

Pricing in Requested Format

SHI is pleased to offer the State of Indiana a comprehensive catalog of thousands of software products – customized to your needs. SHI has followed the requirements of the RFP and provided the associated price lists, MSRP, and discounts for each of the named manufacturers that the state has requested. We have included product discounts as well as ongoing comprehensive MSRP discounts.

In addition to the response for those specific manufacturers and products that we provided in the attached pricing documents, SHI will provide the State of Indiana a 1% discount off MSRP for all additional software products we can supply. As this represents many thousands of line items available for the State of Indiana, in order to simplify the evaluation process we have offered a comprehensive discount and included an additional tab with a sampling of the current software products. Note that the list provided represents just a small subset of our offerings to the State. Our software catalog represents one of the broadest in the market, and we are committed to working with the State to ensure access to all software vendors the State chooses.

Alternate Pricing Proposal

In addition to supplying pricing in the requested format, SHI is taking advantage of the opportunity to also recommend an alternate pricing proposal.

When offering a single discount off MSRP per publisher, it can be difficult for us to represent the best possible pricing to the State of Indiana. MSRP, or Publisher List price, can be inconsistent for the breadth of products we are providing -- especially because a pricelist may not exist for every product, pricelists can fluctuate day to day due to industry-wide changes, and a pricelist can be inconsistent depending on where information is sourced. For these reasons, SHI has designed an additional pricing methodology for the State of Indiana, with the goals of supplying Indiana with these benefits: a comprehensive catalog for all software manufacturers; best pricing; and most value in your partnership with SHI.

For this alternate pricing proposal, SHI is pleased to offer the State a 4.5% Discount from SHI Advertised List Price for all software products. SHI Advertised List Price is a verifiable source, referenced 24/7/365 at shi.com. In many cases, SHI Advertised List Price already reflects a substantial discount off Manufacturer Published List prices, where a list price exists.

Because we know it can be challenging to understand the value of a Discount from SHI Advertised List Price – which in fact represents discounts on top of discounts – we are supplying a screen shot to help you visualize this method. For the example given below, you will see the Software Publisher MSRP, as well as the discounted SHI Advertised List Price (which in this case is at a 14.4% discount from the Software Publisher MSRP). SHI's discount to State of Indiana will be on top of that already discounted SHI Advertised List Price. We hope this helps to clarify, and we will be happy to talk through additional specifics with you.

The screenshot displays the SHI website's software catalog. On the left, there is a 'Category' sidebar with 'Software' selected, and a 'Filters' section with a search bar and a filter for 'microsoft software'. The main content area shows a list of Microsoft software products. A red arrow points to the 'Microsoft Visio Standard' product, highlighting the 'MSRP Price' of \$142.00 and the 'SHI Advertised Price' of \$121.60, which represents a 14.4% discount. Other products listed include 'Microsoft Project - Software assurance', 'Microsoft Visio Professional', and 'Microsoft Project Professional', each with their respective MSRP and SHI prices.

Product Name	MSRP Price	SHI Advertised Price	Discount
Microsoft Visio Standard	\$142.00	\$121.60	14.4%
Microsoft Project - Software assurance	\$367.00	\$314.13	
Microsoft Visio Professional	\$214.00	\$268.71	
Microsoft Project Professional	\$611.00	\$523.92	

Additional Discount Opportunities – Regardless of Pricing Methodology Selected

Regardless of the discount method the State chooses, the unit prices arrived upon with these calculations represent the ceiling but not the floor. We are committed to working with State of Indiana customers to secure even better pricing when available.

Given the breadth of manufacturers and products that SHI offers, opportunities for SHI to secure additional discounts for eligible contract users are plentiful. We work to provide your contract users with the most advantageous pricing available, and we go above and beyond the minimum discounts offered as often as possible. SHI's position in the marketplace affords us both preferred pricing from software publishers and leverage when negotiating with publisher partners on our customers' behalf. We will work closely with our network of software publishers to identify areas for additional savings and better return on investment for the State.

SHI is eager to support the State of Indiana's software procurements. We look forward to discussing our pricing offerings with you in greater detail to assist you in making the most advantageous decisions on methodology.