

AMENDMENT #1

Contract #0000000000000000000018197

Quantity Purchase Agreement (QPA) #18197

This is an Amendment to the Contract (the "Contract") entered into by and between the Indiana Department of Administration, on behalf of the Management Performance Hub (formally Indiana Office of Technology) (the "State") and FedResults, Inc. (the "Contractor") approved by the last State signatory on December 20, 2016.

In consideration of the mutual undertakings and covenants hereinafter set forth, the parties agree as follows:

1. The Contract is hereby extended for an additional period of three (3) years. It shall terminate on December 19, 2021.
2. All pricing referenced in any previous amendment, exhibit, attachment, or appendix is hereby deleted and replaced with the pricing set forth in **Attachment E (FedResults GSA and Open Market Pricelist)**, attached hereto and fully incorporated by reference.
3. The Contract is amended by adding the following:
 - A. The Contractor or its Authorized Resellers shall provide Tableau products and services set forth in the Contract. However, new products and/or services that meet the scope of the work may be added to the contract including applicable Attachments found at the Program Website (<https://www.gsaelibrary.gsa.gov/ElibMain/contractorInfo.do?contractNumber=GS-35F-0256K&contractorName=FEDRESULTS%2C+INC.&executeQuery=YES>), as updated (collectively, this "Contract"), which are attached hereto and incorporated herein. Pricing shall be equivalent to the percentage discount for other products. Contractor may replace or add product lines to this contract if the line is replacing or supplementing products on contract, is equal or superior to the original products offered and is discounted in a similar or to a greater degree. The terms and conditions that offer the greatest protections to both the products and services being offered, shall be applicable.

All matters set forth in the original Contract and not affected by this Amendment shall remain in full force and effect.

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Non-Collusion and Acceptance

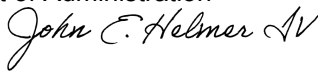
The undersigned attests, subject to the penalties for perjury, that the undersigned is the Contractor, or that the undersigned is the properly authorized representative, agent, member or officer of the Contractor. Further, to the undersigned's knowledge, neither the undersigned nor any other member, employee, representative, agent or officer of the Contractor, directly or indirectly, has entered into or been offered any sum of money or other consideration for the execution of this Amendment other than that which appears upon the face hereof. **Furthermore, if the undersigned has knowledge that a state officer, employee, or special state appointee, as those terms are defined in IC § 4-2-6-1, has a financial interest in the Amendment, the Contractor attests to compliance with the disclosure requirements in IC § 4-2-6-10.5.**

Agreement to Use Electronic Signatures

I agree, and it is my intent, to sign this Contract by accessing State of Indiana Supplier Portal using the secure password assigned to me and by electronically submitting this Contract to the State of Indiana. I understand that my signing and submitting this Contract in this fashion is the legal equivalent of having placed my handwritten signature on the submitted Contract and this affirmation. I understand and agree that by electronically signing and submitting this Contract in this fashion I am affirming to the truth of the information contained therein. I understand that this Contract will not become binding on the State until it has been approved by the Department of Administration, the State Budget Agency, and the Office of the Attorney General, which approvals will be posted on the Active Contracts Database:
https://hr85.gmis.in.gov/psp/pa91prd/EMPLOYEE/EMPL/h/?tab=PAPP_GUEST

In Witness Whereof, Contractor and the State have, through their duly authorized representatives, entered into this Amendment. The parties, having read and understood the foregoing terms of this Amendment, do by their respective signatures dated below agree to the terms thereof.

FedResults, Inc.
 By: Leigh Grady 
 Title: Manager
 Date: 11/28/2018

Indiana Department of Administration
 By: John E. Helmer IV 
 Title: Senior Account Manager
 Date: 11/28/2018

Electronically Approved by: Indiana Office of Technology By: _____ (for) Dewand Neely, Chief Information Officer <i>Refer to Electronic Approval History found after the final page of the Executed Contract for details.</i>	Electronically Approved by: Department of Administration By: _____ (for) Lesley A. Crane, Commissioner <i>Refer to Electronic Approval History found after the final page of the Executed Contract for details.</i>
Electronically Approved by: State Budget Agency By: _____ (for) Jason D. Dudich, Director <i>Refer to Electronic Approval History found after the final page of the Executed Contract for details.</i>	Electronically Approved as to Form and Legality: Office of the Attorney General By: _____ (for) Curtis T. Hill, Jr., Attorney General <i>Refer to Electronic Approval History found after the final page of the Executed Contract for details.</i>

Attachment E
FedResults GSA and Open Market Pricelist

FedResults GSA Pricelist

<u>SKU</u>	<u>Product Description</u>	<u>List Price</u>	<u>GSA Price</u>	<u>QPA18197 Discount Price</u>
<u>1231113.1</u> <u>803</u>	<u>Explorer - License - License Renewal 1 year</u>	<u>\$420.00</u>	<u>\$416.87</u>	-
<u>1231119.1</u> <u>803</u>	<u>Explorer - License - License Renewal Multi Year, 1 year</u>	<u>\$420.00</u>	<u>\$416.87</u>	-
<u>1131111.1</u> <u>803</u>	<u>Viewer- License - 1 Year</u>	<u>\$144.00</u>	<u>\$142.93</u>	<u>\$115.20</u>
<u>1131116.1</u> <u>803</u>	<u>Viewer - License - Multi Year</u>	<u>\$144.00</u>	<u>\$142.93</u>	<u>\$115.20</u>
<u>1131125.1</u> <u>803</u>	<u>Viewer - License - AddOn</u>	<u>\$144.00</u>	<u>\$142.93</u>	<u>\$115.20</u>
<u>1131117.1</u> <u>803</u>	<u>Viewer - License - Multi Year Add On</u>	<u>\$144.00</u>	<u>\$142.93</u>	<u>\$115.20</u>
<u>1131149.1</u> <u>803</u>	<u>Viewer - License - Converted License 1 Year</u>	<u>\$144.00</u>	<u>\$142.93</u>	<u>\$115.20</u>
<u>1131150.1</u> <u>803</u>	<u>Viewer - License - Converted License Multi Year, 1 Year</u>	<u>\$144.00</u>	<u>\$142.93</u>	<u>\$115.20</u>
<u>1131113.1</u> <u>803</u>	<u>Viewer - License - License Renewal 1 year</u>	<u>\$144.00</u>	<u>\$142.93</u>	-
<u>1131119.1</u> <u>803</u>	<u>Viewer - License - License Renewal Multi Year, 1 year</u>	<u>\$144.00</u>	<u>\$142.93</u>	-
<u>1360121.1</u> <u>803</u>	<u>Creator - License - Online - 1 Year</u>	<u>\$840.00</u>	<u>\$833.74</u>	<u>\$672.00</u>
<u>1360116.1</u> <u>803</u>	<u>Creator - License - Multi Yr - Online - 1 Year</u>	<u>\$840.00</u>	<u>\$833.74</u>	<u>\$672.00</u>
<u>1360221.1</u> <u>803</u>	<u>Creator - License - Add On - Online - 1 Year</u>	<u>\$840.00</u>	<u>\$833.74</u>	<u>\$672.00</u>
<u>1360117.1</u> <u>803</u>	<u>Creator - License - Multi Yr - Add On - Online - 1 Year</u>	<u>\$840.00</u>	<u>\$833.74</u>	<u>\$672.00</u>
<u>1360197.1</u> <u>803</u>	<u>Creator - Converted License - Online, 1 Year</u>	<u>\$840.00</u>	<u>\$833.74</u>	<u>\$672.00</u>
<u>1360198.1</u> <u>803</u>	<u>Creator - Converted License - Multi Yr - Online, 1 Year</u>	<u>\$840.00</u>	<u>\$833.74</u>	<u>\$672.00</u>
<u>1360123.1</u> <u>803</u>	<u>Creator - License Renewal - Online, 1 Year</u>	<u>\$840.00</u>	<u>\$833.74</u>	-
<u>1360196.1</u> <u>803</u>	<u>Creator - License Renewal - Multi Yr - Online, 1 Year</u>	<u>\$840.00</u>	<u>\$833.74</u>	-
<u>1260121.1</u> <u>803</u>	<u>Explorer - License - Online - 1 Year</u>	<u>\$500.00</u>	<u>\$496.27</u>	<u>\$400.00</u>
<u>1260116.1</u> <u>803</u>	<u>Explorer - License - Multi Yr - Online - 1 Year</u>	<u>\$500.00</u>	<u>\$496.27</u>	<u>\$400.00</u>
<u>1260221.1</u> <u>803</u>	<u>Explorer - License - Add On - Online - 1 Year</u>	<u>\$500.00</u>	<u>\$496.27</u>	<u>\$400.00</u>

<u>1260117.1</u> <u>803</u>	<u>Explorer - License - Multi Yr - Add On - Online - 1 Year</u>	<u>\$500.00</u>	<u>\$496.27</u>	<u>\$400.00</u>
<u>1260197.1</u> <u>803</u>	<u>Explorer - Converted License - Online, 1 Year</u>	<u>\$500.00</u>	<u>\$496.27</u>	<u>\$400.00</u>
<u>1260198.1</u> <u>803</u>	<u>Explorer - Converted License - Multi Yr - Online, 1 Year</u>	<u>\$500.00</u>	<u>\$496.27</u>	<u>\$400.00</u>
<u>1260123.1</u> <u>803</u>	<u>Explorer - License Renewal - Online, 1 Year</u>	<u>\$500.00</u>	<u>\$496.27</u>	-
<u>1260196.1</u> <u>803</u>	<u>Explorer - License Renewal - Multi Yr - Online, 1 Year</u>	<u>\$500.00</u>	<u>\$496.27</u>	-
<u>1160121.1</u> <u>803</u>	<u>Viewer - License - Online - 1 Year</u>	<u>\$180.00</u>	<u>\$178.66</u>	<u>\$144.00</u>
<u>1160116.1</u> <u>803</u>	<u>Viewer - License - Multi Yr - Online - 1 Year</u>	<u>\$180.00</u>	<u>\$178.66</u>	<u>\$144.00</u>
<u>1160221.1</u> <u>803</u>	<u>Viewer - License - Add On - Online - 1 Year</u>	<u>\$180.00</u>	<u>\$178.66</u>	<u>\$144.00</u>
<u>1160117.1</u> <u>803</u>	<u>Viewer - License - Multi Yr - Add On - Online - 1 Year</u>	<u>\$180.00</u>	<u>\$178.66</u>	<u>\$144.00</u>
<u>1160197.1</u> <u>803</u>	<u>Viewer - Converted License - Online, 1 Year</u>	<u>\$180.00</u>	<u>\$178.66</u>	<u>\$144.00</u>
<u>1160198.1</u> <u>803</u>	<u>Viewer - Converted License - Multi Yr - Online, 1 Year</u>	<u>\$180.00</u>	<u>\$178.66</u>	<u>\$144.00</u>
<u>1160123.1</u> <u>803</u>	<u>Viewer - License Renewal - Online, 1 Year</u>	<u>\$180.00</u>	<u>\$178.66</u>	-
<u>1160196.1</u> <u>803</u>	<u>Viewer - License Renewal - Multi Yr - Online, 1 Year</u>	<u>\$180.00</u>	<u>\$178.66</u>	-
<u>1050111.1</u> <u>803</u>	<u>Server - Core Term License</u>	<u>\$21,875.00</u>	<u>\$21,711.90</u>	<u>\$17,500.00</u>
<u>1050116.1</u> <u>803</u>	<u>Server - Core Term License - Multi Yr</u>	<u>\$21,875.00</u>	<u>\$21,711.90</u>	<u>\$17,500.00</u>
<u>1050112.1</u> <u>803</u>	<u>Server - Core Term License - Add On</u>	<u>\$21,875.00</u>	<u>\$21,711.90</u>	<u>\$17,500.00</u>
<u>1050117.1</u> <u>803</u>	<u>Server - Core Term License - Multi Yr - Add On</u>	<u>\$21,875.00</u>	<u>\$21,711.90</u>	<u>\$17,500.00</u>
<u>1050149.1</u> <u>803</u>	<u>Server - Core Term Converted License</u>	<u>\$21,875.00</u>	<u>\$21,711.90</u>	<u>\$17,500.00</u>
<u>1050150.1</u> <u>803</u>	<u>Server - Core Term Converted License - Multi Yr</u>	<u>\$21,875.00</u>	<u>\$21,711.90</u>	<u>\$17,500.00</u>

FedResults Open Market Pricelist

SKU	Product Description	List Price
<u>1032917.1801</u>	<u>Embedded Analytics - Enterprise Core - Term Lic - Multi Yr AddOn</u>	<u>\$ 16,406.00</u>
<u>1032918.1801</u>	<u>Embedded Analytics - Enterprise Core - Term Installment</u>	<u>\$ 16,406.00</u>
<u>1032950.1801</u>	<u>Embedded Analytics - Enterprise Core - Term Lic Conv - Multi Yr</u>	<u>\$ 16,406.00</u>
<u>1032919.1801</u>	<u>Embedded Analytics - Enterprise Core - Term Lic Renewal- Multi Yr</u>	<u>\$ 16,406.00</u>
<u>1032961.1801</u>	<u>Embedded Analytics - Enterprise Core - Term Lic</u>	<u>\$ 16,406.00</u>
<u>1032916.1801</u>	<u>Embedded Analytics - Enterprise Core - Term License Multi Yr</u>	<u>\$ 16,406.00</u>
<u>1032963.1801</u>	<u>Embedded Analytics - Enterprise Core - Term License AddOn</u>	<u>\$ 16,406.00</u>
<u>1032949.1801</u>	<u>Embedded Analytics - Enterprise Core - Term License Converted</u>	<u>\$ 16,406.00</u>
<u>1032962.1801</u>	<u>Embedded Analytics - Enterprise Core - Term License Renewal</u>	<u>\$ 16,406.00</u>
<u>1033018.1801</u>	<u>Embedded Analytics - Interactor - Term Installment</u>	<u>\$ 210.00</u>
<u>1033017.1801</u>	<u>Embedded Analytics - Interactor - Term Lic Multi Yr AddOn</u>	<u>\$ 210.00</u>
<u>1033050.1801</u>	<u>Embedded Analytics - Interactor - Term Lic Conv - Multi Yr</u>	<u>\$ 210.00</u>
<u>1033019.1801</u>	<u>Embedded Analytics - Interactor - Term Lic Renewal- Multi Yr</u>	<u>\$ 210.00</u>
<u>1033061.1801</u>	<u>Embedded Analytics - Interactor - Term License</u>	<u>\$ 210.00</u>
<u>1033016.1801</u>	<u>Embedded Analytics - Interactor - Term Lic - Multi Yr</u>	<u>\$ 210.00</u>
<u>1033063.1801</u>	<u>Embedded Analytics - Interactor - Term Lic AddOn</u>	<u>\$ 210.00</u>
<u>1033049.1801</u>	<u>Embedded Analytics - Interactor - Term Lic Converted</u>	<u>\$ 210.00</u>
<u>1033062.1801</u>	<u>Embedded Analytics - Interactor - Term Lic Renewal</u>	<u>\$ 210.00</u>
<u>1046705.1804</u>	<u>Training-Server Architecture-Open Registration</u>	<u>\$ 1,400.00</u>
<u>1046605.1804</u>	<u>Training-Server Architecture-Open Registration VC</u>	<u>\$ 1,400.00</u>
<u>1046505.1804</u>	<u>Training-Server Administration-Open Registration</u>	<u>\$ 2,100.00</u>
<u>1046405.1804</u>	<u>Training-Server Administration-Open Registration VC</u>	<u>\$ 2,100.00</u>

<u>1048105.1703</u>	<u>Training-eLearning: Desktop I & II</u>	<u>\$</u> <u>400.00</u>
<u>1048121.1806</u>	<u>Training - eLearning: Creator</u>	<u>\$</u> <u>400.00</u>
<u>1449706.0000</u>	<u>Tableau Prep I -Onsite</u>	<u>\$</u> <u>10,000.00</u>
<u>1049608.1705</u>	<u>Training-Web Authoring-Open Registration VC</u>	<u>\$</u> <u>700.00</u>
<u>1449707.1804</u>	<u>Training - Tableau Prep I - Open Registration</u>	<u>\$</u> <u>1,400.00</u>
<u>1449708.1804</u>	<u>Training - Tableau Prep I - Open Registration VC</u>	<u>\$</u> <u>1,400.00</u>
<u>1091806.1411</u>	<u>Services-Drive Discovery Workshop 10 Day</u>	<u>\$</u> <u>20,000.00</u>
<u>1091807.1411</u>	<u>Services-Drive Discovery Workshop 5 Day</u>	<u>\$</u> <u>10,000.00</u>
<u>1040105.1208</u>	<u>Services-Hourly Rate-Remote</u>	<u>\$</u> <u>250.00</u>
<u>1049305.1705</u>	<u>Services-Data Essentials</u>	<u>\$</u> <u>7,000.00</u>
<u>1049405.1705</u>	<u>Services-Legacy Report Refresh</u>	<u>\$</u> <u>7,000.00</u>
<u>1049505.1705</u>	<u>Services-Dashboard Design</u>	<u>\$</u> <u>7,000.00</u>

November 9th, 2018
State of Indiana MPH & IOT
200 W. Washington St.
Indianapolis, Indiana 46204

Dear Mr. Shah:

FedResults appreciates the opportunity to supply The State of Indiana with the following conversion for your existing Tableau environment. FedResults is submitting as IT Schedule 70 GSA Contract holder (GS-35F-0256K) and the QPA18197 contract holder for Tableau. FedResults has years of experience in delivering best value solutions to our government clients. Pricing set forth on FedResults Quote **13578594** includes the following:

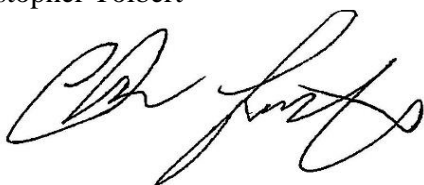
- Convert existing 24 Core Perpetual server maintenance to 24 Core Subscription and lock-in cost of \$65K for 6 Year Period.
- 80 Hours Consulting Service Hours in Year 1- FREE Benefit.
- 60 Hours Consulting Service Hours in Years 2 and 3 - FREE Benefit.
- 5 TC Tickets per year - FREE Benefit.
- 4 E-Learnings year 1, 5 E-Learning Years 2 & 3.
- Premium Support for all State of Indiana Server Installations at a highly discounted rate.
- A significant discount to State on all Subscription Products for contract period (based on purchase of (2) net new 8 core subscription servers in year 1. With an additional (8) cores in year 2 shown on FedResults Quote **13547998** and (8) cores in year 3 shown on FedResults Quote **13548007**. This discount will be extended towards all future subscription products on the Indiana State Contract for All agencies within the executive, legislative, and judicial branches of the Government of the State of Indiana.
- Tableau Software will commit to being a Premier Sponsor for the Indiana annual Data Day Conference.
- The State of Indiana will commit to sponsor two(2) Tableau Day events per year.

Please feel free to contact me directly at 703.889.8777/Christopher.Tolbert@fedresults.com or with any questions.

Thank you for your time and consideration.

Sincerely,

Christopher Tolbert



SLED Account Manager

Electronic Approval History

	User ID	Approver Name	Datetime	Description
1	R238932	Rogers,Ronnie	11/28/2018 12:37:45PM	Agency Fiscal Approval
2	S003602	Jones,Sandy	11/28/2018 12:50:25PM	IOT Approval
3	J210634	Snethen,John D	12/03/2018 1:59:41PM	IDOA Legal Approval
4	M225528	Hempel,Mark Alan	12/03/2018 4:26:01PM	IDOA Legal Approval
5	J268330	Habig,Joseph Michael	12/05/2018 10:24:43AM	SBA Approval
6	Z220413	Jackson,Zachary Q	12/06/2018 12:19:40PM	SBA Approval
7	M338811	Skarbeck,Molly H	12/06/2018 1:06:22PM	Attorney General Approval
8	S210690	Gard,Susan W	12/10/2018 10:42:32AM	Attorney General Approval