

Proposal Revisions

Zones has made the following revisions and changes to our written proposal:

- Added a list of major government contracts held to question 4.a in the Qualifications questionnaire (page 9)
- Added an explanation of our reasons for contract losses to question 4.c in the Qualifications questionnaire (page 10)
- Amended our response to question 7 in the Qualifications questionnaire (page 14) to reflect our intent to provide our financial statements.
- Updated our answer to questions 5.a and 5.b in the Methodology questionnaire (page 11) to clarify our processes and timelines
- Re-attached a copy of our screenshots as an attachment to the Methodology questionnaire

Zones has made the following revisions and changes to our pricing response:

- Microsoft changed from 1.5% above cost to -0.5 below cost.
- IBM changed from 1.5% above cost to 0.25 above cost.
- Symantec changed from 1.5% above cost to 0.25 above cost.
- McAfee changed from 1.5% above cost to 0.5 above cost.
- VMware changed from 1.5% above cost to 1.0% above cost.
- CA changed from 1.5% above cost to 0.25% above cost.
- Quest changed from 1.5% above cost to 1.00% above cost.
- SAP Business Objects changed from 1.5% above cost to 1.0% above cost.
- Checkpoint changed from 1.5% above cost to 1.0% above cost.
- TrendMicro changed from 1.5% above cost to 0.5% above cost.
- BMC changed from 1.5% above cost to 1.0% above cost.
- Commvault changed from 1.5% above cost to 1.0% above cost.
- RedHat changed from 1.5% above cost to 1.0% above cost.
- Autodesk changed from 1.5% above cost to 0.5% above cost.
- Citrix changed from 1.5% above cost to 0.5% above cost.
- Corel changed from 1.5% above cost to 0.5% above cost.
- Lotus changed from 1.5% above cost to 0.5% above cost.
- Novell changed from 1.5% above cost to 0.5% above cost.
- Mindjet certification level changed from 3 to 5.
- Commvault certification level changed from 4 to 5.
- Ai Squared certification level changed from 3 to 5.

We also attached the completed pricing scenarios requested by WSCA.