

DIR-TSO-4368
APPENDIX C PRICING INDEX (PER AMENDMENT 1)
EXECUTIVE INFORMATION SYSTEMS

BRAND	PRODUCT DESCRIPTION	DIR Customer Discount % off MSRP
SAS Institute, Inc	ALL SAS PRODUCTS AND SERVICES EXCEPT AS LISTED BELOW	22%
SAS Institute, Inc	SAS Training Points Each Training Point - 7,350 to 14,999 Points	7%
SAS Institute, Inc	SAS Training Points Each Training Point - 15,000 to 30,199 Points	7%
SAS Institute, Inc	SAS Training Points Each Training Point - 30,200 to 44,349 Points	7%
SAS Institute, Inc	SAS Training Points Each Training Point - 44,350 to 59,999 Points	7%
SAS Institute, Inc	SAS Training Points Each Training Point - 60,000 to 77,999 Points	7%
SAS Institute, Inc	SAS Training Points Each Training Point - 78,000 to 168,999 Points	7%
SAS Institute, Inc	SAS Training Points Each Training Point - 169,000 to 249,999 Points	7%
SAS Institute, Inc	SAS Training Points Each Training Point - 250,000 Points and over	7%
SAS Institute, Inc	Expert Technician - Expert knowledge of SAS products and the proven ability to create solutions in complex environments. Provides global counsel on the application of SAS products into a customer environment. Vast knowledge of open and proprietary systems aids in the selection, design, and implementation of a complete SAS software solution. Minimum years of experience for performance of this service is 12 years. Minimum educational requirement is a bachelor's degree or directly related work experience and/or competencies may be considered in place of the above requirements.	12.77%
SAS Institute, Inc	Principal Solutions Architect - Provides senior leadership and consulting for SAS technical, architectural, analytical, government, and business solutions. May provide senior program and project management or subject matter expertise. Provides strategic SAS consulting services, including assessment, solution development, and implementation. Minimum 10 years of experience for performance of these services. Minimum educational requirement is a bachelor's degree or directly related work experience and/or competencies may be considered in place of the above requirements.	6.17%

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SAS Institute, Inc	Principal Technician - Provides specialized subject matter expertise, guidance, and project direction in one or more of the following areas: compliance consultation and legislative and regulatory issues; review and improvement to planning and budget submission processes; Congressional consultation in support of agency strategic and performance plans; data warehousing and data mining including predictive modeling; and decision technology application at the enterprise and group level. Minimum years of experience for performance of this service is 10 years. Minimum educational requirement is a bachelor's degree or directly related work experience and/or competencies may be considered in place of the above requirements.	9.87%
SAS Institute, Inc	Managing Technician - Provides project management and high level technical direction. Supports the definition and implementation of planning processes and systems at the enterprise or group level including both strategic and operational activities. Manages and coordinates project activities and serves as the technical lead and liaison for the client. Minimum years of experience for performance of this service is 8 years. Minimum educational requirement is a bachelor's degree or directly related work experience and/or competencies may be considered in place of the above requirements.	9.87%
SAS Institute, Inc	Senior Systems Technician - Provides direction, facilitation, planning analysis, performance measurement analysis, and technical analysis and design for executive information and decision support technologies in support of enterprise or group level planning. Serves as the technical and team lead for the project. Minimum years of experience for performance of this service is 4 years. Minimum educational requirement is a bachelor's degree or directly related work experience and/or competencies may be considered in place of the above requirements.	16.80%
SAS Institute, Inc	Hosting for SAS® Analytics Environment - Small - Annual Fee	16%
SAS Institute, Inc	Hosting for SAS® Analytics Environment - Medium, Annual Fee	16%
SAS Institute, Inc	Hosting for SAS® Analytics Environment - Large, Annual Fee	16%
SAS Institute, Inc	Hosting for Standalone SAS® Visual Analytics Environment - Small, Annual Fee	16%
SAS Institute, Inc	Hosting for Standalone SAS® Visual Analytics Environment - Medium, Annual Fee	16%
SAS Institute, Inc	Hosting for Standalone SAS® Visual Analytics Environment - Large, Annual Fee	16%
SAS Institute, Inc	SAS® Remote Managed Software and Services for SAS software - annual fee for 3 year committed agreement - one defined environment	20%