



Pricing Proposal
Quotation #: 27687840
Reference #: EA# 84228462 Renewal
Created On: 6/26/2026
Valid Until: 7/24/2026

NM-County of Los Alamos

Beverly Purtymun

1000 Central Ave
Suite 220
Los Alamos, NM 87544
United States
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Michaela Ferreira

Phone:
Email: Michaela_Ferreira@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Retail	Your Price	Total
1 Azure prepayment - US Gov Microsoft - Part#: J5U-00001 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2028 - 7/31/2029 Note: Year 3: Tenant ID: Azure Gov	9	\$0.00	\$1,237.11	\$11,133.99
2 SQL Server Enterprise Core ALng SA 2L Microsoft - Part#: 7JQ-00343 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2026 - 7/31/2027 Note: Year 1	6	\$0.00	\$2,517.77	\$15,106.62
3 SQL Server Standard Core ALng SA 2L Microsoft - Part#: 7NQ-00292 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2026 - 7/31/2027 Note: Year 1	6	\$0.00	\$656.66	\$3,939.96
4 Win Server DC Core ALng SA 2L Microsoft - Part#: 9EA-00278 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA	17	\$0.00	\$141.03	\$2,397.51

Coverage Term: 8/1/2026 - 7/31/2027

Note: Year 1

5	Win Server Standard Core ALng SA 2L Microsoft - Part#: 9EM-00270 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2026 - 7/31/2027 Note: Year 1	219	\$0.00	\$21.65	\$4,741.35
6	M365 G3 Unified FSA Renewal GCC Sub Per User Microsoft - Part#: AAD-34700 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2026 - 7/31/2027 Note: Year 1	750	\$0.00	\$333.15	\$249,862.50
7	M365 G3 Unified FUSL GCC Sub Per User Microsoft - Part#: AAD-34704 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2026 - 7/31/2027 Note: Year 1	50	\$0.00	\$391.92	\$19,596.00
8	M365 Copilot GCC Sub Add-on Microsoft - Part#: EP2-24658 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2026 - 7/31/2027 Note: Year 1	300	\$0.00	\$315.46	\$94,638.00
9	Visio P2 GCC Sub Per User Microsoft - Part#: P3U-00001 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2026 - 7/31/2027 Note: Year 1	16	\$0.00	\$138.80	\$2,220.80
10	Exchange Online P2 GCC SU Exchange Online Kiosk Per User Microsoft - Part#: 3NS-00004 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2026 - 7/31/2027 Note: Year 1	160	\$0.00	\$52.21	\$8,353.60
11	M365 F3 Unified GCC Sub Per User Microsoft - Part#: AAD-63092	160	\$0.00	\$84.49	\$13,518.40

Contract Name: NASPO Cloud Solutions
Contract #: AR2488
Subcontract #: 80-000-18-00046BA
Coverage Term: 8/1/2026 - 7/31/2027
Note: Year 1

12	O365 Extra File Storage GCC Sub Add-on Extra Storage 1 GB	7000	\$0.00	\$2.23	\$15,610.00
	Microsoft - Part#: M9T-00002				
	Contract Name: NASPO Cloud Solutions				
	Contract #: AR2488				
	Subcontract #: 80-000-18-00046BA				
	Coverage Term: 8/1/2026 - 7/31/2027				
	Note: Year 1				

13	Phone Resource Account GCC Sub Phone System Virtual User	1	\$0.00	\$0.00	\$0.00
	Microsoft - Part#: RMU-00004				
	Contract Name: NASPO Cloud Solutions				
	Contract #: AR2488				
	Subcontract #: 80-000-18-00046BA				
	Coverage Term: 8/1/2026 - 7/31/2027				
	Note: Year 1				

14	Planner & Project P3 GCC Sub Per User	7	\$0.00	\$277.61	\$1,943.27
	Microsoft - Part#: 7MS-00001				
	Contract Name: NASPO Cloud Solutions				
	Contract #: AR2488				
	Subcontract #: 80-000-18-00046BA				
	Coverage Term: 8/1/2026 - 7/31/2027				
	Note: Year 1				

15	Power BI Premium USL AO GCC Sub Add-on	3	\$0.00	\$92.54	\$277.62
	Microsoft - Part#: 9IM-00003				
	Contract Name: NASPO Cloud Solutions				
	Contract #: AR2488				
	Subcontract #: 80-000-18-00046BA				
	Coverage Term: 8/1/2026 - 7/31/2027				
	Note: Year 1				

16	Power BI Premium USL GCC Sub Per User	1	\$0.00	\$203.63	\$203.63
	Microsoft - Part#: 6U1-00004				
	Contract Name: NASPO Cloud Solutions				
	Contract #: AR2488				
	Subcontract #: 80-000-18-00046BA				
	Coverage Term: 8/1/2026 - 7/31/2027				
	Note: Year 1				

17	Power BI Pro GCC Sub Per User	3	\$0.00	\$101.69	\$305.07
	Microsoft - Part#: DDJ-00001				
	Contract Name: NASPO Cloud Solutions				
	Contract #: AR2488				
	Subcontract #: 80-000-18-00046BA				
	Coverage Term: 8/1/2026 - 7/31/2027				
	Note: Year 1				

18	Purview Suite Gov GCC Sub Per User Microsoft - Part#: PZT-00001 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2026 - 7/31/2027 Note: Year 1	800	\$0.00	\$76.33	\$61,064.00
19	Teams AC with Dial Out US/CA GCC Sub Add-on Microsoft - Part#: NYH-00001 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2026 - 7/31/2027 Note: Year 1	960	\$0.00	\$0.00	\$0.00
20	Teams Phone Standard GCC Sub Per User Microsoft - Part#: LK9-00003 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2026 - 7/31/2027 Note: Year 1	350	\$0.00	\$81.40	\$28,490.00
21	Teams Premium GCC - Legacy Sub Per User Microsoft - Part#: WFK-00004 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2026 - 7/31/2027 Note: Year 1	8	\$0.00	\$120.00	\$960.00
22	Teams Rooms Pro GCC Sub Per Device Microsoft - Part#: VA1-00001 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2026 - 7/31/2027 Note: Year 1	5	\$0.00	\$435.46	\$2,177.30
23	Teams Shared Space GCC Sub Per Device Microsoft - Part#: KXJ-00001 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2026 - 7/31/2027 Note: Year 1	150	\$0.00	\$73.98	\$11,097.00
24	Azure prepayment - US Gov Microsoft - Part#: J5U-00001 Contract Name: NASPO Cloud Solutions Contract #: AR2488	9	\$0.00	\$1,237.11	\$11,133.99

Subcontract #: 80-000-18-00046BA

Note: Year 1: Tenant ID: Azure Gov

25	SQL Server Enterprise Core ALng SA 2L Microsoft - Part#: 7JQ-00343 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2027 - 7/31/2028 Note: Year 2	6	\$0.00	\$2,517.77	\$15,106.62
26	SQL Server Standard Core ALng SA 2L Microsoft - Part#: 7NQ-00292 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2027 - 7/31/2028 Note: Year 2	6	\$0.00	\$656.66	\$3,939.96
27	Win Server DC Core ALng SA 2L Microsoft - Part#: 9EA-00278 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2027 - 7/31/2028 Note: Year 2	17	\$0.00	\$141.03	\$2,397.51
28	Win Server Standard Core ALng SA 2L Microsoft - Part#: 9EM-00270 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2027 - 7/31/2028 Note: Year 2	219	\$0.00	\$21.65	\$4,741.35
29	M365 G3 Unified FSA Renewal GCC Sub Per User Microsoft - Part#: AAD-34700 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2027 - 7/31/2028 Note: Year 2	750	\$0.00	\$333.15	\$249,862.50
30	M365 G3 Unified FUSL GCC Sub Per User Microsoft - Part#: AAD-34704 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2027 - 7/31/2028 Note: Year 2	50	\$0.00	\$391.92	\$19,596.00
31	M365 Copilot GCC Sub Add-on Microsoft - Part#: EP2-24658	300	\$0.00	\$315.46	\$94,638.00

Contract Name: NASPO Cloud Solutions
Contract #: AR2488
Subcontract #: 80-000-18-00046BA
Coverage Term: 8/1/2027 - 7/31/2028
Note: Year 2

32	Visio P2 GCC Sub Per User Microsoft - Part#: P3U-00001 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2027 - 7/31/2028 Note: Year 2	16	\$0.00	\$138.80	\$2,220.80
33	Exchange Online P2 GCC SU Exchange Online Kiosk Per User Microsoft - Part#: 3NS-00004 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2027 - 7/31/2028 Note: Year 2	160	\$0.00	\$52.21	\$8,353.60
34	M365 F3 Unified GCC Sub Per User Microsoft - Part#: AAD-63092 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2027 - 7/31/2028 Note: Year 2	160	\$0.00	\$84.49	\$13,518.40
35	O365 Extra File Storage GCC Sub Add-on Extra Storage 1 GB Microsoft - Part#: M9T-00002 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2027 - 7/31/2028 Note: Year 2	7000	\$0.00	\$2.23	\$15,610.00
36	Phone Resource Account GCC Sub Phone System Virtual User Microsoft - Part#: RMU-00004 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2027 - 7/31/2028 Note: Year 2	1	\$0.00	\$0.00	\$0.00
37	Planner & Project P3 GCC Sub Per User Microsoft - Part#: 7MS-00001 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2027 - 7/31/2028 Note: Year 2	7	\$0.00	\$277.61	\$1,943.27

38	Power BI Premium USL AO GCC Sub Add-on Microsoft - Part#: 9IM-00003 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2027 - 7/31/2028 Note: Year 2	3	\$0.00	\$92.54	\$277.62
39	Power BI Premium USL GCC Sub Per User Microsoft - Part#: 6U1-00004 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2027 - 7/31/2028 Note: Year 2	1	\$0.00	\$203.63	\$203.63
40	Power BI Pro GCC Sub Per User Microsoft - Part#: DDJ-00001 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2027 - 7/31/2028 Note: Year 2	3	\$0.00	\$101.69	\$305.07
41	Purview Suite Gov GCC Sub Per User Microsoft - Part#: PZT-00001 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2027 - 7/31/2028 Note: Year 2	800	\$0.00	\$86.47	\$69,176.00
42	Teams AC with Dial Out US/CA GCC Sub Add-on Microsoft - Part#: NYH-00001 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2027 - 7/31/2028 Note: Year 2	960	\$0.00	\$0.00	\$0.00
43	Teams Phone Standard GCC Sub Per User Microsoft - Part#: LK9-00003 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2027 - 7/31/2028 Note: Year 2	350	\$0.00	\$81.40	\$28,490.00
44	Teams Premium GCC - Legacy Sub Per User Microsoft - Part#: WFK-00004 Contract Name: NASPO Cloud Solutions Contract #: AR2488	8	\$0.00	\$120.00	\$960.00

Subcontract #: 80-000-18-00046BA
Coverage Term: 8/1/2027 - 7/31/2028
Note: Year 2

45	Teams Rooms Pro GCC Sub Per Device Microsoft - Part#: VA1-00001 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2027 - 7/31/2028 Note: Year 2	5	\$0.00	\$435.46	\$2,177.30
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46	Teams Shared Space GCC Sub Per Device Microsoft - Part#: KXJ-00001 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2027 - 7/31/2028 Note: Year 2	150	\$0.00	\$73.98	\$11,097.00
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47	Azure prepayment - US Gov Microsoft - Part#: J5U-00001 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2027 - 7/31/2028 Note: Year 2; Tenant ID: Azure Gov	9	\$0.00	\$1,237.11	\$11,133.99
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48	SQL Server Enterprise Core ALng SA 2L Microsoft - Part#: 7JQ-00343 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2028 - 7/31/2029 Note: Year 3	6	\$0.00	\$2,517.77	\$15,106.62
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49	SQL Server Standard Core ALng SA 2L Microsoft - Part#: 7NQ-00292 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2028 - 7/31/2029 Note: Year 3	6	\$0.00	\$656.66	\$3,939.96
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50	Win Server DC Core ALng SA 2L Microsoft - Part#: 9EA-00278 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2028 - 7/31/2029 Note: Year 3	17	\$0.00	\$141.03	\$2,397.51
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51	Win Server Standard Core ALng SA 2L Microsoft - Part#: 9EM-00270 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2028 - 7/31/2029 Note: Year 3	219	\$0.00	\$21.65	\$4,741.35
52	M365 G3 Unified FSA Renewal GCC Sub Per User Microsoft - Part#: AAD-34700 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2028 - 7/31/2029 Note: Year 3	750	\$0.00	\$333.15	\$249,862.50
53	M365 G3 Unified FUSL GCC Sub Per User Microsoft - Part#: AAD-34704 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2028 - 7/31/2029 Note: Year 3	50	\$0.00	\$391.92	\$19,596.00
54	M365 Copilot GCC Sub Add-on Microsoft - Part#: EP2-24658 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2028 - 7/31/2029 Note: Year 3	300	\$0.00	\$315.46	\$94,638.00
55	Visio P2 GCC Sub Per User Microsoft - Part#: P3U-00001 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2028 - 7/31/2029 Note: Year 3	16	\$0.00	\$138.80	\$2,220.80
56	Exchange Online P2 GCC SU Exchange Online Kiosk Per User Microsoft - Part#: 3NS-00004 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2028 - 7/31/2029 Note: Year 3	160	\$0.00	\$52.21	\$8,353.60
57	M365 F3 Unified GCC Sub Per User Microsoft - Part#: AAD-63092 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA	160	\$0.00	\$84.49	\$13,518.40

Coverage Term: 8/1/2028 - 7/31/2029

Note: Year 3

58	O365 Extra File Storage GCC Sub Add-on Extra Storage 1 GB Microsoft - Part#: M9T-00002 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2028 - 7/31/2029 Note: Year 3	7000	\$0.00	\$2.23	\$15,610.00
59	Phone Resource Account GCC Sub Phone System Virtual User Microsoft - Part#: RMU-00004 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2028 - 7/31/2029 Note: Year 3	1	\$0.00	\$0.00	\$0.00
60	Planner & Project P3 GCC Sub Per User Microsoft - Part#: 7MS-00001 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2028 - 7/31/2029 Note: Year 3	7	\$0.00	\$277.61	\$1,943.27
61	Power BI Premium USLAO GCC Sub Add-on Microsoft - Part#: 9IM-00003 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2028 - 7/31/2029 Note: Year 3	3	\$0.00	\$92.54	\$277.62
62	Power BI Premium USL GCC Sub Per User Microsoft - Part#: 6U1-00004 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2028 - 7/31/2029 Note: Year 3	1	\$0.00	\$203.63	\$203.63
63	Power BI Pro GCC Sub Per User Microsoft - Part#: DDJ-00001 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2028 - 7/31/2029 Note: Year 3	3	\$0.00	\$101.69	\$305.07
64	Purview Suite Gov GCC Sub Per User Microsoft - Part#: PZT-00001	800	\$0.00	\$96.62	\$77,296.00

Contract Name: NASPO Cloud Solutions
Contract #: AR2488
Subcontract #: 80-000-18-00046BA
Coverage Term: 8/1/2028 - 7/31/2029
Note: Year 3

65	Teams AC with Dial Out US/CA GCC Sub Add-on Microsoft - Part#: NYH-00001 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2028 - 7/31/2029 Note: Year 3	960	\$0.00	\$0.00	\$0.00
66	Teams Phone Standard GCC Sub Per User Microsoft - Part#: LK9-00003 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2028 - 7/31/2029 Note: Year 3	350	\$0.00	\$81.40	\$28,490.00
67	Teams Premium GCC - Legacy Sub Per User Microsoft - Part#: WFK-00004 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2028 - 7/31/2029 Note: Year 3	8	\$0.00	\$120.00	\$960.00
68	Teams Rooms Pro GCC Sub Per Device Microsoft - Part#: VA1-00001 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2028 - 7/31/2029 Note: Year 3	5	\$0.00	\$435.46	\$2,177.30
69	Teams Shared Space GCC Sub Per Device Microsoft - Part#: KXJ-00001 Contract Name: NASPO Cloud Solutions Contract #: AR2488 Subcontract #: 80-000-18-00046BA Coverage Term: 8/1/2028 - 7/31/2029 Note: Year 3	150	\$0.00	\$73.98	\$11,097.00

Subtotal	\$1,667,253.86
*Tax	\$117,749.80
Total	\$1,785,003.66

Additional Comments

SHI shall not be held liable for tax calculations presented in this quote. The tax amount specified on the SHI invoice will be collected in accordance with New Mexico state law and cannot be disputed

Purchasing Microsoft Azure Services

Customer may purchase Microsoft Azure Services from SHI in one or a combination of the following ways: Azure Prepayment:

Customer will have access to its entire Azure prepayment throughout the term of its Enrollment if Customer agrees to be invoiced for the full amount upfront (the "Fully Prepaid Option"). Alternatively, if Customer elects to be invoiced for its Azure prepayment on an annual basis, Customer will have access to an Allocated Annual prepayment each year of the Enrollment (the "Annually Prepaid Option"). Under the Fully Prepaid Option, any unused Azure prepayment will be forfeited at the end of the Enrollment, and under the Annually Prepaid Option, any unused Allocated Annual prepayment will be forfeited on the following Enrollment anniversary date.

Using Azure prepayment: Each month, Microsoft will deduct from Customer's Azure prepayment (or Allocated Annual prepayment, if applicable) the monetary value of Customer's usage of eligible Microsoft Azure Services. Once Customer's Azure prepayment (or Allocated Annual prepayment, if applicable) balance has been exhausted, any additional usage will be invoiced at Consumption Rates (as described below).

Invoicing Azure prepayment: If Customer elects the Fully Prepaid Option, Azure prepayment will be invoiced immediately. If Customer elects the Annually Prepaid Option, the first Allocated Annual prepayment will be invoiced immediately, and future Allocated Annual prepayments will be invoiced on the anniversary of the Enrollment effective date.

Invoicing Azure prepayment overage: If Customer's usage is higher than either its Azure prepayment under the Fully Prepaid Option or its Allocated Annual prepayment under the Annually Prepaid Option, such excess will be invoiced at Consumption Rates to Customer at the end of each Enrollment month.

Consumption: Customer pays based on the amount of Microsoft Azure Services consumed during a billing period.

Consumption invoicing: If Customer provisions Microsoft Azure Services without an Azure prepayment, SHI will invoice customer in the following month of usage at Consumption Rates. All usage of the Microsoft Azure Services after the expiration or termination of Customer's subscription term will be invoiced by SHI to Customer at then-current Consumption Rates monthly.

SHI will invoice eligible Microsoft Azure Services at the contracted mark-up. Please refer to the Azure Portal or Pricing Calculator for more information on availability: <https://azure.microsoft.com/en-us/pricing/calculator/>

Thank you for choosing SHI International Corp! The pricing offered on this quote proposal is valid through the expiration date listed above. To ensure the best level of service, please provide End User Name, Phone Number, Email Address and applicable Contract Number when submitting a Purchase Order. For any additional information including Hardware, Software and Services Contracts, please contact an SHI Inside Sales Representative at (888) 744-4084. SHI International Corp. is 100% Minority Owned, Woman Owned Business. TAX ID# 22-3009648; DUNS# 61-1429481; CCR# 61-243957G; CAGE 1HTF0

Payment Schedule:

Year 1: \$586,313.46

Year 2: \$594,998.37

Year 3: \$603,691.84

Total: \$1,785,003.66

The products offered under this proposal are resold in accordance with the terms and conditions of the Contract referenced under that applicable line item.