sngl MVL
Standard	D46-00971	ExcelMac 2016 SNGL MVL
Standard	3YF-00548	OfficeMacStd 2016 SNGL MVL
Standard	79H-00467	OfficeMultiLangPk 2013 SNGL MVL
Standard	79P-05582	OfficeProPlus 2016 SNGL MVL
Work At Home	269-02512	OfficeProPlus SNGL WAH MVL
Standard	021-10559	OfficeStd 2016 SNGL MVL
Work At Home	021-02910	OfficeStd SNGL WAH MVL
Standard	079-06672	PwrPoint 2016 SNGL MVL
Standard	D47-00790	PwrPointMac 2016 SNGL MVL
Standard	059-09105	Word 2016 Sngl MVL
Standard	D48-01131	WordMac 2016 SNGL MVL
Monthly Subscriptions-VolumeLicense	AAA-10786	WinE3perUser SNGL SubsVL MVL PerUsr
Monthly Subscriptions-VolumeLicense	AAA-10743	WinE3perUSERAddOntoE3perDVC SNGL SubsVL MVL
Monthly Subscriptions-VolumeLicense	AAA-10765	WinE3perUserFromSASNGL SubsVL MVL PerUsr

Upgrade	KW4-00152	WINENTLTSBUPGRD 2016 SNGL Upgrd MVL
Upgrade	FQC-09551	WinPro 10 SNGL Upgrd MVL

LSP Partner Price (USD)	Customer Reference Price or ERP (USD)	Pricing Unit
$ 816.60	$ 993.00	Each
$ 14,285.28	$ 17,358.00	Each
$ 3,274.56	$ 3,979.00	Each
$ 2,616.60	$ 3,180.00	Each
$ 457.08	$ 556.00	Each
$ 3,659.40	$ 4,447.00	Each
$ 2,354.88	$ 2,862.00	Each
$ 4,391.28	$ 5,336.00	Each
$ 8,880.84	$ 10,791.00	Each
$ 579.60	$ 705.00	Each
$ 2,316.00	$ 2,815.00	Each
$ 3,976.68	$ 4,832.00	Each
$ 497.04	$ 604.00	Each
$ 1,304.28	$ 1,585.00	Each
$ 570.00	$ 693.00	Each
$ 71.28	$ 87.00	Each
$ 26.76	$ 33.00	Each
$ 34.80	$ 43.00	Each
$ 43.56	$ 53.00	Each
$ 56.64	$ 69.00	Each
$ 53.52	$ 66.00	Each
$ 69.60	$ 85.00	Each
$ 60.84	$ 74.00	Each
$ 79.08	$ 97.00	Each
$ 19.92	$ 25.00	Each
$ 118.44	$ 144.00	Each
$ 118.44	$ 144.00	Each
$ 240.36	$ 293.00	Each
$ 60.84	$ 74.00	Each
$ 328.20	$ 399.00	Each
$ 171.07	$ 208.00	Each
$ 240.36	$ 293.00	Each
$ 116.66	$ 142.00	Each
$ 118.44	$ 144.00	Each
$ 118.44	$ 144.00	Each
$ 118.44	$ 144.00	Each
$ 118.44	$ 144.00	Each
$ 5.22	$ 7.00	1 Month(s)
$ 1.11	$ 1.35	1 Month(s)
$ 4.61	$ 6.00	1 Month(s)
LSP Partner Price (USD)	Customer Reference Price or ERP (USD)	Pricing Unit

$ 189.96	$ 231.00	Each
$ 120.72	$ 147.00	Each

Microsoft Discount to LSP	SHI Discount
17.76%	17.10%
17.70%	17.10%
17.70%	17.10%
17.72%	17.10%
17.79%	17.10%
17.71%	17.10%
17.72%	17.10%
17.70%	17.10%
17.70%	17.10%
17.79%	17.10%
17.73%	17.10%
17.70%	17.10%
17.71%	17.10%
17.71%	17.10%
17.75%	17.10%
18.07%	17.10%
18.91%	17.10%
19.07%	17.10%
17.81%	17.10%
17.91%	17.10%
18.91%	17.10%
18.12%	17.10%
17.78%	17.10%
18.47%	17.10%
20.32%	17.10%
17.75%	17.10%
17.75%	17.10%
17.97%	17.10%
17.78%	17.10%
17.74%	17.10%
17.75%	17.10%
17.97%	17.10%
17.85%	17.10%
17.75%	17.10%
17.75%	17.10%
17.75%	17.10%
17.75%	17.10%
25.43%	17.10%
17.78%	17.10%
23.17%	17.10%

17.77%	17.10%
17.88%	17.10%

Price List	License Agreement	Program	Product Family
SERVERS			
United States Direct To Reseller	Academic	Campus 3	BizTalk Server Branch
United States Direct To Reseller	Academic	Campus 3	BizTalk Server Enterprise
United States Direct To Reseller	Academic	Campus 3	BizTalk Server Enterprise
United States Direct To Reseller	Academic	Campus 3	BizTalk Server Enterprise
United States Direct To Reseller	Academic	Campus 3	BizTalk Server Standard
United States Direct To Reseller	Academic	Campus 3	BizTalk Server Standard
United States Direct To Reseller	Academic	Campus 3	Core Server Platform
United States Direct To Reseller	Academic	Campus 3	Core Server Platform
United States Direct To Reseller	Academic	Campus 3	Core Server Platform
United States Direct To Reseller	Academic	Campus 3	Core Server Platform
United States Direct To Reseller	Academic	Campus 3	Dyn365 For Operations Server
United States Direct To Reseller	Academic	Campus 3	Exch Onl Arch Exch Server forEDU
United States Direct To Reseller	Academic	Campus 3	Exch Onl Arch Exch Server forEDU
United States Direct To Reseller	Academic	Campus 3	Exchange Server - Enterprise
United States Direct To Reseller	Academic	Campus 3	Exchange Server - Enterprise
United States Direct To Reseller	Academic	Campus 3	Exchange Server - Standard
United States Direct To Reseller	Academic	Campus 3	Project Server
United States Direct To Reseller	Academic	Campus 3	Project Server CAL
United States Direct To Reseller	Academic	Campus 3	R Server
United States Direct To Reseller	Academic	Campus 3	R Server
United States Direct To Reseller	Academic	Campus 3	R Server
United States Direct To Reseller	Academic	Campus 3	R Server
United States Direct To Reseller	Academic	Campus 3	R Server
United States Direct To Reseller	Academic	Campus 3	R Server
United States Direct To Reseller	Academic	Campus 3	SfB Server
United States Direct To Reseller	Academic	Campus 3	SfB Server Ent CAL
United States Direct To Reseller	Academic	Campus 3	SfB Server Plus CAL
United States Direct To Reseller	Academic	Campus 3	SfB Server Plus CAL
United States Direct To Reseller	Academic	Campus 3	SfB Server Plus CAL
United States Direct To Reseller	Academic	Campus 3	SfB Server Plus CAL
United States Direct To Reseller	Academic	Campus 3	SfB Server Std CAL
United States Direct To Reseller	Academic	Campus 3	SharePoint Server
United States Direct To Reseller	Academic	Campus 3	SQL Server Enterprise Ed Prem Assu
United States Direct To Reseller	Academic	Campus 3	SQL Server Enterprise Ed Prem Assu
United States Direct To Reseller	Academic	Campus 3	SQL Server Platform
United States Direct To Reseller	Academic	Campus 3	SQL Server Standard Edition
United States Direct To Reseller	Academic	Campus 3	SQL Server Standard Ed Prem Assu
United States Direct To Reseller	Academic	Campus 3	SQL Server Standard Ed Prem Assu
United States Direct To Reseller	Academic	Campus 3	Windows MultiPoint Server Premium
United States Direct To Reseller	Academic	Campus 3	Windows Server CAL
United States Direct To Reseller	Academic	Campus 3	Windows Server Datacenter
United States Direct To Reseller	Academic	Campus 3	Windows Server Datacenter PremAssur
United States Direct To Reseller	Academic	Campus 3	Windows Server Datacenter PremAssur
United States Direct To Reseller	Academic	Campus 3	Windows Server DC Core

United States Direct To Reseller	Academic	Campus 3	Windows Server DC Core
United States Direct To Reseller	Academic	Campus 3	Windows Server DC Core
United States Direct To Reseller	Academic	Campus 3	Windows Server DC Core
United States Direct To Reseller	Academic	Campus 3	Windows Server DC Core PremAssur
United States Direct To Reseller	Academic	Campus 3	Windows Server DC Core PremAssur
United States Direct To Reseller	Academic	Campus 3	Windows Server DC Core PremAssur
United States Direct To Reseller	Academic	Campus 3	Windows Server DC Core PremAssur
United States Direct To Reseller	Academic	Campus 3	Windows Server Essentials
United States Direct To Reseller	Academic	Campus 3	Windows Server STD CORE
United States Direct To Reseller	Academic	Campus 3	Windows Server STD CORE
United States Direct To Reseller	Academic	Campus 3	Windows Server STD CORE PremAssur
United States Direct To Reseller	Academic	Campus 3	Windows Server STD CORE PremAssur
United States Direct To Reseller	Academic	Campus 3	Windows Server STD CORE PremAssur
United States Direct To Reseller	Academic	Campus 3	Windows Server STD CORE PremAssur
United States Direct To Reseller	Academic	Campus 3	Windows Server Standard Prem Assur
United States Direct To Reseller	Academic	Campus 3	Windows Server Standard Prem Assur

PRODUCTIVITY

United States Direct To Reseller	Academic	Campus 3	Exchange Enterprise CAL
United States Direct To Reseller	Academic	Campus 3	Exchange Standard CAL
United States Direct To Reseller	Academic	Campus 3	SharePoint Enterprise CAL
United States Direct To Reseller	Academic	Campus 3	SharePoint Standard CAL
United States Direct To Reseller	Academic	Campus 3	Skype for Business
United States Direct To Reseller	Academic	Campus 3	Skype for Business

OFFICE SUITE

United States Direct To Reseller	Academic	Campus 3	Office Pro Plus Education
United States Direct To Reseller	Academic	Campus 3	Office Pro Plus Education
United States Direct To Reseller	Academic	Campus 3	Office Pro Plus Education
United States Direct To Reseller	Academic	Campus 3	Office Pro Plus Education
United States Direct To Reseller	Academic	Campus 3	Office Pro Plus Education

SYSTEMS

United States Direct To Reseller	Academic	Campus 3	WIN EDU E3
United States Direct To Reseller	Academic	Campus 3	WIN EDU E3
United States Direct To Reseller	Academic	Campus 3	WIN EDU E3
United States Direct To Reseller	Academic	Campus 3	WIN EDU E3
United States Direct To Reseller	Academic	Campus 3	WIN EDU E3

Product Type	Part Number
License/Software Assurance Pack	HJA-00774
License/Software Assurance Pack	F52-02144
SA Step Up	F52-02281
SA Step Up	F52-02282
License/Software Assurance Pack	D75-01979
SA Step Up	D75-01980
License/Software Assurance Pack	HAF-00003
License/Software Assurance Pack	HAF-00003
License/Software Assurance Pack	HAF-00005
License/Software Assurance Pack	HAF-00005
License/Software Assurance Pack	GRN-00004
Monthly Subscriptions-VolumeLicense	9KS-00001
Monthly Subscriptions-VolumeLicense	9KS-00001
License/Software Assurance Pack	395-02412
SA Step Up	395-03039
License/Software Assurance Pack	312-02177
License/Software Assurance Pack	H22-00479
License/Software Assurance Pack	H21-00419
License/Software Assurance Pack	WA5-00050
License/Software Assurance Pack	WA5-00014
License/Software Assurance Pack	WA5-00033
Monthly Subscriptions-VolumeLicense	WA5-00051
Monthly Subscriptions-VolumeLicense	WA5-00015
Monthly Subscriptions-VolumeLicense	WA5-00034
License/Software Assurance Pack	5HU-00215
License/Software Assurance Pack	7AH-00281
License/Software Assurance Pack	YEG-00396
License/Software Assurance Pack	YEG-00396
License/Software Assurance Pack	YEG-00631
License/Software Assurance Pack	YEG-00631
License/Software Assurance Pack	6ZH-00395
License/Software Assurance Pack	H04-00232
Monthly Subscriptions-VolumeLicense	EZK-00001
Monthly Subscriptions-VolumeLicense	EZK-00002
License/Software Assurance Pack	NEF-00002
License/Software Assurance Pack	228-04437
Monthly Subscriptions-VolumeLicense	EZQ-00001
Monthly Subscriptions-VolumeLicense	EZQ-00002
License/Software Assurance Pack	V7J-00430
License/Software Assurance Pack	R18-00095
SA Step Up	P71-07281
Monthly Subscriptions-VolumeLicense	EYR-00001
Monthly Subscriptions-VolumeLicense	EYR-00003
License/Software Assurance Pack	9EA-00271
Product Type	Part Number

License/Software Assurance Pack	9EA-00039
SA Step Up	9EA-00274
SA Step Up	9EA-00279
Monthly Subscriptions-VolumeLicense	EYK-00001
Monthly Subscriptions-VolumeLicense	EYK-00005
Monthly Subscriptions-VolumeLicense	EYK-00002
Monthly Subscriptions-VolumeLicense	EYK-00006
License/Software Assurance Pack	G3S-00530
License/Software Assurance Pack	9EM-00265
License/Software Assurance Pack	9EM-00562
Monthly Subscriptions-VolumeLicense	EYL-00001
Monthly Subscriptions-VolumeLicense	EYL-00005
Monthly Subscriptions-VolumeLicense	EYL-00002
Monthly Subscriptions-VolumeLicense	EYL-00006
Monthly Subscriptions-VolumeLicense	EYS-00001
Monthly Subscriptions-VolumeLicense	EYS-00003
License/Software Assurance Pack	PGI-00267
License/Software Assurance Pack	381-01587
License/Software Assurance Pack	76N-02345
License/Software Assurance Pack	H05-00176
License/Software Assurance Pack	6YH-00575
License/Software Assurance Pack	6YH-00575
License/Software Assurance Pack	2FJ-00001
License/Software Assurance Pack	2FJ-00001
License/Software Assurance Pack	2FJ-00001
License/Software Assurance Pack	2FJ-00001
License/Software Assurance Pack	2FJ-00001
Upgrade/Software Assurance Pack	KW5-00358
Upgrade/Software Assurance Pack	KW5-00358
Upgrade/Software Assurance Pack	KW5-00358
Upgrade/Software Assurance Pack	KW5-00358
Upgrade/Software Assurance Pack	KW5-00358

Product Description	LSP Partner Price (USD)
BztlkSvrBrnch ALNG LicSAPk MVL 2Lic CoreLic	$ 80.88
BztlkSvrEnt ALNG LicSAPk MVL 2Lic CoreLic	$ 1,573.92
BztlkSvrEnt ALNG SASU MVL 2Lic BztlkSvrBrnch CoreLic	$ 1,493.04
BztlkSvrEnt ALNG SASU MVL 2Lic BztlkSvrStd CoreLic	$ 1,191.72
BztlkSvrStd ALNG LicSAPk MVL 2Lic CoreLic	$ 382.20
BztlkSvrStd ALNG SASU MVL 2Lic BztlkSvrBrnch CoreLic	$ 301.32
CoreSvrPltfrm ALNG LicSAPk MVL	$ 2.16
CoreSvrPltfrm ALNG LicSAPk MVL	$ 0.48
CoreSvrPltfrm ALNG LicSAPk MVL Pltfrm	$ 2.16
CoreSvrPltfrm ALNG LicSAPk MVL Pltfrm	$ 0.36
Dyn365ForOpsSvr ALNG LicSAPk MVL	$ 427.32
ExchgOnlnArchSrvEdu ShrdSvr ALNG SubsVL MVL PerUsr	$ 0.91
ExchgOnlnArchSrvEdu ShrdSvr ALNG SubsVL MVL PerUsr	$ 0.91
ExchgSvrEnt ALNG LicSAPk MVL	$ 327.60
ExchgSvrEnt ALNG SASU MVL ExchgSvrStd	$ 270.36
ExchgSvrStd ALNG LicSAPk MVL	$ 57.24
PrjctSvr ALNG LicSAPk MVL	$ 37.68
PrjctSvrCAL ALNG LicSAPk MVL DvcCAL	$ 13.68
RSvr ALNG LicSAPk MVL 2Lic forLinux CoreLic	$ 1,208.28
RSvr ALNG LicSAPk MVL forHadoop	$ 1,933.20
RSvr ALNG LicSAPk MVL forTeradataDB	$ 6,041.40
RSvr ALNG SubsVL MVL 2Lic forLinux CoreLic	$ 90.62
RSvr ALNG SubsVL MVL forHadoop	$ 144.99
RSvr ALNG SubsVL MVL forTeradataDB	$ 453.11
SfBSvr ALNG LicSAPk MVL	$ 294.84
SfBSVrEnCAL ALNG LicSAPk MVL DvcCAL	$ 5.64
SfBSvrPlusCAL ALNG LicSAPk MVL DvcCAL	$ 8.64
SfBSvrPlusCAL ALNG LicSAPk MVL DvcCAL	$ 5.64
SfBSvrPlusCAL ALNG LicSAPk MVL forECAL DvcCAL	$ 6.96
SfBSvrPlusCAL ALNG LicSAPk MVL forECAL DvcCAL	$ 4.56
SfBSvrStdCAL ALNG LicSAPk MVL DvcCAL	$ 1.68
SharePointSvr ALNG LicSAPk MVL	$ 438.12
SQLSvrEntEdPremAssu ALNG SubsVL MVL PremASR1TUp/RNWL	$ 6.56
SQLSvrEntEdPremAssu ALNG SubsVL MVL PremASR2	$ 9.19
SQLSvrPltfrm ALNG LicSAPk MVL	$ 1.56
SQLSvrStd ALNG LicSAPk MVL	$ 72.60
SQLSvrStdEdPremAssu ALNG SubsVL MVL PremASR1TUp/RNWL	$ 0.69
SQLSvrStdEdPremAssu ALNG SubsVL MVL PremASR2	$ 0.97
WinMultiPointSvrPrem ALNG LicSAPk MVL	$ 35.16
WinSvrCAL ALNG LicSAPk MVL DvcCAL	$ 0.24
WinSvrDataCtr ALNG SASU MVL WinSvrStd 2Proc	$ 214.20
WinSvrDatactrPremAssur ALNG SubsVL MVL 2Proc PremASR1TUp/RNWL	$ 4.74
WinSvrDatactrPremAssur ALNG SubsVL MVL 2Proc PremASR2	$ 6.64
WinSvrDCCore ALNG LicSAPk MVL 16Lic CoreLic	$ 298.68

WinSvrDCCore ALNG LicSAPk MVL 2Lic CoreLic	$	37.32
WinSvrDCCore ALNG SASU MVL 16Lic WinSvrStdCore CoreLic	$	255.96
WinSvrDCCore ALNG SASU MVL 2Lic WinSvrStdCore CoreLic	$	32.04
WinSvrDCCorePremAssur ALNG SubsVL MVL 16Lic CoreLic PremASR1TUp/RNWL	$	4.74
WinSvrDCCorePremAssur ALNG SubsVL MVL 16Lic CoreLic PremASR2	$	6.64
WinSvrDCCorePremAssur ALNG SubsVL MVL 2Lic CoreLic PremASR1TUp/RNWL	$	0.59
WinSvrDCCorePremAssur ALNG SubsVL MVL 2Lic CoreLic PremASR2	$	0.83
WinSvrEssntls ALNG LicSAPk MVL	$	40.44
WinSvrSTDCore ALNG LicSAPk MVL 16Lic CoreLic	$	42.72
WinSvrSTDCore ALNG LicSAPk MVL 2Lic CoreLic	$	5.28
WinSvrSTDCOREPremAssur ALNG SubsVL MVL 16Lic CoreLic PremASR1TUp/RNWL	$	0.68
WinSvrSTDCOREPremAssur ALNG SubsVL MVL 16Lic CoreLic PremASR2	$	0.95
WinSvrSTDCOREPremAssur ALNG SubsVL MVL 2Lic CoreLic PremASR1TUp/RNWL	$	0.09
WinSvrSTDCOREPremAssur ALNG SubsVL MVL 2Lic CoreLic PremASR2	$	0.12
WinSvrStdPremAssur ALNG SubsVL MVL 2Proc PremASR1TUp/RNWL	$	0.68
WinSvrStdPremAssur ALNG SubsVL MVL 2Proc PremASR2	$	0.95
ExchgEntCAL ALNG LicSAPk MVL DvcCAL wSrvcs	$	3.24
ExchgStdCAL ALNG LicSAPk MVL DvcCAL	$	0.60
SharePointEntCAL ALNG LicSAPk MVL DvcCAL	$	4.32
SharePointStdCAL ALNG LicSAPk MVL DvcCAL	$	0.60
SkypeforBsnss ALNG LicSAPk MVL	$	1.68
SkypeforBsnss ALNG LicSAPk MVL	$	1.08
OfficeProPlusEdu ALNG LicSAPk MVL	$	14.52
OfficeProPlusEdu ALNG LicSAPk MVL	$	20.28
OfficeProPlusEdu ALNG LicSAPk MVL	$	13.56
OfficeProPlusEdu ALNG LicSAPk MVL	$	12.48
OfficeProPlusEdu ALNG LicSAPk MVL	$	11.76
WINEDUE3 ALNG UpgrdSAPk MVL	$	10.80
WINEDUE3 ALNG UpgrdSAPk MVL	$	15.60
WINEDUE3 ALNG UpgrdSAPk MVL	$	10.08
WINEDUE3 ALNG UpgrdSAPk MVL	$	9.36
WINEDUE3 ALNG UpgrdSAPk MVL	$	8.76

Customer Reference Price or ERP (USD)	Pricing Unit	Microsoft Discount to LSP
$ 99.00	1 Year(s)	18.30%
$ 1,913.00	1 Year(s)	17.73%
$ 1,815.00	1 Year(s)	17.74%
$ 1,449.00	1 Year(s)	17.76%
$ 465.00	1 Year(s)	17.81%
$ 367.00	1 Year(s)	17.90%
$ 2.62	1 Year(s)	17.56%
$ 0.58	1 Year(s)	17.24%
$ 2.62	1 Year(s)	17.56%
$ 0.44	1 Year(s)	18.18%
$ 520.00	1 Year(s)	17.82%
$ 1.00	1 Month(s)	9.00%
$ 1.00	1 Month(s)	9.00%
$ 399.00	1 Year(s)	17.89%
$ 329.00	1 Year(s)	17.82%
$ 70.00	1 Year(s)	18.23%
$ 46.00	1 Year(s)	18.09%
$ 17.00	1 Year(s)	19.53%
$ 1,469.00	1 Year(s)	17.75%
$ 2,349.00	1 Year(s)	17.70%
$ 7,341.00	1 Year(s)	17.70%
$ 111.00	1 Month(s)	18.36%
$ 177.00	1 Month(s)	18.08%
$ 551.00	1 Month(s)	17.77%
$ 359.00	1 Year(s)	17.87%
$ 7.00	1 Year(s)	19.43%
$ 11.00	1 Year(s)	21.45%
$ 7.00	1 Year(s)	19.43%
$ 9.00	1 Year(s)	22.67%
$ 6.00	1 Year(s)	24.00%
$ 2.04	1 Year(s)	17.65%
$ 533.00	1 Year(s)	17.80%
$ 8.00	1 Month(s)	18.00%
$ 12.00	1 Month(s)	23.42%
$ 1.90	1 Year(s)	17.89%
$ 89.00	1 Year(s)	18.43%
$ 0.84	1 Month(s)	17.86%
$ 1.18	1 Month(s)	17.80%
$ 43.00	1 Year(s)	18.23%
$ 0.29	1 Year(s)	17.24%
$ 261.00	1 Year(s)	17.93%
$ 6.00	1 Month(s)	21.00%
$ 9.00	1 Month(s)	26.22%
$ 363.00	1 Year(s)	17.72%

$	46.00	1 Year(s)	18.87%
$	312.00	1 Year(s)	17.96%
$	39.00	1 Year(s)	17.85%
$	6.00	1 Month(s)	21.00%
$	9.00	1 Month(s)	26.22%
$	0.72	1 Month(s)	18.06%
$	1.01	1 Month(s)	17.82%
$	50.00	1 Year(s)	19.12%
$	52.00	1 Year(s)	17.85%
$	7.00	1 Year(s)	24.57%
$	0.83	1 Month(s)	18.07%
$	1.15	1 Month(s)	17.39%
$	0.11	1 Month(s)	18.18%
$	0.15	1 Month(s)	20.00%
$	0.83	1 Month(s)	18.07%
$	1.15	1 Month(s)	17.39%
$	3.94	1 Year(s)	17.77%
$	0.73	1 Year(s)	17.81%
$	6.00	1 Year(s)	28.00%
$	0.73	1 Year(s)	17.81%
$	2.04	1 Year(s)	17.65%
$	1.31	1 Year(s)	17.56%
$	18.00	1 Year(s)	19.33%
$	25.00	1 Year(s)	18.88%
$	17.00	1 Year(s)	20.24%
$	16.00	1 Year(s)	22.00%
$	15.00	1 Year(s)	21.60%
$	14.00	1 Year(s)	22.86%
$	19.00	1 Year(s)	17.89%
$	13.00	1 Year(s)	22.46%
$	12.00	1 Year(s)	22.00%
$	11.00	1 Year(s)	20.36%

SHI Discount to Oklahoma
17.10%
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Price List	License Agreement	Program	Product Family
SERVERS			
United States Direct To Reseller	Academic	Select Plus	BizTalk Server Branch
United States Direct To Reseller	Academic	Select Plus	BizTalk Server Enterprise
United States Direct To Reseller	Academic	Select Plus	BizTalk Server Standard
United States Direct To Reseller	Academic	Select Plus	Exchange Server - Enterprise
United States Direct To Reseller	Academic	Select Plus	Exchange Server - Standard
United States Direct To Reseller	Academic	Select Plus	Project Server
United States Direct To Reseller	Academic	Select Plus	SfB Server
United States Direct To Reseller	Academic	Select Plus	SharePoint Server
United States Direct To Reseller	Academic	Select Plus	SQL Svr Enterprise Core
United States Direct To Reseller	Academic	Select Plus	SQL Server Standard Edition
United States Direct To Reseller	Academic	Select Plus	SQL Svr Standard Core
United States Direct To Reseller	Academic	Select Plus	Windows MultiPoint Server Premium
United States Direct To Reseller	Academic	Select Plus	Windows Server DC Core
United States Direct To Reseller	Academic	Select Plus	Windows Server DC Core
United States Direct To Reseller	Academic	Select Plus	Windows Svr ExtrnConn
United States Direct To Reseller	Academic	Select Plus	Windows Server STD CORE
United States Direct To Reseller	Academic	Select Plus	Windows Server STD CORE
PRODUCTIVITY			
United States Direct To Reseller	Academic	Select Plus	Exchange Enterprise CAL
United States Direct To Reseller	Academic	Select Plus	Exchange Enterprise CAL
United States Direct To Reseller	Academic	Select Plus	Exchange Standard CAL
United States Direct To Reseller	Academic	Select Plus	Exchange Standard CAL
United States Direct To Reseller	Academic	Select Plus	Exchange Standard CAL
United States Direct To Reseller	Academic	Select Plus	Exchange Standard CAL
United States Direct To Reseller	Academic	Select Plus	SharePoint Enterprise CAL
United States Direct To Reseller	Academic	Select Plus	SharePoint Enterprise CAL
United States Direct To Reseller	Academic	Select Plus	SharePoint Standard CAL
United States Direct To Reseller	Academic	Select Plus	SharePoint Standard CAL
United States Direct To Reseller	Academic	Select Plus	SharePoint Standard CAL
United States Direct To Reseller	Academic	Select Plus	SharePoint Standard CAL
United States Direct To Reseller	Academic	Select Plus	Skype for Business
OFFICE SUITE			
United States Direct To Reseller	Academic	Select Plus	Excel
United States Direct To Reseller	Academic	Select Plus	Excel Mac
United States Direct To Reseller	Academic	Select Plus	Office Mac Standard
United States Direct To Reseller	Academic	Select Plus	Office Multi Language Pack
United States Direct To Reseller	Academic	Select Plus	Office Professional Plus
United States Direct To Reseller	Academic	Select Plus	Office Standard
United States Direct To Reseller	Academic	Select Plus	PowerPoint
United States Direct To Reseller	Academic	Select Plus	PowerPoint Mac
United States Direct To Reseller	Academic	Select Plus	Word
United States Direct To Reseller	Academic	Select Plus	Word Mac
SYSTEMS			

United States Direct To Reseller	Academic	Select Plus	WIN E3 per USER
United States Direct To Reseller	Academic	Select Plus	WIN E3 per USER AddOn to E3 per DVC
United States Direct To Reseller	Academic	Select Plus	WIN E3 per USER From SA
United States Direct To Reseller	Academic	Select Plus	Win Pro

Product Type	Part Number	Product Description
Standard	HJA-01106	BztlkSvrBrnch 2016 ALNG MVL 2Lic CoreLic
Standard	F52-02665	BztlkSvrEnt 2016 ALNG MVL 2Lic CoreLic
Standard	D75-02382	BztlkSvrStd 2016 ALNG MVL 2Lic CoreLic
Standard	395-04564	ExchgSvrEnt 2016 ALNG MVL
Standard	312-04373	ExchgSvrStd 2016 ALNG MVL
Standard	H22-02715	PrjctSvr 2016 ALNG MVL
Standard	5HU-00371	SfBSvr 2015 ALNG MVL
Standard	76P-01862	SharePointSvr 2016 ALNG MVL
Standard	7JQ-01051	SQLSvrEntCore 2016 ALNG MVL 2Lic CoreLic
Standard	228-10841	SQLSvrStd 2016 ALNG MVL
Standard	7NQ-00844	SQLSvrStdCore 2016 ALNG MVL 2Lic CoreLic
Standard	V7J-01082	WinMultiPointSvrPrem 2016 ALNG MVL
Standard	9EA-00275	WinSvrDCCore 2016 ALNG MVL 16Lic CoreLic
Standard	9EA-00280	WinSvrDCCore 2016 ALNG MVL 2Lic CoreLic
Standard	R39-01207	WinSvrExtConn 2016 ALNG MVL
Standard	9EM-00268	WinSvrSTDCore 2016 ALNG MVL 16Lic CoreLic
Standard	9EM-00271	WinSvrSTDCore 2016 ALNG MVL 2Lic CoreLic
Standard	PGI-00742	ExchgEntCAL 2016 ALNG MVL DvcCAL woSrvcs
Standard	PGI-00743	ExchgEntCAL 2016 ALNG MVL UsrCAL woSrvcs
Standard	381-04440	ExchgStdCAL 2016 ALNG MVL DvcCAL
Standard	381-04371	ExchgStdCAL 2016 ALNG MVL Stdnt DvcCAL
Standard	381-04372	ExchgStdCAL 2016 ALNG MVL Stdnt UsrCAL
Standard	381-04441	ExchgStdCAL 2016 ALNG MVL UsrCAL
Standard	76N-03740	SharePointEntCAL 2016 ALNG MVL DvcCAL
Standard	76N-03741	SharePointEntCAL 2016 ALNG MVL UsrCAL
Standard	76M-01641	SharePointStdCAL 2016 ALNG MVL DvcCAL
Standard	76M-01569	SharePointStdCAL 2016 ALNG MVL Stdnt DvcCAL
Standard	76M-01570	SharePointStdCAL 2016 ALNG MVL Stdnt UsrCAL
Standard	76M-01642	SharePointStdCAL 2016 ALNG MVL UsrCAL
Standard	6YH-01156	SkypeforBsnss 2016 ALNG MVL
Standard	065-08602	Excel 2016 ALNG MVL
Standard	D46-00972	ExcelMac 2016 ALNG MVL
Standard	3YF-00549	OfficeMacStd 2016 ALNG MVL
Standard	79H-00468	OfficeMultiLangPk 2013 ALNG MVL
Standard	79P-05583	OfficeProPlus 2016 ALNG MVL
Standard	021-10560	OfficeStd 2016 ALNG MVL
Standard	079-06673	PwrPoint 2016 ALNG MVL
Standard	D47-00791	PwrPointMac 2016 ALNG MVL
Standard	059-09106	Word 2016 ALNG MVL
Standard	D48-01132	WordMac 2016 ALNG MVL

Monthly Subscriptions-VolumeLicense	AAA-10787	WinE3perUser ALNG SubsVL MVL PerUsr
Monthly Subscriptions-VolumeLicense	AAA-10744	WinE3perUSERAddOntoE3perDVC ALNG SubsVL MVL
Monthly Subscriptions-VolumeLicense	AAA-10766	WinE3perUserFromSAALNG SubsVL MVL PerUsr
Upgrade	FQC-09552	WinPro 10 ALNG Upgrd MVL

LSP Partner Price (USD)	Customer Reference Price or ERP (USD)	Pricing Uni
$ 233.64	$ 284.00	Each
$ 4,088.28	$ 4,968.00	Each
$ 937.20	$ 1,139.00	Each
$ 748.80	$ 910.00	Each
$ 130.80	$ 159.00	Each
$ 1,047.24	$ 1,273.00	Each
$ 673.92	$ 819.00	Each
$ 1,256.76	$ 1,528.00	Each
$ 2,541.48	$ 3,089.00	Each
$ 165.84	$ 202.00	Each
$ 662.76	$ 806.00	Each
$ 80.52	$ 98.00	Each
$ 1,138.08	$ 1,383.00	Each
$ 142.20	$ 173.00	Each
$ 373.20	$ 454.00	Each
$ 163.08	$ 199.00	Each
$ 20.40	$ 25.00	Each
$ 7.68	$ 10.00	Each
$ 7.68	$ 10.00	Each
$ 2.52	$ 3.06	Each
$ 1.20	$ 1.46	Each
$ 1.20	$ 1.46	Each
$ 2.52	$ 3.06	Each
$ 15.36	$ 19.00	Each
$ 15.36	$ 19.00	Each
$ 17.40	$ 22.00	Each
$ 1.20	$ 1.46	Each
$ 1.20	$ 1.46	Each
$ 17.40	$ 22.00	Each
$ 3.48	$ 4.23	Each
$ 20.28	$ 25.00	Each
$ 20.28	$ 25.00	Each
$ 41.28	$ 51.00	Each
$ 10.44	$ 13.00	Each
$ 51.00	$ 62.00	Each
$ 41.28	$ 51.00	Each
$ 20.28	$ 25.00	Each
$ 20.28	$ 25.00	Each
$ 20.28	$ 25.00	Each
$ 20.28	$ 25.00	Each

$	1.82	$	2.21	1 Month(s)
$	0.38	$	0.46	1 Month(s)
$	1.58	$	1.92	1 Month(s)
$	48.36	$	59.00	Each

Microsoft Discount to LSP	SHI Discount to Oklahoma
17.73%	17.10%
17.71%	17.10%
17.72%	17.10%
17.71%	17.10%
17.74%	17.10%
17.73%	17.10%
17.71%	17.10%
17.75%	17.10%
17.72%	17.10%
17.90%	17.10%
17.77%	17.10%
17.84%	17.10%
17.71%	17.10%
17.80%	17.10%
17.80%	17.10%
18.05%	17.10%
18.40%	17.10%
23.20%	17.10%
23.20%	17.10%
17.65%	17.10%
17.81%	17.10%
17.81%	17.10%
17.65%	17.10%
19.16%	17.10%
19.16%	17.10%
20.91%	17.10%
17.81%	17.10%
17.81%	17.10%
20.91%	17.10%
17.73%	17.10%
18.88%	17.80%
18.88%	17.80%
19.06%	17.80%
19.69%	17.80%
17.74%	17.80%
19.06%	17.80%
18.88%	17.80%
18.88%	17.80%
18.88%	17.80%
18.88%	17.80%
Microsoft Discount to LSP	SHI Discount to Oklahoma

17.65%	17.10%
17.39%	17.10%
17.71%	17.10%
18.03%	17.10%

- Mobility – Mobility plays such a large role today with BYOD, and whatever devices your organi
the infrastructure and key focus on Mobility means putting in place a strong MDM infrastructure. SHI is

  - o The solutions and recommendations will have a focus on:
    - De-fine customer Intune requirements
    - Plan for agent distribution
    - Define profiles, policy and features
    - Configuration of software and hardware inventory modules
    - Multi-factor Authentication con-figuration - optional

- Cloud - Our team of experts and consultants will assist with proof of concept/pilo
  - o The solutions and recommendations will have a focus on:
    - Data Center Cloud Planning & Assessment
      - Cloud Assessment and Migration Planning
      - Azure Planning Service
      - Proof of Concept Testing

    - Cloud Jumpstart Services
      - Azure Enterprise Portal Review
      - Determine administrative roles and provide walk-through
      - Department, account and subscription creation
      - Reporting & Notification Review
      - Subscription Management Best Practices
      - Cloud Advisory Services

    - Data Center Cloud Migration Services
      - Virtual Networks and Connectivity
      - Azure IaaS Migrations
      - Cloud Service Architecture
      - Azure Website Migrations and High Availability Architecture
      - Azure Application Services
      - Azure Active Directory
      - Identity Management (SSO, MFA)
      - Azure Backup

- Messaging – SHI has been providing services around Microsoft Messaging from Exchange 2003
about every type from Gmail migrations to complex multi Exchange server environments to Office 365.

  - o The solutions and recommendations will have a focus on:
    - Evaluating the best solution – on-premises deployment, hybrid or Exchange
    - Client experience and impact to mail ow
    - Data management and security implications
    - Impact on business operations
    - Federation requirements
    - Provisioning and planning concerns

- Unified Communications and Collaboration – Our Unified Communications is very flexible from
have a strong team for SharePoint implementation and custom solutions to support even the most com

  - The solutions and recommendations will have a focus on:
    - Evaluating the best solution – on-premises deployment or
    - SharePoint online (SharePoint as a Service)
    - Collaboration needs
    - Search capability requirements
    - Content management and business form needs
    - Uni-fied Communications for Business server feature requirements
    - Evaluating the best solution – on-premises, hybrid
    - deployment or Uni-fied Communications for Business online (Of-fice 365)
    - User-client experience
    - Hardware requirements
    - Impact to the environment
    - Security concerns
    - Federation requirements
    - Enterprise voice requirements

- Windows migration Desktop and OS – Of course the big push this year is the migration of Wind
have capabilities from SCCM deployment, Image creation, Device Compatibility testing, and full migratic
Computing team can take those steps outside of the new device and work with organizations that do ne
approach.

  - The solutions and recommendations will have a focus on:
    - Pre-load and con-figure devices
    - Gold Image creation
    - On-site migration and deployment
    - User/Environment Impact
    - Usability Training

- System Management – With Active Directory at the heart of everything Microsoft, SHI has ext
Consolidations. We also consider SCCM an integral part to many of our customers infrastructure and Sy
focused on upgrades and its use for Software deployment.

  - The solutions and recommendations for Active Directory will have a focus on:
    - The scope of the network and environment - site, forest and domain evalua
    - Technical and business requirements and considerations
    - Validating the overall approach to the desired business results
  - The solutions and recommendations for SCCM will have a focus on:
    - Identifying features needed for the business
    - Necessary components, layout, security and connectivity of the
    - Operations Manager or Con-figuration Manager infrastructure
    - Utilizing enterprise-grade management capabilities
    - Simplify provisioning your infrastructure
    - Application Performance Monitoring

- Desktop Virtualization – SHI can provide services around Vmware Horizon View and Citrix today for a Virtual Desktop Infrastructure.
    - o The solutions and recommendations will have a focus on:
        - Strategy discussions and reviews
        - The current desktop landscape
        - User environment impact
        - Assessments and recommendations
        - Product testing and selection
        - Design and deployment of desktop virtualization

- Digital Evidence – Surveillance is an area that we support with full systems of Camera, monitor solutions for Body worn cameras to law enforcement as well.

- Windows Server – SHI can provide services for Windows Server through all versions. Our team overall server infrastructure.
    - o The solutions and recommendation will have a focus on:
        - Assessment and Migration
        - Design and Implementation
        - Configuration and Integration
        - Upgrades and migration
        - Solutions and recommendations will have focus on:
        - Identifying features needed for the business
        - Upgrade Paths, Migration planning, design, and execution

ization has to support. SHI has a keen eye on Mobility from an MDM standpoint. Mobile users need to b
positioned to support full implementations of Microsoft's Intune and VMware AirWatch.

ots in the Azure environment and effectively plan your migration through the following services.

8 to Office 365. With well over 200 successful deployments to Office 365 we have encountered scenario

online (Of-fice 365)

on premise traditional phone systems to hosted voice systems including Skype for Business and Cloud
mplex SharePoint requirements and development.

dow 7 to Windows 10. Our teams are very well aligned with Microsoft to support POC and Pilot engager
on services. While our ZeroTouch offering is fantastic for new devices entering the environment. Our En
eed to create new images for deployment to existing devices. Then we can move towards the profile dri

ensive success with Active Directory projects from simple Domain Controller upgrades to complex Fores
stem Management. Our teams are well engaged with the System Center suite, but primarily customers

tion

ay. Our teams can help with the VDI strategy and design as well as support Proof of Concept and full dep

rs and storage systems to provide a complete solution. While it may not be as needed for VSP we have p

s can setup and configure basic to complex server refresh and upgrades as well as support for security a