

AMENDMENT #3

CONTRACT #0000000000000000000018197

Quantity Purchase Agreement (QPA) for Tableau Products and Services

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 (the "State") and FEDRESULTS INC (the "Contractor") approved by the last State signatory on December 20, 2016, amended by Amendment 1 dated December 10, 2018, and amended by Amendment 2 dated March 22, 2019.

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

Attachment E-1, added in Amendment 2, is deleted in its entirety and replaced with the FedResults GSA and Open Market Pricelist, **Attachment E-2**, attached hereto and fully incorporated herein. All references to Attachment E-1 in the Contract shall now refer to **Attachment E-2**, which includes new products in addition to the products and services previously added with discounted pricing.

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

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 Contract, 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://hr.gmis.in.gov/psp/paprd/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

Indiana Department of Administration

By:

By: *Mark Hempel*

Title: Leigh Grady

Title:

Date: 9/20/2019

Date:

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) Zachary Q. Jackson, 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-2

FedResults GSA and Open Market Pricelist

Most Common Tableau Skus

Vendor Part No	Description	List Price	GSA Contract Price	QPA18197 Discount Price
1331111.1803	Creator - License - 1 Year	\$840.00	\$833.74	\$672.00
1331113.1803	Creator - License - License Renewal 1 year	\$840.00	\$833.74	\$672.00*
1231111.1803	Explorer - License - 1 Year	\$420.00	\$416.87	\$336.00
1231113.1803	Explorer - License - License Renewal 1 year	\$420.00	\$416.87	\$336.00*
1131111.1803	Viewer- License - 1 Year	\$144.00	\$142.93	\$115.20
1131113.1803	Viewer - License - License Renewal 1 year	\$144.00	\$142.93	\$115.20*
1050111.1803	Server - Core Term License	\$21,875.00	\$21,711.90	\$17,500.00
1050413.1703	Server-Core Enterprise Term License Renewal, 1 year	\$21,875.00	\$21,711.90	\$17,500.00*

*QPA discount applies to Renewals of Licenses that were purchased through the QPA contract. Legacy renewals stay at existing rate for life of contract.

Additional Tableau Skus

FedResults GSA Pricelist

<u>Vendor Part No</u>	<u>Description</u>	<u>List Price</u>	<u>GSA Contract Price</u>	<u>QPA18197 Discount Price</u>
<u>1331116.1803</u>	<u>Creator - License - Multi Year</u>	<u>\$840.00</u>	<u>\$833.74</u>	<u>\$672.00</u>
<u>1331125.1803</u>	<u>Creator - License - AddOn</u>	<u>\$840.00</u>	<u>\$833.74</u>	<u>\$672.00</u>
<u>1331117.1803</u>	<u>Creator - License - Multi Year Add On</u>	<u>\$840.00</u>	<u>\$833.74</u>	<u>\$672.00</u>
<u>1331149.1803</u>	<u>Creator - License - Converted License 1 Year</u>	<u>\$840.00</u>	<u>\$833.74</u>	<u>\$672.00</u>
<u>1331150.1803</u>	<u>Creator - License - Converted License Multi Year, 1 Year</u>	<u>\$840.00</u>	<u>\$833.74</u>	<u>\$672.00</u>
<u>1331119.1803</u>	<u>Creator - License - License Renewal Multi Year, 1 year</u>	<u>\$840.00</u>	<u>\$833.74</u>	<u>\$672.00*</u>
<u>1231116.1803</u>	<u>Explorer - License - Multi Year</u>	<u>\$420.00</u>	<u>\$416.87</u>	<u>\$336.00</u>
<u>1231125.1803</u>	<u>Explorer - License - AddOn</u>	<u>\$420.00</u>	<u>\$416.87</u>	<u>\$336.00</u>
<u>1231117.1803</u>	<u>Explorer - License - Multi Year Add On</u>	<u>\$420.00</u>	<u>\$416.87</u>	<u>\$336.00</u>
<u>1231149.1803</u>	<u>Explorer- License - Converted License 1 Year</u>	<u>\$420.00</u>	<u>\$416.87</u>	<u>\$336.00</u>
<u>1231150.1803</u>	<u>Explorer - License - Converted License Multi Year, 1 Year</u>	<u>\$420.00</u>	<u>\$416.87</u>	<u>\$336.00</u>
<u>1231119.1803</u>	<u>Explorer - License - License Renewal Multi Year, 1 year</u>	<u>\$420.00</u>	<u>\$416.87</u>	<u>\$336.00*</u>
<u>1131116.1803</u>	<u>Viewer - License - Multi Year</u>	<u>\$144.00</u>	<u>\$142.93</u>	<u>\$115.20</u>
<u>1131125.1803</u>	<u>Viewer - License - AddOn</u>	<u>\$144.00</u>	<u>\$142.93</u>	<u>\$115.20</u>
<u>1131117.1803</u>	<u>Viewer - License - Multi Year Add On</u>	<u>\$144.00</u>	<u>\$142.93</u>	<u>\$115.20</u>
<u>1131149.1803</u>	<u>Viewer - License - Converted License 1 Year</u>	<u>\$144.00</u>	<u>\$142.93</u>	<u>\$115.20</u>
<u>1131150.1803</u>	<u>Viewer - License - Converted License Multi Year, 1 Year</u>	<u>\$144.00</u>	<u>\$142.93</u>	<u>\$115.20</u>
<u>1131119.1803</u>	<u>Viewer - License - License Renewal Multi Year, 1 year</u>	<u>\$144.00</u>	<u>\$142.93</u>	<u>\$115.20*</u>
<u>1050116.1803</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>1050112.1803</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>1050117.1803</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>1050149.1803</u>	<u>Server - Core Term Converted License</u>	<u>\$21,875.00</u>	<u>\$21,711.90</u>	<u>\$17,500.00</u>
<u>1050150.1803</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>
<u>1550311.1901</u>	<u>Data Management - Resource Core - License, 1 year</u>	<u>\$4,000.00</u>	<u>\$3,970.18</u>	<u>\$3,200.00</u>

1550312.1901	Data Management - Resource Core - License AddOn, 1 year	\$4,000.00	\$3,970.18	\$3,200.00
1550313.1901	Data Management - Resource Core - License Renewal, 1 year	\$4,000.00	\$3,970.18	\$3,200.00
1550326.1901	Data Management - Resource Core - License - Multi Yr	\$4,000.00	\$3,970.18	\$3,200.00
1550317.1901	Data Management - Resource Core - License - Multi Yr AddOn	\$4,000.00	\$3,970.18	\$3,200.00
1550319.1901	Data Management - Resource Core - License Renewal - Multi Yr	\$4,000.00	\$3,970.18	\$3,200.00
1550111.1901	Data Management - Core - Platform License, 1 year	\$4,500.00	\$4,466.45	\$3,600.00
1550112.1901	Data Management - Core - Platform License AddOn, 1 year	\$4,500.00	\$4,466.45	\$3,600.00
1550113.1901	Data Management - Core - Platform License Renewal, 1 year	\$4,500.00	\$4,466.45	\$3,600.00
1550126.1901	Data Management - Core - Platform License - Multi Yr	\$4,500.00	\$4,466.45	\$3,600.00
1550117.1901	Data Management - Core - Platform License - Multi Yr AddOn	\$4,500.00	\$4,466.45	\$3,600.00
1550119.1901	Data Management - Core - Platform License Renewal - Multi Yr	\$4,500.00	\$4,466.45	\$3,600.00

*QPA discount applies to Renewals of Licenses that were purchased through the QPA contract. Legacy renewals stay at existing rate for life of contract.

FedResults Open Market Pricelist

<u>SKU</u>	<u>Product Description</u>	<u>List Price</u>
<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>\$</u> <u>16,406.00</u>
<u>1033018.1801</u>	<u>Embedded Analytics - Interactor - Term Installment</u>	<u>\$</u> <u>210.00</u>
<u>1033017.1801</u>	<u>Embedded Analytics - Interactor - Term Lic Multi Yr AddOn</u>	<u>\$</u> <u>210.00</u>
<u>1033050.1801</u>	<u>Embedded Analytics - Interactor - Term Lic Conv - Multi Yr</u>	<u>\$</u> <u>210.00</u>
<u>1033019.1801</u>	<u>Embedded Analytics - Interactor - Term Lic Renewal- Multi Yr</u>	<u>\$</u> <u>210.00</u>
<u>1033061.1801</u>	<u>Embedded Analytics - Interactor - Term License</u>	<u>\$</u> <u>210.00</u>
<u>1033016.1801</u>	<u>Embedded Analytics - Interactor - Term Lic - Multi Yr</u>	<u>\$</u> <u>210.00</u>
<u>1033063.1801</u>	<u>Embedded Analytics - Interactor - Term Lic AddOn</u>	<u>\$</u> <u>210.00</u>
<u>1033049.1801</u>	<u>Embedded Analytics - Interactor - Term Lic Converted</u>	<u>\$</u> <u>210.00</u>
<u>1033062.1801</u>	<u>Embedded Analytics - Interactor - Term Lic Renewal</u>	<u>\$</u> <u>210.00</u>
<u>1046705.1804</u>	<u>Training-Server Architecture-Open Registration</u>	<u>\$</u> <u>1,400.00</u>
<u>1046605.1804</u>	<u>Training-Server Architecture-Open Registration VC</u>	<u>\$</u> <u>1,400.00</u>
<u>1046505.1804</u>	<u>Training-Server Administration-Open Registration</u>	<u>\$</u> <u>2,100.00</u>
<u>1046405.1804</u>	<u>Training-Server Administration-Open Registration VC</u>	<u>\$</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>
<u>1650126.1909</u>	<u>Server Mgmt - Core - Platform License - Multi Yr</u>	<u>\$26,000.00</u>
<u>1650111.1909</u>	<u>Server Mgmt - Core - Platform License, 1 year</u>	<u>\$26,000.00</u>

Electronic Approval History

	User ID	Approver Name	Datetime	Description
1	J298453	Davis,Jeremy	09/26/2019 3:57:14PM	Agency Fiscal Approval
2	T219549	Messer,Terri	09/27/2019 11:49:06AM	IOT Approval
3	J210634	Snethen,John D	09/27/2019 1:19:52PM	IDOA Legal Approval
4	A283589	Cummings,Andrew Michael	09/27/2019 3:44:03PM	SBA Approval
5	J268330	Habig,Joseph Michael	09/30/2019 8:57:46AM	SBA Approval
6	M338811	Skarbeck,Molly H	09/30/2019 9:11:08AM	Attorney General Approval
7	W355166	Anthony,William H	09/30/2019 7:14:48PM	Attorney General Approval