



County of Fairfax, Virginia

NOTICE OF AWARD

Date of Award: December 21, 2023

CONTRACT TITLE: Technology Products, Services and Solutions

SOLICITATION NUMBER: RFP 2000003549

CONTRACT TYPE: Requirements Contract (RQ)

NIGP CODE: **20453, 20454, 20455, 20464, 20491, 20625, 20654, 20656, 20678, 20687, 20811, 20827, 20854, 20857, 20871, 20880, 20881, 22014, 83885, 91017, 91828, 92024, 92031, 92037, 92045, 92046, 92047**

CONTRACT PERIOD: Date of Award through October 31, 2028

RENEWALS: Five (5) One-Year Options

SUPERSEDES: 4400006642, 4400006643, 4400006644, and 4400006645

DELIVERY: FOB Destination

PAYMENT: Net 30 Days

CONTRACTOR: Iron Bow Holdings, Inc. dba Iron Bow Technologies, LLC 2121 Cooperative Way, Suite 500 Herndon, VA 20171	SUPPLIER CODE: 1000045136	CONTRACT NUMBER: 4400012307
Contact: Katie Barton Telephone: (540) 664-2797 E-mail: Katie.Barton@ironbow.com		

PRICES/DISCOUNTS: Attached to Notice of Award

CONTRACTOR: GovConnection, Inc. dba Connection – Public Sector Solutions 732 Milford Road Merrimack, NH 03054-4631	SUPPLIER CODE: 1000008673	CONTRACT NUMBER: 4400012308
Contact: Robert Bush, Sr. Director SLED Sales Telephone: (800) 800-0019 ext. 33059 E-mail: robert.bush@connection.com		

PRICES/DISCOUNTS: Reach out to the Contract Specialist to check percentage discount are correct

CONTRACTOR: CAS Severn, Inc 6201 Chevy Chase Drive Laurel, MD 20707-2916	SUPPLIER CODE: 1000008374	CONTRACT NUMBER: 44000012309
Contact: Joshua Wozniak, Account Executive Telephone: (571) 216-5734 E-mail: jwozniak@cassevern.com		

PRICES/DISCOUNTS: Attached to Notice of Award

Department of Procurement & Material Management
12000 Government Center Parkway, Suite 427
Fairfax, VA 22035-0013
Website: www.fairfaxcounty.gov/procurement/
Phone (703) 324-3201, **TTY:** 711, **Fax:** (703) 324-3228

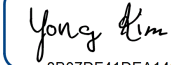
Notice of Award
RFP 2000003549
Page 2

DPMM CONTACT: Yong Kim, CPPB, Contract Specialist III
Telephone: (703) 324-3217, TTY: 711
Fax: (703) 324-3228
E-mail: yong.kim@fairfaxcounty.gov

ORDERING INSTRUCTIONS:

Fairfax County may enter into FOCUS (Fairfax County Unified Systems) a shopping cart indicating the items required, the quantity, the payment terms and the delivery date. The purchase order must be annotated with the contract number. Requests exceeding the small purchase threshold (\$10k) will be routed to DPMM and a purchase order will be executed.

DocuSigned by:



8007DF41DEA146A...
Yong Kim, CPPB
Contract Specialist III

DISTRIBUTION:

Dept. of Finance – Accounts Payable/e
Sheriff's Office – Michelle Nelson/e
Sheriff's Office – Denise Howard/e
DIT – Tanesha Sherrod/e
DIT – Mike Palacios/e
DIT – Adam Eldert/e
FCPD – Kerene Gordan/e
FRD – Jason Stanley/e
DPSC – Eric Mills/e
DPSC – Robert Turner/e
FCPS – jrwelsh@fcps.edu
DPMM, Supplier Diversity – Chris McGough/e

Contract Specialist III – Yong Kim, CPPB
Asst. Contract Specialist – Team 1
GovMVMT:
David Kidd - dkidd@govmvt.org
Tyler McCall - tmccall@govmvt.org

CISCO

HP, Inc. (HPI)

HP Enterprise (HPE)

COST SUBMISSION - PRODUCT / SERVICES / SOLUTIONS - DISCOUNTS + PRICE LIST			
OEM	CATEGORY	PRODUCT / SERVICES / SOLUTIONS SUB-CATEGORY	DISCOUNT %
Cisco	Product	Hardware	36%
Cisco	Product	Software	20%
Cisco	Product	SmartNet Total Care	13%
Cisco	Product	SmartNet Total Care 1 YR	13%
Cisco	Product	SmartNet Total Care 3 YR	15%
Cisco	Product	SmartNet Total Care 5 YR	18%
Cisco	Product	A Flex	12%
Cisco	Product	UCS Hardware	42%
Cisco	Product	UCS SmartNet	13%
Cisco	Product	Advanced Services	1%
HP, Inc. (HPI)	Computers	Desktops	21%
HP, Inc. (HPI)	Computers	Laptops	21%
HP, Inc. (HPI)	Computers	Tablets	21%
HP, Inc. (HPI)	Computers	Monitors	21%
HP, Inc. (HPI)	Computers	Workstations	21%
HP, Inc. (HPI)	Computers	Accessories	21%
HP, Inc. (HPI)	Computers	Point Of Sale Computers For Retail Environments	21%
HP, Inc. (HPI)	Computers	Thin Client Software Portfolio	21%
HP, Inc. (HPI)	Computers	Digital Signage	21%
HP, Inc. (HPI)	Computers	Other Computer Equipment And Software	21%
HP, Inc. (HPI)	Software	Mobile Solutions	2%
HP, Inc. (HPI)	Services and Solutions	Small And Midsize Organization Solutions	2%
HP, Inc. (HPI)	Services and Solutions	Total Access Education Solutions	2%
HP, Inc. (HPI)	Services and Solutions	Other Services And Solutions Offered	2%
HPE	Networking	Data Center Networking	24%
HPE	Networking	Software-Defined Networking	24%
HPE	Networking	Switches	24%
HPE	Networking	Wireless Networking	24%
HPE	Networking	Campus Networking	24%
HPE	Networking	Other Networking Available	24%
HPE	Servers	Blade servers	24%
HPE	Servers	Scalable Servers	24%
HPE	Servers	Integrity Mission-Critical Servers	24%
HPE	Servers	Rack And Tower Servers	24%
HPE	Servers	Other Servers Available	24%
HPE	Software	Application Lifecycle Management	24%
HPE	Software	Big Data Analytics	24%
HPE	Software	Business Service Management	24%
HPE	Software	Enterprise Security	24%
HPE	Software	Hybrid Cloud Management	24%
HPE	Software	Information Governance	24%
HPE	Software	Information Management	24%
HPE	Software	It Service Management	24%
HPE	Software	Mobile Solutions	24%
HPE	Software	Operations Management	24%
HPE	Software	Software-Defined Data Center	24%
HPE	Software	Devops Solutions	24%
HPE	Software	Any Other Software	24%
HPE	Storage	Primary Storage	25%
HPE	Storage	Backup	25%

HPE	Storage	Recovery And Archive Storage	25%
HPE	Storage	Enterprise Application Storage	25%
HPE	Storage	Primary Storage	25%
HPE	Storage	Software-Defined Storage	25%
HPE	Storage	Simply Storeit Solutions	25%
HPE	Storage	Any Other Storage	25%
HPE	Services and Solutions	Analytics And Data Management	3%
HPE	Services and Solutions	Applications Services	3%
HPE	Services and Solutions	Business Process Services	3%
HPE	Services and Solutions	Data Center	3%
HPE	Services and Solutions	Workload And Cloud Services	3%
HPE	Services and Solutions	Enterprise Security Services	3%
HPE	Services and Solutions	It Financing And Asset Recovery Services	3%
HPE	Services and Solutions	Mobility And Workplace Services	3%
HPE	Services and Solutions	Support Services	3%
HPE	Services and Solutions	Technology Consulting	3%
HPE	Services and Solutions	Computing Services	3%
HPE	Services and Solutions	Big Data Solutions	3%
HPE	Services and Solutions	Cloud Solutions	3%
HPE	Services and Solutions	Mobility Solutions	3%
HPE	Services and Solutions	Security Solutions	3%
HPE	Services and Solutions	Converged Systems Solutions	3%
Dell	General Products	Precision Mobile	31%
Dell	General Products	Latitude	31%
Dell	General Products	XPS	1%
Dell	General Products	Rugged	28%
Dell	General Products	Chrome Education	28%
Dell	General Products	Chrome Enterprise	28%
Dell	General Products	Optiplex	32%
Dell	General Products	Precision Workstations	31%
Dell	General Products	Dell Thin Clients	17%
Dell	General Products	Alienware Aurora	2%
Dell	General Products	1 Socket Servers	31%
Dell	General Products	2 Socket Servers	42%
Dell	General Products	4 Socket Servers	42%
Dell	General Products	1 Socket Tower Servers	31%
Dell	General Products	FX	42%
Dell	General Products	PowerVault	38%
Dell	General Products	Dell EMC SC	38%
Dell	General Products	MD	38%
Dell	General Products	Data Protection	41%
Dell	General Products	P Series Monitors	15%
Dell	General Products	E Series Monitors	15%
Dell	General Products	U Series Monitors	15%
Dell	General Products	Conference Monitor	15%
Dell	Services	All Services (Base Level Discount)	1%
Panasonic	Communications	Business Communication Systems,	12%
Panasonic	Communications	HD Visual Communication Systems,	12%
Panasonic	Communications	IP Phones + Other Communications Products,	12%
Panasonic	Communications	Applications	12%
Panasonic	Communications	Accessories	12%
Panasonic	Security Systems	Network Cameras	12%
Panasonic	Security Systems	Video Recorders	12%

DELL

NASONIC

PAI

Panasonic	Security Systems	Interfaces	12%
Panasonic	Security Systems	Software And Converters	12%
Panasonic	Security Systems	Analog Cameras	12%
Panasonic	Security Systems	Digital Video Recorders	12%
Panasonic	Security Systems	Switchers And Controllers	12%
Panasonic	Security Systems	Remote Head Cameras	12%
Panasonic	Security Systems	Module Cameras	12%
Panasonic	Security Systems	Wearable Cameras	12%
Panasonic	Security Systems	Security Viewer Application	12%
Panasonic	Security Systems	Other Security Systems And Accessories	12%
Panasonic	Personal Computers	Rugged Toughbooks And Toughpads	12%
Panasonic	Personal Computers	Semi-Rugged Toughbooks And Toughpads	12%
Panasonic	Personal Computers	Business-Rugged Toughbooks And Toughpads	12%
Panasonic	Personal Computers	Any Other Personal Computers And Accessories	12%
Panasonic	Professional AV	Broadcast And Professional Av Equipment Such As Camcorders	12%
Panasonic	Professional AV	Camera Systems	12%
Panasonic	Professional AV	Switchers And Mixers	12%
Panasonic	Professional AV	Monitors And Accessories	12%
Panasonic	Professional AV	Visual Systems Such As Projectors	12%
Panasonic	Professional AV	Professional Displays And Accessories	12%
Panasonic	Professional AV	Sound Systems Such As Public Address Systems	12%
Panasonic	Professional AV	Infrared Wireless Microphone Systems	12%
Panasonic	Professional AV	Ramsa Audio Systems	12%
Panasonic	Professional AV	Other Professional AV / Accessories	12%
Panasonic	Terminals	Handheld Tablets	12%
Panasonic	Terminals	Point Of Sale Workstations	12%
Panasonic	Terminals	Other Terminals	12%
Panasonic	Soft Module Products	Audio and Video Processing Software	12%
Panasonic	Soft Module Products	Voice Recognition Software	12%
Panasonic	Soft Module Products	Image Recognition Software	12%
Panasonic	Soft Module Products	Other Soft Module Products	12%
Panasonic	Recording Media	SD Cards For Professional Camcorders	12%
Panasonic	Recording Media	SD Memory Cards For Industrial Use	12%
Panasonic	Recording Media	Blue-Ray Disc	12%
Panasonic	Recording Media	ADA (Advanced Disc For Archive)	12%
Panasonic	Recording Media	DV Cassettes	12%
Panasonic	Recording Media	Other Recording Media	12%
Panasonic	Services and Solutions	Installation	12%
Panasonic	Services and Solutions	Product Configurations	12%
Panasonic	Services and Solutions	Product Support	12%
Panasonic	Services and Solutions	Warranties	12%
Panasonic	Services and Solutions	Insurance	12%
Panasonic	Services and Solutions	Railway Industry Solutions	12%
Panasonic	Services and Solutions	Other Services And Solutions	12%
Veritas	Products	Backup Exec	1%
Veritas	Products	Information Fabric Technology Platform	1%
Veritas	Products	Infoscale	1%
Veritas	Products	Storage Foundation High Availability	1%
Veritas	Products	System Recovery	1%
Veritas	Products	Any Other Product	1%
Veritas	Services and Solutions	Consulting	1%
Veritas	Services and Solutions	Education Services	1%
Veritas	Services and Solutions	Managed Services	1%

VERITAS

VMWARE

Veritas	Services and Solutions	Support	1%
Veritas	Services and Solutions	Services	1%
Veritas	Services and Solutions	Appliance Services	1%
Veritas	Services and Solutions	Licensing	1%
Veritas	Services and Solutions	Technical Support Training And Certification	1%
Veritas	Services and Solutions	Other Services And Solutions	1%
VMWare	Products	Data Center And Cloud Infrastructure	4%
VMWare	Products	Networking And Security	4%
VMWare	Products	Storage And Availability	4%
VMWare	Products	Hyper-Converged Infrastructure	4%
VMWare	Products	Data Center And Cloud Management	4%
VMWare	Products	Personal Desktop Software	4%
VMWare	Products	Business Mobility Software	4%
VMWare	Products	Desktop And Application Virtualization Software	4%
VMWare	Products	Enterprise Mobility Management Software	4%
VMWare	Products	Other Products Offered	4%
VMWare	Services and Solutions	Cloud Computing	4%
VMWare	Services and Solutions	Software-Defined Data Center	4%
VMWare	Services and Solutions	Virtualization	4%
VMWare	Services and Solutions	Business Mobility	4%
VMWare	Services and Solutions	Data Center Virtualization And Hybrid Cloud Extensibility	4%
VMWare	Services and Solutions	Streamlined And Automated Data Center Operations	4%
VMWare	Services and Solutions	Application And Infrastructure Delivery Automation	4%
VMWare	Services and Solutions	Security Controls Native To Infrastructure	4%
VMWare	Services and Solutions	High Availability And Resilient Infrastructure	4%
VMWare	Services and Solutions	Other Services And Solutions	4%

APPLE

Apple	Products, Services and Solutions	MacBook	3%
Apple	Products, Services and Solutions	MacBook Air	3%
Apple	Products, Services and Solutions	MacBook Pro	3%
Apple	Products, Services and Solutions	iMac	3%
Apple	Products, Services and Solutions	Mac Pro	3%
Apple	Products, Services and Solutions	Mac mini	3%
Apple	Products, Services and Solutions	iPad mini	1%
Apple	Products, Services and Solutions	iPad	1%
Apple	Products, Services and Solutions	Accessories For All Products	2%
Apple	Products, Services and Solutions	Support And Any Other Products	1%
Apple	Products, Services and Solutions	Services Or Solutions	1%

AWS GOOGLE

Google	Products, Services and Solutions	Apps For Work	8%
Google	Products, Services and Solutions	Google Cloud	1%
Google	Products, Services and Solutions	Search For Work	8%
Google	Products, Services and Solutions	Chrome For Work	5%
Google	Products, Services and Solutions	Android For Work	1%
Google	Products, Services and Solutions	Google Business Solutions And Any Other Products	1%
Google	Products, Services and Solutions	Services And Solutions	1%
Amazon Web Services (AWS)	Products, Services and Solutions	Global	1%
Amazon Web Services (AWS)	Products, Services and Solutions	Compute	1%
Amazon Web Services (AWS)	Products, Services and Solutions	Storage	1%
Amazon Web Services (AWS)	Products, Services and Solutions	Database	1%
Amazon Web Services (AWS)	Products, Services and Solutions	Analytics	1%
Amazon Web Services (AWS)	Products, Services and Solutions	Application And Deployment Services To Power Web And Mobile Applications	1%
Amazon Web Services (AWS)	Products, Services and Solutions	Data Processing And Warehousing	1%
Amazon Web Services (AWS)	Products, Services and Solutions	Storage And Archive	1%
Amazon Web Services (AWS)	Products, Services and Solutions	Other Products, Services And Solutions	1%

MICROSOFT

Amazon Web Services (AWS)	Services Solutions	Cloud-Based Solutions For Websites	1%
Amazon Web Services (AWS)	Services Solutions	Backup And Recovery	1%
Amazon Web Services (AWS)	Services Solutions	Archiving	1%
Amazon Web Services (AWS)	Services Solutions	Disaster Recovery	1%
Amazon Web Services (AWS)	Services Solutions	Development And Test	1%
Amazon Web Services (AWS)	Services Solutions	Big Data	1%
Amazon Web Services (AWS)	Services Solutions	High Performance	1%
Amazon Web Services (AWS)	Services Solutions	Databases	1%
Amazon Web Services (AWS)	Services Solutions	Digital Marketing	1%
Amazon Web Services (AWS)	Services Solutions	E-Commerce	1%
Amazon Web Services (AWS)	Services Solutions	Media And Entertainment	1%
Amazon Web Services (AWS)	Services Solutions	Mobile Services	1%
Amazon Web Services (AWS)	Services Solutions	Internet Of Things	1%
Amazon Web Services (AWS)	Services Solutions	Enterprise It	1%
Amazon Web Services (AWS)	Services Solutions	Business Applications	1%
Amazon Web Services (AWS)	Services Solutions	Content Delivery	1%
Amazon Web Services (AWS)	Services Solutions	Health	1%
Amazon Web Services (AWS)	Services Solutions	Any Other Solutions Offered	1%
Microsoft	Devices	Surface Products	1%
Microsoft	Devices	PC's and tablets	1%
Microsoft	Devices	Xbox	1%
Microsoft	Devices	Microsoft Surface Hub	1%
Microsoft	Devices	Accessories	1%
Microsoft	Devices	Any Other Devices	1%
Microsoft	Software and Apps	Office	1%
Microsoft	Software and Apps	Windows	1%
Microsoft	Software and Apps	Other Software And Services Such As Microsoft Health	1%
Microsoft	Software and Apps	Microsoft Security Essentials	1%
Microsoft	Software and Apps	Edge, OneDrive	1%
Microsoft	Software and Apps	Outlook	1%
Microsoft	Software and Apps	OneNote	1%
Microsoft	Software and Apps	Teams	1%
Microsoft	Software and Apps	Bing	1%
Microsoft	Software and Apps	Visual Studio	1%
Microsoft	Software and Apps	Visio	1%
Microsoft	Software and Apps	Project	1%
Microsoft	Software and Apps	MSN, Apps, Games, Downloads	1%
Microsoft	Software and Apps	Developer and IT Pro	1%
Microsoft	Software and Apps	Business And Enterprise Such As Cloud Platform	1%
Microsoft	Software and Apps	Data Availability	1%
Microsoft	Software and Apps	Business Analytics	1%
Microsoft	Software and Apps	Customer Relationship Management	1%
Microsoft	Software and Apps	Enterprise Mobility Suite	1%
Microsoft	Software and Apps	Enterprise resource and planning	1%
Microsoft	Software and Apps	Business Software And Apps Such As Microsoft Dynamics	1%
Microsoft	Software and Apps	Microsoft Power BI	1%
Microsoft	Software and Apps	Microsoft SQL Server	1%
Microsoft	Software and Apps	Windows Server	1%
Microsoft	Software and Apps	Microsoft System Center	1%
Microsoft	Software and Apps	Visual Studio	1%
Microsoft	Software and Apps	Microsoft Azure	1%
Microsoft	Software and Apps	Microsoft Social Engagement	1%
Microsoft	Software and Apps	Microsoft Intune	1%

Iron Bow Holdings Inc
 dba Iron Bow Technologies LLC

NETAPP

Microsoft	Software and Apps	OneDrive for Business	1%
Microsoft	Software and Apps	Exchange Server	1%
Microsoft	Software and Apps	SharePoint	1%
Microsoft	Software and Apps	Any Other Software And Apps	1%
Microsoft	Services and Solutions	Support	1%
Microsoft	Services and Solutions	Licensing	1%
Microsoft	Services and Solutions	Any Other Services And Solutions Offered	1%
NetApp	Products	Hybrid Data Storage	10%
NetApp	Products	Software And Converged Infrastructure	10%
NetApp	Products	Enterprise All-Flash Data Storage	10%
NetApp	Products	Hardware And Software For Cloud Storage And Any Other Products	10%
NetApp	Products	Including Standalone Software Offered	10%
NetApp	Services and Solutions	Services And Solutions To Build A Cloud-Ready Data Center	10%
NetApp	Services and Solutions	Accelerate Enterprise Application Performance	10%
NetApp	Services and Solutions	Protect, And Recover Data	10%
NetApp	Services and Solutions	Strategy	10%
NetApp	Services and Solutions	Design	10%
NetApp	Services and Solutions	Deploy And Transition	10%
NetApp	Services and Solutions	Operations	10%
NetApp	Services and Solutions	Training	10%
NetApp	Services and Solutions	Certification	10%
NetApp	Services and Solutions	Support And Any Other Services And Solutions	10%

LABOR CATEGORY	RATE
Network Administrator 1	\$ 57.65
Network Administrator 2	\$ 75.49
Network Administrator 3	\$ 118.70
Maintenance Technician 1	\$ 50.68
Maintenance Technician 2	\$ 57.78
Maintenance Technician 3	\$ 68.11
Installation Technician 1	\$ 43.24
Installation Technician 2	\$ 54.10
Installation Technician 3	\$ 67.59
Project Manager 1	\$ 95.61
Project Manager 2	\$ 109.99
Project Manager 3	\$ 123.21
Trainer 1	\$ 67.81
Trainer 2	\$ 81.12
Trainer 3	\$ 101.98
Program Manager 1	\$ 138.01
Program Manager 2	\$ 154.55
Program Manager 3	\$ 171.82
Technician 1	\$ 89.39
Technician 2	\$ 106.97
Technician 3	\$ 127.92
Engineer 1	\$ 151.18

Engineer 2	\$ 188.26
Engineer 3	\$ 240.51
Test Engineer 1	\$ 49.61
Test Engineer 2	\$ 63.10
Test Engineer 3	\$ 76.66
Configuration Analyst 1	\$ 57.65
Configuration Analyst 2	\$ 75.49
Configuration Analyst 3	\$ 118.70
Technical Support Specialist 1	\$ 116.83
Technical Support Specialist 2	\$ 144.33
Technical Support Specialist 3	\$ 171.82
Quality Assurance Engineer 1	\$ 80.59
Quality Assurance Engineer 2	\$ 101.49
Quality Assurance Engineer 3	\$ 111.85
Quality Assurance Manager	\$ 144.94
Technical Writer 1	\$ 81.12
Technical Writer 2	\$ 101.98
Technical Writer 3	\$ 121.86
Business Systems / Process Analyst 1	\$ 68.11
Business Systems / Process Analyst 2	\$ 100.69
Business Systems / Process Analyst 3	\$ 122.32

CAS SEVERN, INC.**Pricing Schedule**

Below is a list of CAS Severn minimum discounts for the following Product Categories and Manufacturers. Additional product categories and manufacturers may be added.

Product Category	MFR	Minimum Discount % off List	
Servers			
	Dell	38%	
	VMware	8%	
	Hewlett-Packard Enterprise	28%	
	Super Micro	5%	
	Intel	7%	
	Nutanix	15%	
	Cisco	30%	
	IBM	10%	
	Lenovo	27%	
	Nvidia	19%	
	Fujitsu	26%	
	Liquid	10%	
Network Hardware			
	Aruba / HPE	15%	
	HPE	15%	
	Ciena	15%	
	Extreme Networks	18%	
	Fortinet	14%	
	Cradlepoint	14%	
	Riverbed	15%	
	ForeScout	18%	
	Alcatel Lucent	19%	
	F5	16%	Adjusted
	Cisco (incl Meraki)	35%	
	Palo Alto	11%	Adjusted
	All other Networking Hardware	1%	Added
Telecom Equipment			
	Polycom	6%	Adjusted
	Avaya	12%	
	Cisco	25%	
Data Storage			
	Dell	38%	
	Nutanix	40%	
	Cohesity	28%	
	StoreByte	30%	
	IBM	45%	
	StoreOne	29%	

	Cohesity	18%	
	Rubrik	22%	
	Nutanix	37%	
	Symantec	5%	
	Adobe	2%	
	Citrix	2%	
	Netapp	15%	
	Liquid	5%	
	Splunk	7%	
	Elastic	2%	
	Arctic Wolf	10%	
	Zerto	11%	
	Box.com	11%	
	zScaler	3%	
	Nagios	3%	
	WekaIO	12%	
	Docker	8%	
	Red Hat	13%	
	SUSE	26%	Adjusted
	CrowdStrike	38%	
	SentinelOne	23%	Adjusted
	CloudFlare	12%	
	Tanium	22%	
	Netmotion	18%	
	Cloudera	18%	
	Informatica	18%	
	MongoDB	22%	
	Anywhere365	9%	Adjusted
	Avepoint	7%	
	All Other Software	1%	Added
	Hardware Maintenance	1%	
	Software Maintenance	1%	
	Accessories		
	Belkin	3%	
	Tripp Lite	4%	
	Vertiv	6%	
	APC	7%	
	Colocation & Cloud Services		
	QTS	8%	
	Converge Cloud	3%	
	Digital Realty	3%	
	Flexential	5%	
	Equinix	4%	
	AWS	1%	
	Azure	2%	
	All other SaaS Solutions	1%	Added

Listed are CAS hourly rates for a sample of services personnel. Additional services may be added.

Services		Hourly Rate	
Project Manager 3		\$ 210.00	
Project Manager 2		\$ 150.00	
Project Manager 1		\$ 94.00	
Junior Systems Engineer		\$ 89.00	
Systems Engineer		\$ 188.00	
Cloud Architect		\$ 240.00	
Network Engineer		\$ 178.00	
Software Developer		\$ 161.00	
Subject Matter Expert		\$ 215.00	
Program Director		\$ 250.00	
Senior Engineer		\$ 290.00	Added
Senior Architect		\$ 350.00	Added