

**Department of Information Resources
Request for Offer DIR-CPO-TMP449
Software Solutions and Augmenting RFO DIR-TSO-TMP-416
BID PACKAGE 2 - PRICING SHEET**

Company Name: Kinetech Cloud, LLC d/b/a Kinetech

IF RESPONDENT IS PROVIDING THE ENTIRE LINE FOR A SPECIFIC BRAND, PROVIDE CATALOGUE LINK AND LIST HERE MOST SOLD PRODUCTS

* For Respondent reference: DIR CUSTOMER PRICE contains 0.75% DIR Administrative Fee and it will be AUTOMATICALLY calculated once all other cells are filled. For reference purposes, the formula to calculate DIR Customer Price is: DIR Customer Price = MSRP x (1-DIR Discount%) x (1+0.75%) DO NOT make any changes to the format of the grids. Insert additional rows as needed.

BRAND	PRODUCT DESCRIPTION	PRODUCT PART NUMBER	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*	Unit
Complete catalog updated November, 2023						
Mendix	Mendix - MxCloud S: Annual subscription for Small Mendix Cloud Resources	KIN-CLS-4001	\$ 948.00	2.00%	\$ 936.01	p/resource
Mendix	Mendix - MxCloud M: Annual subscription for Medium Mendix Cloud Resources	KIN-CLM-4002	\$ 1,896.00	2.00%	\$ 1,872.02	p/resource
Mendix	Mendix - MxCloud L: Annual subscription for Large Mendix Cloud Resources	KIN-CLL-4003	\$ 3,780.00	2.00%	\$ 3,732.18	p/resource
Mendix	Mendix - MxCloud XL: Annual subscription for Extra Large Mendix Cloud Resources	KIN-CLX-4004	\$ 7,560.00	2.00%	\$ 7,464.37	p/resource
Mendix	Mendix-Mendix Cloud Premium S: Annual subscription for Small Mendix Cloud Resources	KIN-MX-PCRP-S	\$ 1,416.00	2.00%	\$ 1,398.09	p/resource
Mendix	Mendix-Mendix Cloud Premium M: Annual subscription for Medium Mendix Cloud Resources	KIN-MX-PCRP-M	\$ 2,832.00	2.00%	\$ 2,796.18	p/resource
Mendix	Mendix-Mendix Cloud Premium L: Annual subscription for Large Mendix Cloud Resources	KIN-MX-PCRP-L	\$ 5,676.00	2.00%	\$ 5,604.20	p/resource
Mendix	Mendix-Mendix Cloud Premium XL: Annual subscription for Extra Large Mendix Cloud Resources	KIN-MX-PCRP-XL	\$ 11,340.00	2.00%	\$ 11,196.55	p/resource
Mendix	Mendix-Mendix Private Cloud - Base Package (Inc. 3 Environments)	KIN-MX-PRCL-BASE	\$ 5,988.00	2.00%	\$ 5,912.25	p/instance

Mendix	Mendix-MX for Private Cloud Environments Tier 1	KIN-MX-PRCL-E-T1	\$ 504.00	2.00%	\$ 497.62	p/environment
Mendix	Mendix-Single App Standard Platform Package	KIN-MX-SA-STD	\$ 11,976.00	4.00%	\$ 11,583.19	p/instance
Mendix	Mendix-Single App Premium Platform Package	KIN-MX-SA-PREM	\$ 23,940.00	4.00%	\$ 23,154.77	p/instance
Mendix	Mendix-Multi-App Standard Platform Package	KIN-MX-MA-STD	\$ 29,928.00	4.00%	\$ 28,946.36	p/instance
Mendix	Mendix-Multi-App Premium Platform Package	KIN-MX-MA-PREM	\$ 59,856.00	4.00%	\$ 57,892.72	p/instance
Mendix	Mendix-Multi-App Internal User Tier 1 (0-500 users)	KIN-MX-MA-INUSER-T1	\$ 384.00	4.00%	\$ 371.40	p/user
Mendix	Mendix-Multi-App Internal User Tier 2 (501 - 5000 users)	KIN-MX-MA-INUSER-T2	\$ 228.00	4.00%	\$ 220.52	p/user
Mendix	Mendix-Single App Internal User Tier 1 (0-500 users)	KIN-MX-SA-INUSER-T1	\$ 156.00	4.00%	\$ 150.88	p/user
Mendix	Mendix-Single App Internal User Tier 2 (501 - 5000 users)	KIN-MX-SA-INUSER-T2	\$ 15.12	4.00%	\$ 14.62	p/user
Mendix	Mendix-Multi-App External User Tier 1 (0-500 users)	KIN-MX-MA-EXUSER-T1	\$ 34.68	4.00%	\$ 33.54	p/user
Mendix	Mendix-Multi-App External User Tier 2 (501 - 5000 users)	KIN-MX-MA-EXUSER-T2	\$ 9.12	4.00%	\$ 8.82	p/user
Mendix	Mendix-Multi-App External User Tier 3 (5,001 - 50,000 users)	KIN-MX-MA-EXUSER-T3	\$ 1.32	4.00%	\$ 1.28	p/user
Kinetech	GovCloud App Suite - 1 App/Process	KIN-GOV1-7000	\$ 85,000.00	4.00%	\$ 82,212.00	bundle
Kinetech	GovCloud App Suite - 2 Apps/Processes	KIN-GOV2-7001	\$ 125,000.00	4.00%	\$120,900.00	bundle
Kinetech	GovCloud App Suite - 3 Apps/Processes	KIN-GOV3-7002	\$ 150,000.00	4.00%	\$145,080.00	bundle
Kinetech	GovCloud App Suite - Multi-App	KIN-GOV5-7003	\$ 175,000.00	4.00%	\$169,260.00	bundle
Kinetech	FinCloud App Suite - 1 App/Process	KIN-FIN1-7000	\$ 85,000.00	4.00%	\$ 82,212.00	bundle
Kinetech	FinCloud App Suite - 2 Apps/Processes	KIN-FIN2-7001	\$ 125,000.00	4.00%	\$120,900.00	bundle
Kinetech	FinCloud App Suite - 3 Apps/Processes	KIN-FIN3-7002	\$ 150,000.00	4.00%	\$145,080.00	bundle
Kinetech	FinCloud App Suite - Multi-App	KIN-FIN5-7003	\$ 175,000.00	4.00%	\$169,260.00	bundle
Professional Services						
Kinetech	Certified Mendix Expert, 5+ Years Experience	KIN-EXP5	\$ 365.00	25.00%	\$ 275.80	p/hour
Kinetech	Certified Mendix Expert	KIN-INTEXP	\$ 275.00	20.00%	\$ 221.65	p/hour
Kinetech	4+ Years Experience	KIN-EXP4	\$ 275.00	20.00%	\$ 221.65	p/hour
Kinetech	Certified Mendix Expert	KIN-EXP	\$ 265.00	20.00%	\$ 213.59	p/hour
Kinetech	Sr. Experienced PM	KIN-SRPM	\$ 285.00	20.00%	\$ 229.71	p/hour
Kinetech	Certified Advance Engineer	KIN-ADV	\$ 210.00	20.00%	\$ 169.26	p/hour
Kinetech	Certified RAD Engineer	KIN-RAD	\$ 185.00	10.00%	\$ 167.75	p/hour
Kinetech	Certified RAD Engineer - Support	KIN-SUP	\$ 185.00	10.00%	\$ 167.75	p/hour
Kinetech	Experienced PM	KIN-EXPM	\$ 175.00	10.00%	\$ 158.68	p/hour
Kinetech	User Experience Specialist 3+ Years	KIN-EXP3	\$ 175.00	10.00%	\$ 158.68	p/hour
Kinetech	Platinum SLA - Application Support	KIN-PLT-SLA	\$ 55,000.00	10.00%	\$ 49,871.25	bundle
Kinetech	Gold SLA - Application Support	KIN-GLD-SLA	\$ 40,000.00	10.00%	\$ 36,270.00	bundle
Kinetech	Pro SLA - Application Support	KIN-PRO-SLA	\$ 30,000.00	10.00%	\$ 27,202.50	bundle
Kinetech	Rapid Developer Course & Certification	KIN-MX-ACA-1000	\$ 2,500.00	0.00%	\$ 2,518.75	p/seat

Kinetech	Rapid Developer Course & Certification - On-site	KIN-MX-ACA-1001	\$ 15,000.00	0.00%	\$ 15,112.50	p/10 seats
Kinetech	Rapid Developer Certification	KIN-MX-ACA-1002	\$ 400.00	0.00%	\$ 403.00	p/seat
Kinetech	Intermediate Developer Course	KIN-MX-ACA-1003	\$ 2,000.00	0.00%	\$ 2,015.00	p/seat
Kinetech	Intermediate Developer Course - On-site	KIN-MX-ACA-1004	\$ 10,000.00	0.00%	\$ 10,075.00	p/10 seats
Kinetech	Advanced Developer Course	KIN-MX-ACA-1005	\$ 2,000.00	0.00%	\$ 2,015.00	p/seat
Kinetech	Advanced Developer Course - On-site	KIN-MX-ACA-1006	\$ 10,000.00	0.00%	\$ 10,075.00	p/10 seats
Kinetech	Advanced Developer Certification	KIN-MX-ACA-1007	\$ 600.00	0.00%	\$ 604.50	p/seat
Kinetech	Crash Course	KIN-MX-ACA-1008	\$ 2,500.00	0.00%	\$ 2,518.75	p/seat
Kinetech	Crash Course - On-site	KIN-MX-ACA-1009	\$ 15,000.00	0.00%	\$ 15,112.50	p/10 seats

Volume Discounts for 3 Year Contracts

Contract Sales Threshold	Product or Category Description	Part Number if Applicable	Original Discount	Additional Discount	Total Discount
>\$250,000 1 Year Term	SaaS- Mendix Low-Code Platform, SaaS- Mendix Accelerator		4.00%	(+) 3%	7%
>\$250,000, 3 Year Term	SaaS- Mendix Low-Code Platform, SaaS- Mendix Accelerator, 3-Year (or longer) Subscription Agreements. Year 1 of 3		4.00%	(+) 41%	45%
>\$250,000, 3 Year Term	SaaS- Mendix Low-Code Platform, SaaS- Mendix Accelerator, 3-Year (or longer) Subscription Agreements. Year 2 of 3		4.00%	(+) 16%	20%
>\$250,000, 3 Year Term	SaaS- Mendix Low-Code Platform, SaaS- Mendix Accelerator, 3-Year (or longer) Subscription Agreements. Year 3 of 3		4.00%	(+) 3%	7%

BRAND	PRODUCT DESCRIPTION	PRODUCT PART NUMBER	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*	Unit
Deleted Items						
Mendix	Mendix—MxCloud S: Annual subscription for Small Mendix Cloud Resources	KIN-CLS-4001-	\$ 860.00	2.00%	\$ 849.12	p/resource
Mendix	Mendix—MxCloud M: Annual subscription for Medium Mendix Cloud Resources	KIN-CLM-4002-	\$ 1,720.00	3.00%	\$ 1,680.91	p/resource
Mendix	Mendix—MxCloud L: Annual subscription for Large Mendix Cloud Resources	KIN-CLL-4003-	\$ 3,430.00	4.00%	\$ 3,317.50	p/resource
Mendix	Mendix—MxCloud XL: Annual subscription for Extra Large Mendix Cloud Resources	KIN-CLX-4004-	\$ 6,860.00	5.00%	\$ 6,565.88	p/resource

Mendix	Mendix Single App—Pro: Annual Pro-platform license-subscription for 50 internal or 500 external users	KIN-MXP-5000-	\$ 38,500.00	5.00%	\$ 36,849.31	p/user
Mendix	Mendix Single App—Enterprise: Annual Enterprise-platform license-subscription for 50 internal or 500 external users	KIN-MXE-5001-	\$ 47,500.00	5.00%	\$ 45,463.44	p/user
Linux / Windows	On-Premise Server Config—Must be sold with KIN-MXP-5000, KIN-MXE-5001, KIN-GOV-7000 Series, KIN-AI-8000, or KIN-INS-9000	KIN-CSX-ONPREM-6000-	\$ 30,000.00	16.67%	\$ 25,186.49	p/server
Kinotech	Workflow Automation for one (1) Organizational Process	KIN-GOV1-7000-	\$ 67,500.00	18.00%	\$ 55,765.13	bundle
Kinotech	Workflow Automation for two (2) Organizational Processes	KIN-GOV2-7001-	\$ 87,500.00	18.00%	\$ 72,288.13	bundle
Kinotech	Workflow Automation for three (3) Organizational Processes	KIN-GOV3-7002-	\$ 107,500.00	18.00%	\$ 88,811.13	bundle
Kinotech	Workflow Automation for five (5) Organizational Processes	KIN-GOV5-7003-	\$ 127,500.00	18.00%	\$105,334.13	bundle
Kinotech	Artificial Intelligence, Machine Learning, or Cognitive Services-	KIN-AI-8000-	\$ 130,000.00	18.00%	\$107,399.50	bundle
Kinotech	Insurance Software Solutions	KIN-INS-9000-	\$ 150,000.00	20.00%	\$120,900.00	bundle
Kinotech	Kinotech—AWS Integrated Simple Secure Storage (S3)-from Amazon Web Services into low-code solutions.-Cannot be purchased without KIN-MXP-5000 through 5001 or KIN-GOV1-7000 through KIN-GOV5-7003 or KIN-AI-8000 or KIN-INS-9000	KIN-S3-10000-	\$ 2,000.00	25.00%	\$ 1,511.25	p/100GB
Kinotech	Architecture Audit	KIN-EXP5-	\$ 350.00	25.00%	\$ 264.47	p/hour
Kinotech	Integration Specialist	KIN-INTEXP-	\$ 275.00	20.00%	\$ 221.65	p/hour
Kinotech	Senior Product Manager	KIN-EXP4-	\$ 275.00	20.00%	\$ 221.65	p/hour
Kinotech	Certified Mendix Expert	KIN-EXP-	\$ 250.00	20.00%	\$ 201.50	p/hour
Kinotech	Senior Project Manager	KIN-SRPM-	\$ 225.00	20.00%	\$ 181.35	p/hour
Kinotech	Certified Advanced Engineer	KIN-ADV-	\$ 200.00	20.00%	\$ 161.20	p/hour
Kinotech	Certified Rapid Application Developer	KIN-RAD-	\$ 175.00	10.00%	\$ 158.68	p/hour
Kinotech	Support	KIN-SUP-	\$ 175.00	10.00%	\$ 158.68	p/hour
Kinotech	Project Manager	KIN-EXPM-	\$ 150.00	10.00%	\$ 136.01	p/hour
Kinotech	UI/UX Specialist	KIN-EXP3-	\$ 150.00	10.00%	\$ 136.01	p/hour
Kinotech	Platinum SLA	KIN-PLT-SLA-	\$ 20,500.00	15.00%	\$ 17,555.69	bundle
Kinotech	Gold SLA	KIN-GLD-SLA-	\$ 15,000.00	10.00%	\$ 13,601.25	bundle
Kinotech	Pro SLA	KIN-PRO-SLA-	\$ 13,500.00	10.00%	\$ 12,241.13	bundle
Mendix—Academy	Rapid Developer Course & Certification	KIN-MX-ACA-1000-	\$ 2,500.00	0.00%	\$ 2,518.75	p/seat
Mendix—Academy	Rapid Developer Course & Certification—On-site	KIN-MX-ACA-1001-	\$ 15,000.00	0.00%	\$ 15,112.50	p/10-seats

Mendix Academy	Rapid Developer Certification	KIN-MX-ACA-1002	\$ 400.00	0.00%	\$ 403.00	p/seat
Mendix Academy	Intermediate Developer Course	KIN-MX-ACA-1003	\$ 2,000.00	0.00%	\$ 2,015.00	p/seat
Mendix Academy	Intermediate Developer Course—On-site	KIN-MX-ACA-1004	\$ 10,000.00	0.00%	\$ 10,075.00	p/10-seats
Mendix Academy	Advanced Developer Course	KIN-MX-ACA-1005	\$ 2,000.00	0.00%	\$ 2,015.00	p/seat
Mendix Academy	Advanced Developer Course—On-site	KIN-MX-ACA-1006	\$ 10,000.00	0.00%	\$ 10,075.00	p/10-seats
Mendix Academy	Advanced Developer Certification	KIN-MX-ACA-1007	\$ 600.00	0.00%	\$ 604.50	p/seat
Mendix Academy	Crash Course	KIN-MX-ACA-1008	\$ 2,500.00	0.00%	\$ 2,518.75	p/seat
Mendix Academy	Crash Course—On-site	KIN-MX-ACA-1009	\$ 15,000.00	0.00%	\$ 15,112.50	p/10-seats