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July 19, 2023

State of Hawaii
Office of Enterprise Technology
Honolulu, Hawaii

Regarding Updated Price List for SPO VL 23-03

Dear State IT Office,

DRFortress is requesting approval to replace the originally submitted price list for SPO VL 23-03 with the one attached herein. The change is due to the following:

- DRFortress has updated our facility so we are now able to pass on cost savings from the increased economies of scale to the SOH with better prices for power and other resources being ordered.
- We now have the ability to offer bundled packages and the pricing is dependent on the required resources.
- A Managed Security Service Platform has been added to our cloud product base.

I look forward to hearing back from you with regards to the approval of this request.

Thanks,

Millicent J. Perreira-Gilmore



Millicent Perreira-Gilmore
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SOH RFP 22002 PRICING

DRFortress State of Hawaii ETS Price Catalog Date: 7/1/23 - Approved 11/17/23

Pricing is Based in USD for 1 Year Term (Multi-Year Discounts Available)

Colocation/Data Center & Professional Services									
PRODUCT NAME	List Price (\$) Non-Recurring Charge (NRC)	NRC Discount %	NRC Discount (\$)	ETS Price (\$) Non-Recurring Charge (NRC)	List Price (\$) Monthly Recurring Charge (MRC)	MRC Discount %	MRC Discount (\$)	ETS Price (\$) Monthly Recurring Charge (MRC)	
STANDARD CABINET WITH 120V (2 KW) AC POWER (PRIMARY & REDUNDANT)	\$1,000.00	40%	\$400.00	\$600.00	\$1,500.00	40%	\$600.00	\$900.00	
STANDARD CABINET WITH 208V (4 KW) AC POWER (PRIMARY & REDUNDANT)	\$1,000.00	40%	\$400.00	\$600.00	\$2,000.00	40%	\$800.00	\$1,200.00	
CUSTOMER PROVIDED CABINET WITH CUSTOMIZABLE POWER	\$1,000.00	50%	\$500.00	\$500.00	\$1,000.00	50%	\$500.00	\$500.00	
AC OR DC PRIMARY/REDUNDANT POWER CIRCUIT	ICB	ICB	ICB	ICB	ICB	ICB	ICB	ICB	
3-PHASE AC PRIMARY/REDUNDANT POWER CIRCUIT	ICB	ICB	ICB	ICB	ICB	ICB	ICB	ICB	
CROSS CONNECTION (CAT5E, CAT6, SM FIBER, MM FIBER)	\$300.00	40%	\$120.00	\$180.00	\$300.00	50%	\$150.00	\$150.00	
CROSS CONNECTION (T1, POTS, DS3)	\$300.00	40%	\$120.00	\$180.00	\$100.00	50%	\$50.00	\$50.00	
CROSS CONNECTION PROVISIONED BETWEEN TWO EXISTING CUSTOMER CABINETS (MRC WAIVED)	\$300.00	40%	\$120.00	\$180.00	\$100.00	100%	\$100.00	\$0.00	
CROSS CONNECTION PROVISIONED TO ROOFTOP/EXTERNAL ANTENNA/GPS	ICB	ICB	ICB	ICB	ICB	ICB	ICB	ICB	
BULK FIBER BUILD - CUSTOM (WAIVE CROSS CONNECT FEES)	ICB	ICB	ICB	ICB	\$150.00	100%	\$150.00	\$0.00	
CUSTOM CAGE SPACE	ICB	ICB	ICB	ICB	ICB	ICB	ICB	ICB	
CUSTOM PARTS	ICB	ICB	ICB	ICB	ICB	ICB	ICB	ICB	
CUSTOM LABOR/PROFESSIONAL SERVICES	ICB	ICB	ICB	ICB	ICB	ICB	ICB	ICB	
CUSTOM SHIPPING/FREIGHT	ICB	ICB	ICB	ICB	ICB	ICB	ICB	ICB	
CUSTOM ROOF SPACE/OFFICE SPACE - MONTHLY LEASE	ICB	ICB	ICB	ICB	ICB	ICB	ICB	ICB	
CUSTOM COLOCATION BUNDLE - 1/4 OR 1/2 CABINET WITH POWER & INTERNET 24x7 ON-SITE TECHNICAL CUSTOMER SUPPORT - HOURLY (PAY AS NEEDED OR MULTI-HOUR PREPAID DISCOUNT AVAILABLE)	\$300.00	40%	\$120.00	\$180.00	NA	NA	NA	NA	
Internet Exchange & IP Services									
PRODUCT NAME	List Price (\$) Non-Recurring Charge (NRC)	NRC Discount %	NRC Discount (\$)	ETS Price (\$) Non-Recurring Charge (NRC)	List Price (\$) Monthly Recurring Charge (MRC)	MRC Discount %	MRC Discount (\$)	ETS Price (\$) Monthly Recurring Charge (MRC)	
INTERNET EXCHANGE ACCESS TO BI-LATERAL & MULTI-LATERAL PEERING ARRANGEMENTS 100M, 1GB, 10GB, 100GB	ICB	ICB	ICB	ICB	ICB	ICB	ICB	ICB	
100M DRFCONECT BLENDED INTERNET SERVICE	\$500.00	50%	\$250.00	\$250.00	\$500.00	40%	\$200.00	\$300.00	
1G DRFCONECT BLENDED INTERNET SERVICE	\$500.00	50%	\$250.00	\$250.00	\$1,200.00	40%	\$480.00	\$720.00	
CUSTOM BANDWIDTH DRFCONECT BLENDED INTERNET SERVICE	ICB	ICB	ICB	ICB	ICB	ICB	ICB	ICB	
IP ADDRESSES - CUSTOM	ICB	ICB	ICB	ICB	ICB	ICB	ICB	ICB	
RESALE OF 3RD PARTY IP SERVICES - CUSTOM	ICB	ICB	ICB	ICB	ICB	ICB	ICB	ICB	
Cloud, Security & Managed Services									
PRODUCT NAME	List Price (\$) Non-Recurring Charge (NRC)	NRC Discount %	NRC Discount (\$)	ETS Price (\$) Non-Recurring Charge (NRC)	List Price (\$) Monthly Recurring Charge (MRC)	MRC Discount %	MRC Discount (\$)	ETS Price (\$) Monthly Recurring Charge (MRC)	
CLOUD BACKUP SERVICE - PER SERVER	NA	NA	NA	NA	\$20.00	50%	\$10.00	\$10.00	
CLOUD BACKUP STORAGE - PER GB OR TB	NA	NA	NA	NA	ICB	ICB	ICB	ICB	
CLOUD DR SERVICE - PER SERVER	NA	NA	NA	NA	\$20.00	50%	\$10.00	\$10.00	
CLOUD DR STORAGE - PER GB OR TB	NA	NA	NA	NA	ICB	ICB	ICB	ICB	
CLOUD - VIRTUAL CPU	NA	NA	NA	NA	\$19.00	50%	\$9.50	\$9.50	
CLOUD - VIRTUAL RAM (GB)	NA	NA	NA	NA	\$19.00	40%	\$7.60	\$11.40	
CLOUD STORAGE - FLASH PER GB OR TB	NA	NA	NA	NA	ICB	ICB	ICB	ICB	
CLOUD BACKUP FOR OFFICE 365 - PER MAILBOX	NA	NA	NA	NA	\$3.50	40%	\$1.40	\$2.10	
CLOUD - 10G ACCESS PORT	NA	NA	NA	NA	\$100.00	25%	\$25.00	\$75.00	
CLOUD - VIRTUAL ROUTER - 1G/10G	NA	NA	NA	NA	\$300.00	15%	\$45.00	\$255.00	
CLOUD MANAGED - LINUX OR WINDOWS VIRTUAL MACHINE	NA	NA	NA	NA	\$165.00	25%	\$41.25	\$123.75	
CLOUD LICENSING - WINDOWS SERVER 2019 DATACENTER - PER CORE	NA	NA	NA	NA	ICB	ICB	ICB	ICB	
CLOUD LICENSING - WINDOWS REMOTE DESKTOP SERVICE (SAL)	NA	NA	NA	NA	ICB	ICB	ICB	ICB	
CLOUD LICENSING - MICROSOFT SQL ENTERPRISE (PER CORE)	NA	NA	NA	NA	ICB	ICB	ICB	ICB	
CLOUD LICENSING - SQL STANDARD (PER CORE)	NA	NA	NA	NA	ICB	ICB	ICB	ICB	
CLOUD CUSTOM SERVICES/LICENSING	NA	NA	NA	NA	ICB	ICB	ICB	ICB	
CLOUD NGFW (PALO ALTO VIRTUAL FIREWALL) - 100M, 1G, 2G, 4G, 8G, CUSTOM	ICB	ICB	ICB	ICB	ICB	ICB	ICB	ICB	
CLOUD IP TRANSIT- 100M, 1G, CUSTOM	ICB	ICB	ICB	ICB	ICB	ICB	ICB	ICB	
CLOUD DAAS - WINDOWS LICENSES (LTE, ENTERPRISE, PERFORMANCE, PREMIUM, PROFESSIONAL, VALUE, REMOTE APP)	ICB	ICB	ICB	ICB	ICB	ICB	ICB	ICB	
CLOUD CONSULTING SERVICES - HOURLY	\$200.00	25%	\$50.00	\$150.00	NA	NA	NA	NA	
CLOUD BAAS, IAAS or NGFW ONBOARDING FEES - ONE TIME	\$1,000.00	25%	\$250.00	\$750.00	NA	NA	NA	NA	
CLOUD DAAS ONBOARDING FEES - ONE TIME	\$3,000.00	25%	\$750.00	\$2,250.00	NA	NA	NA	NA	
CLOUD CUSTOM SERVICES/LICENSING	ICB	ICB	ICB	ICB	ICB	ICB	ICB	ICB	
CLOUD SECURITY SOLUTION - MONTHLY/ANNUAL FEE	NA	NA	NA	NA	ICB	ICB	ICB	ICB	
CLOUD SECURITY SERVICES ONBOARDING FEES - ONE TIME	ICB	ICB	ICB	ICB	NA	NA	NA	NA	