

C18020 Wireless Voice, Data and Accessories Attachment C Costsheet

Award Category 1 Costsheet

Instructions: Offeror: Please fill out all fields in this cost sheet. Do not fill in, modify or delete any other fields. The values in Column C and K will be used to determine cost points in the evaluation for Award Category 1. All rates in Column C and K must be filled in with your offering that meets the minimum requirements of the scenario descriptions below. Scenarios left blank on this form constitute a non-responsive proposal and will be rejected for Award Category 1. Please provide a detailed description of the plans that meet each scenario including all relevant information for end users. All plans submitted in this Attachment must be included in Attachment C.

Vendor Name:		Subsidized Device Scenarios				Bring Your Own Device Scenarios			
Scenario	Description	rate (\$ per month)	Usage Weight	Highspeed Cost	Scenario	Description	rate	Usage Weight	Highspeed Cost
1	basic phone - unlimited voice & messaging	\$30.00	0.115	\$2.30	8	Smartphone - 4 Gig of data, unlimited voice & messaging	\$30.00	0.01	\$0.30
2	Smartphone - 4 Gig of data, unlimited voice & messaging	\$34.36	0.055	\$1.34	9	Smartphone - unlimited data, voice & messaging	\$34.36	0.01	\$0.24
3	Smartphone - 300 minutes of voice, unlimited data & messaging	\$30.00	0.357	\$7.14	10	Tablet - 1 Gig of data	\$30.00	0.01	\$0.20
4	Smartphone - unlimited data, voice & messaging	\$34.44	0.048	\$1.65	11	Unlimited Data Plans (no Throttling) that are used by First Responders	\$33.60	0.01	\$0.34
5	data only - low - 150 kb	\$8.40	0.014	\$0.12	12	data only - low - 150 kb	\$8.40	0.01	\$0.08
6	data only - moderate - 4 Gig	\$16.80	0.04	\$0.67	13	data only - moderate - 4 Gig	\$16.80	0.01	\$0.17
7	data only - unlimited data	\$38.25	0.287	\$10.98	14	data only - unlimited data	\$38.25	0.01	\$0.38
Total				\$14.00	Total				\$14.00
Grand Total (\$14 * 434)				\$6,076	Grand Total (\$14 * 434)				\$6,076

Subsidized Device Scenario Requirements				Bring Your Own Device Scenarios			
Scenario	Description	Requirements	Scenario	Description	Requirements		
1	basic phone - unlimited voice & messaging	Monthly rate covers 1 user / plan for device, network access, unlimited voice talk time and unlimited messaging *Device must be most current in stock device *Plan includes unlimited messaging from the US to other countries	8	Smartphone - 4 Gig of data, unlimited voice & messaging	Monthly rate covers 1 user / plan for network access, unlimited voice talk time, unlimited messaging, unlimited mobile hot spot and at least 4 Gigs of 4G data *Data must contribute to overall account pool *Unused data from the previous month may roll over into the next month's allowance *Plan includes unlimited messaging from the US to other countries		
2	Smartphone - 4 Gig of data, unlimited voice & messaging	Monthly rate covers 1 user / plan for device, network access, unlimited voice talk time, unlimited messaging, unlimited mobile hot spot and at least 4 Gigs of 4G data *Device must be no older than one generation removed from most current model *Data must contribute to overall account pool *Unused data from the previous month may roll over into the next month's allowance *Plan includes unlimited messaging from the US to other countries	9	Smartphone - unlimited data, voice & messaging	Monthly rate covers 1 user / plan for network access, unlimited voice talk time, unlimited messaging, unlimited mobile hot spot and unlimited 4G data *Data must contribute to overall account pool *Unused data from the previous month may roll over into the next month's allowance		
3	Smartphone - 300 minutes of voice, unlimited data & messaging	Monthly rate covers 1 user / plan for device, network access, 300 minutes of voice talk time, unlimited messaging, unlimited mobile hot spot and unlimited 4G data *Device must be no older than one generation removed from most current model *Data must contribute to overall account pool *Unused data from the previous month may roll over into the next month's allowance *Plan includes unlimited messaging from the US to other countries	10	Tablet - 1 Gig of data	Monthly rate covers 1 user / plan for network access, unlimited mobile hot spot and at least 1 Gigs of 4G data *Data must contribute to overall account pool *Unused data from the previous month may roll over into the next month's allowance		
4	Smartphone - unlimited data, voice & messaging	Monthly rate covers 1 user / plan for device, network access, unlimited voice talk time, unlimited messaging, unlimited mobile hot spot and unlimited 4G data *Device must be no older than one generation removed from most current model *Data must contribute to overall account pool *Unused data from the previous month may roll over into the next month's allowance *Plan includes unlimited messaging from the US to other countries	11	Unlimited Data Plans (no Throttling) that are used by First Responders	Monthly rate covers 1 user / plan for network access, unlimited voice talk time, unlimited messaging, unlimited mobile hot spot and unlimited 4G data *Plan includes unlimited messaging from the US to other countries		
5	data only - low - 150 kb	Monthly rate covers 1 user / plan for device, network access and at least 150 kb of 4G data *Device must be no older than one generation removed from most current model *Data must contribute to overall account pool *Unused data from the previous month may roll over into the next month's allowance	12	data only - low - 150 kb	Monthly rate covers 1 user / plan for network access, at least 150 kb of 4G data *Data must contribute to overall account pool *Unused data from the previous month may roll over into the next month's allowance		
6	data only - moderate - 4 Gig	Monthly rate covers 1 user / plan for device, network access, at least 4 Gigs of 4G data and unlimited mobile hotspot *Device must be no older than one generation removed from most current model *Data must contribute to overall account pool *Unused data from the previous month may roll over into the next month's allowance	13	data only - moderate - 4 Gig	Monthly rate covers 1 user / plan for network access and at least 4 Gigs of 4G data and unlimited mobile hotspot *Data must contribute to overall account pool *Unused data from the previous month may roll over into the next month's allowance		
7	data only - unlimited data	Monthly rate covers 1 user / plan for device, network access, unlimited 4G data and unlimited mobile hotspot *Device must be no older than one generation removed from most current model *Data must contribute to overall account pool *Unused data from the previous month may roll over into the next month's allowance	14	data only - unlimited data	Monthly rate covers 1 user / plan for network access, unlimited 4G data and unlimited mobile hotspot *Data must contribute to overall account pool *Unused data from the previous month may roll over into the next month's allowance		

Catalog Discount Offering
 Offerors are encouraged to offer a discount off of their offering under award category 1. Offerors pricing in the scenarios above would reflect this discount. This information will also be scored as a technical scorable criteria (Attachment E). Please Provide a percentage off, if applicable and include a description of what plans, or part of plans this discount will apply to. This information will become part of any Master Agreement that results from this solicitation.

Description	Percentage Off (%)	What aspects of plans does this discount apply to? Please be specific.
Percentage off discount rate offered plans as defined by the Scope of Work (Must be an entry to be responsive)	16%	The 16% NASPO discount applies to the rate plans listed above in Category 1.

ILU Discount Offering
 Offerors are encouraged to offer an Individual Liability (ILU) Discount defined in Section 5 of the Scope of Work (Attachment B). This information will also be scored as a technical scorable criteria (Attachment E). Please Provide a percentage off, if applicable and include a description of what plans, or part of plans this discount will apply to. This information will become part of any Master Agreement that results from this solicitation.

Description	Percentage Off (%)	What aspects of plans does this discount apply to? Please be specific.

Percentage off discount rate offered to HJ accounts as defined by the Scope of Work	<p>Amplified Program: Get the hook up with T-Mobile Amplified - exclusive savings of up to 33% off for your employees and their families.</p> <ul style="list-style-type: none">•Talk, text & 4G LTE data on your smartphone•Mobile hotspot•Video streaming•FREE Gigapass™ in-flight Wi-Fi•International coverage in 210+ countries and destinations (up to 256 Kbps)•Name ID•Voice to text•No-cost DIGITS™ number with each line <p>up to 33%</p>
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C18020 Wireless Voice, Data and Accessories Attachment C: Costsheet

Award Category 2 Costsheet

Instructions: Offeror, Please fill out all fields in this color below. Do not fill in, modify or delete any other cells. The value in Cell H55 will be used to determine cost points in the evaluation for Award Category 2. Please fill in your top 3 selling items in each item number. Items 1-5 are required to be filled in to be considered for Award Category 2. If items 1-5 are not filled in on this sheet, the proposal will be considered nonresponsive for Award Category 2. Items 6-16 are for informational purposes, but will be included in the contract if awarded. "Price per Unit" in Column E is your price quote for your proposal. MSRP maybe filled in if applicable. If you offer a percentage off of a category or make please indicate so and include this information in your notes. This will become part of the contract if awarded. In the cost proposal, contractor must specify a minimum discount off contractor list price that will be offered to participating entities for each type of equipment or accessory that meets the requirements of this contract. If there is no discount please indicate so. Catalog items to follow in MA formation.

Vendor Name: T-Mobile USA, Inc.

Item Number	Item Description	Manufacture/Brand	Model	Price Per Unit	MSRP	Category Percentage off of MSRP (if applicable)	Average Cost	Notes
1	Cases	Griffin	Apple iPhone X Survivor Strong Case - Black	\$29.99	\$29.99	25.00%	\$36.66	Other options available at https://business.t-mobile.com/accessories
		Apple	Silicone Case for iPhone XS	\$39.99	\$39.99	25.00%		Other options available at https://business.t-mobile.com/accessories
		OtterBox	SymmetrySeries Case for Samsung Galaxy S9	\$39.99	\$39.99	25.00%		Other options available at https://business.t-mobile.com/accessories
2	Screen Protectors	Tech21	Apple iPhone X/XS Impact Shield	\$34.99	\$34.99	25.00%	\$29.99	Other options available at https://business.t-mobile.com/accessories
		PureGear	Roll-On Extreme Impact for Samsung Galaxy S9	\$29.99	\$29.99	25.00%		Other options available at https://business.t-mobile.com/accessories
		PureGear	Roll-On Extreme Impact for Apple iPhone X/XS	\$24.99	\$14.99	25.00%		Other options available at https://business.t-mobile.com/accessories
3	Chargers	T-Mobile	4ft Lightning Cable	\$19.99	\$19.99	25.00%	\$18.32	Other options available at https://business.t-mobile.com/accessories
		Belvin	Micro-USB to USB A Cable, 4ft	\$19.99	\$19.99	25.00%		Other options available at https://business.t-mobile.com/accessories
		T-Mobile	Micro Cable 4 ft Black	\$14.99	\$14.99	25.00%		Other options available at https://business.t-mobile.com/accessories
4	Headsets for use with wireless devices	Apple	EarPods with Lightning Connector	\$29.99	\$29.99	25.00%	\$69.99	Other options available at https://business.t-mobile.com/accessories
		Apple	Airpods	\$159.99	\$159.99	25.00%		Other options available at https://business.t-mobile.com/accessories
		Skullcandy	Ink'd Wired with mic - Black	\$19.99	\$19.99	25.00%		Other options available at https://business.t-mobile.com/accessories
5	Speakers for use with wireless devices	JBL	Go Speaker	\$39.99	\$39.99	25.00%	\$123.32	Other options available at https://business.t-mobile.com/accessories
		JBL	Link 10 - Black	\$149.99	\$149.99	25.00%		Other options available at https://business.t-mobile.com/accessories
			Ultimate Ears	BLAST and POWER UP - Black	\$179.99	\$179.99		25.00%
6	Basic Cell Phone	Alcatel	GO FLIP	\$75.00	\$75.00	0.00%	\$25.00	Pricing are subject to change at time of purchase and availability.
		N/A	N/A	\$0.00	\$0.00	0.00%		
		N/A	N/A	\$0.00	\$0.00	0.00%		
7	Push to Talk Device	N/A	N/A	\$0.00	\$0.00	0.00%	\$0.00	
		N/A	N/A	\$0.00	\$0.00	0.00%		
		N/A	N/A	\$0.00	\$0.00	0.00%		
8	SmartPhones	Apple	iPhone XS 64GB	\$999.99	\$999.99	0.00%	\$873.33	Pricing are subject to change at time of purchase and availability.
		Apple	iPhone X 64GB	\$899.99	\$899.99	0.00%		Pricing are subject to change at time of purchase and availability.
		Samsung	Galaxy S9 64GB	\$720.00	\$720.00	0.00%		Pricing are subject to change at time of purchase and availability.
9	Tablets	Apple	iPad 32GB	\$459.99	\$459.99	0.00%	\$493.33	Pricing are subject to change at time of purchase and availability.
		Apple	iPad Pro 10.5 64GB	\$779.99	\$779.99	0.00%		Pricing are subject to change at time of purchase and availability.
		Samsung	Galaxy Tab E	\$240.00	\$240.00	0.00%		Pricing are subject to change at time of purchase and availability.
10	Cellular Modems stand alone, integrated or USB	N/A	N/A	\$0.00	\$0.00	0.00%	\$0.00	
		N/A	N/A	\$0.00	\$0.00	0.00%		
		N/A	N/A	\$0.00	\$0.00	0.00%		
11	MiFi Hot Spots	Alcatel	LUNKZONE	\$72.00	\$72.00	0.00%	\$24.00	Pricing are subject to change at time of purchase and availability.
		N/A	N/A	\$0.00	\$0.00	0.00%		
		N/A	N/A	\$0.00	\$0.00	0.00%		
12	WiFi Cellular Routers	N/A	N/A	\$0.00	\$0.00	0.00%	\$0.00	
		N/A	N/A	\$0.00	\$0.00	0.00%		
		N/A	N/A	\$0.00	\$0.00	0.00%		
13	IoT Sensors	N/A	N/A	\$0.00	\$0.00	0.00%	\$0.00	
		N/A	N/A	\$0.00	\$0.00	0.00%		
		N/A	N/A	\$0.00	\$0.00	0.00%		
14	Cellular-enabled video cameras	N/A	N/A	\$0.00	\$0.00	0.00%	\$0.00	
		N/A	N/A	\$0.00	\$0.00	0.00%		
		N/A	N/A	\$0.00	\$0.00	0.00%		
15	Cords / cables	N/A	N/A	\$0.00	\$0.00	0.00%	\$0.00	
		N/A	N/A	\$0.00	\$0.00	0.00%		
		N/A	N/A	\$0.00	\$0.00	0.00%		
16	Signal Boosters / Antennas	TBD	TBD	\$0.00	\$0.00	0.00%	\$0.00	T-Mobile will work with each Participating State on in-building solutions.
		TBD	TBD	\$0.00	\$0.00	0.00%		T-Mobile will work with each Participating State on in-building solutions.
		TBD	TBD	\$0.00	\$0.00	0.00%		T-Mobile will work with each Participating State on in-building solutions.
Total							\$278.28	

ILU Discount Offering

Offerors are encouraged to offer an Individual Liabile (ILU) Discount defined in Section 5 of the Scope of Work (Attachment B). This information will also be scored as a technical scorable criteria (Attachment E). Please Provide a percentage off, if applicable and include a description of what plans, or part of plans this discount will apply to. This information will become part of any Master Agreement that results from this solicitation.

Description	Percentage Off (%)	What aspects of plans does this discount apply to? Please be specific.
Percentage off discount rate offered to ILU accounts	50.00	Promotional offerings at the time of purchase may apply.

CJ18020 Wireless Voice, Data and Accessories Attachment C: Costsheet

Category 3A: Fleet Management Costsheet

Instructions: Offeror, Please fill out all fields in this color below. The value in Cell D30 will be used to determine cost points in the evaluation of your Fleet Management offering. Although only basic Fleet Management costs will be used to evaluate cost, offeror shall make available their full suite of Fleet Management services should they be awarded under this contract.

VENDOR	T-Mobile USA, Inc.
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Monthly Recurring Cost				
Description	minimum quantity of vehicles	monthly fee	total annual cost (qty x fee x 12)	OFFEROR NOTES Describe plan attributes and characteristics per the instructions*.
Basic Fleet Management	10	\$12.60	\$1,512.00	SyncUP FLEET: Advanced, real-time fleet management and monitoring for organizations of all sizes. Includes access to the web-based portal that
	100	\$12.60	\$15,120.00	SyncUP FLEET: Advanced, real-time fleet management and monitoring for organizations of all sizes. Includes access to the web-based portal that
	500	\$12.60	\$75,600.00	SyncUP FLEET: Advanced, real-time fleet management and monitoring for organizations of all sizes. Includes access to the web-based portal that
	1000	\$12.60	\$151,200.00	SyncUP FLEET: Advanced, real-time fleet management and monitoring for organizations of all sizes. Includes access to the web-based portal that
	5000	\$12.60	\$756,000.00	SyncUP FLEET: Advanced, real-time fleet management and monitoring for organizations of all sizes. Includes access to the web-based portal that
Total Annual Recurring Cost			\$999,432.00	

Service Requirements	
Description	requirements
Basic Fleet Management	*Solution to track, monitor & dispatch vehicles while collecting information on vehicle location & operation *Must have option to connect to vehicle's On Board Diagnostic-II (OBD-II) port *Ability to monitor vehicle location *Provide location-based vehicle dispatch support *Collect information on driver performance *Real time and historical reporting via secure, centralized portal *Ability to set up alerts based on customer defined parameters

Installation & Set Up Costs				
Description	minimum quantity of vehicles	cost per vehicle	Total Set Up Cost	OFFEROR NOTES Details of Installation and Set Up of customer's instance
Total One Time Cost for Installation, Set Up and Basic System Administrator Training	10	\$0.00	\$0.00	Installation, set up and basic training is included at no charge.
	100	\$0.00	\$0.00	Installation, set up and basic training is included at no charge.
	500	\$0.00	\$0.00	Installation, set up and basic training is included at no charge.
	1000	\$0.00	\$0.00	Installation, set up and basic training is included at no charge.
	5000	\$0.00	\$0.00	Installation, set up and basic training is included at no charge.
Total Installation and Set Up Cost			\$0.00	

Installation & Set Up Requirements	
Description	requirements
Installation, Set Up and Basic System Administrator Training	*Set up and configuration of customer's instance in provider's hosted environment. *Install each device in vehicle and connect to OBD-II

Scorable Cost	\$999,432.00
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CJ18020 Wireless Voice, Data and Accessories Attachment C: Costsheet
 Category 3B: Mobile Device Management Costsheet

Instructions: Offeror, Please fill out all fields in this color below. The value in Cell D30 will be used to determine cost points in the evaluation of your Mobile Device Management offering. Although only basic Mobile Device Management costs will be used to evaluate cost, offeror shall make available their full suite of Mobile Device Management services should they be awarded under this contract.

VENDOR		T-Mobile USA, Inc.		
Monthly Recurring Cost				
Description	minimum quantity of licenses	monthly fee	total annual cost (qty x fee x 12)	OFFEROR NOTES Describe plan attributes and characteristics per the instructions*.
Basic Mobile Device Management cost per device	10	\$3.25	\$390.00	Support Only with Premium Support. Alternative MDM Solutions available for further discussions.
	100	\$3.25	\$3,900.00	Support Only with Premium Support. Alternative MDM Solutions available for further discussions.
	500	\$3.25	\$19,500.00	Support Only with Premium Support. Alternative MDM Solutions available for further discussions.
	1000	\$3.25	\$39,000.00	Support Only with Premium Support. Alternative MDM Solutions available for further discussions.
Total Annual Recurring Cost			\$62,790.00	
Service Requirements				
Description	requirements			
Basic Mobile Device Management	*Central control to enroll, configure, secure, monitor and manage all enrolled devices (iOS, Android, Blackberry, Windows) *Ability to configure and update devices over-the-air *Ability to push and update custom apps to devices over-the-air *Enforce security and compliance policies *Secure Mobile Access to corporate resources *Provide Secure Container for corporate apps and data on each device *Ability to remote wipe entire device and / or only apps and data in secure container			
Installation & Set Up Costs				
Description	minimum quantity of licenses		Total Set Up Cost	OFFEROR NOTES Details of Installation and Set Up of customer's instance.
Total One Time Cost for Installation, Set Up and Basic System Administrator Training	10		\$2,500.00	One Time Installation Fee for all users.
	100		\$2,500.00	One Time Installation Fee for all users.
	500		\$2,500.00	One Time Installation Fee for all users.
	1000		\$2,500.00	One Time Installation Fee for all users.
Total Installation and Set Up Cost			\$10,000.00	
Installation & Set Up Requirements				
Description	requirements			
Installation, Set Up and Basic System Administrator Training	*Set up and configuration of customer's instance in provider's hosted environment. *At least one remote meeting with customer's designated system administrator to complete set up and provide knowledge transfer.			

Scorable Cost **\$72,790.00**

Consultative Hourly Rate (this rate will be included in the contract)	\$0.00
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CJ18020 Wireless Voice, Data and Accessories Attachment C: Costsheets

Category 3C: Mobile Integration Costsheets

Instructions: Offeror, Please fill out all fields in this color below. The value in Cell D30 will be used to determine cost points in the evaluation of your Mobile Integration offering. Although only basic Mobile Integration Features will be used to evaluate cost, offeror shall make available their full suite of Mobile Integration services should they be awarded under this contract.

VENDOR		T-Mobile USA, Inc.		
Monthly Recurring Cost				
Description	minimum quantity of licenses	monthly fee	total annual cost (qty x fee x 12)	OFFEROR NOTES Describe plan attributes and characteristics per the instructions*.
Basic Mobile Integration cost per device	10	\$23.50	\$2,820.00	a. Cloud PBX Calling i. Direct Inward Dial/Direct Outward Dial to/from Business Phone Number ii. Direct Inward Dial/Direct Outward Dial to/from Business email address to Business email address iii. Personal Group Calling (existing and ad-hoc) 3-Way calling implemented through ad-hoc personal groups iv. Transfer (Blind, Consultative) v. Hold vi. Call Waiting vii. Call Waiting ID viii. Call Forward (All, No Answer, Busy, Selective) ix. Find Me Follow Me x. Do Not Disturb xi. Out of Office xii. Caller Name & Number xiii. Call Name &/or ID Block (outbound) xiv. Call pull xv. Voicemail xvi. Voicemail to text (300 sec)
	100	\$23.50	\$28,200.00	Same as above.
	500	\$23.50	\$141,000.00	Same as above.
	1000	\$23.50	\$282,000.00	Same as above.
Total Annual Recurring Cost			\$454,020.00	

Service Requirements	
Description	requirements
Basic Mobile Integration	As a minimum, solutions meeting this criteria will provide: *Single Number Reach or the ability for a user to be reached at a single business telephone number. *Balls to that single telephone number would ring at both the user's desk phone or mobile device either through simultaneous and/or sequential ringing. * Single Voicemail Box for calls to that single business number.

Installation & Set Up Costs			
Description	minimum quantity of licenses	Total Set Up Cost	OFFEROR NOTES Details of installation and Set Up of customer's instance
Total One Time Cost for Installation, Set Up and Basic System Administrator Training	10	\$0.00	Installation and Set up at no cost.
	100	\$0.00	Installation and Set up at no cost.
	500	\$0.00	Installation and Set up at no cost.
	1000	\$0.00	Installation and Set up at no cost.
Total Installation and Set Up Cost		\$0.00	

Installation & Set Up Requirements	
Description	requirements
Installation, Set Up and Basic System Administrator Training	*Set up and configuration of customer's mobile service with integration to wired service. *At least one remote meeting with customer's designated system administrator to complete set up and provide knowledge transfer.

Scorable Cost **\$454,020.00**

Consultative Hourly Rate (this rate will be included in the **\$0.00**)

Questions for team:

1. Do we want same quantity tiers as we designated for MDM?

CJ18020 Wireless Voice, Data and Accessories Attachment C: Costsheet

Award Category 3-D through 3-N Costsheet

Instructions: Offeror, Please fill out all fields in this color below. You may add lines for more products if applicable. Do not fill in, modify or delete any other cells. The value in Cell E13 will be used to determine cost points in the evaluation for Award Categories 3-D through 3-N. Offeror shall provide a Minimum Discount % for each Award Category it is seeking an award in. A vendor will be deemed non-responsive for any award category (3-D through 3-N) it does not provide a Minimum Discount % of at least greater than 0%. When proposing your minimum discount % off, do not provide a percentage range. Provide single values. Any deviation from this format may result in disqualification of your proposal. Minimum Discount % provided herein shall apply to all products offered/referenced in detail listings for the given service Award Category. Please submit one of these tabs for each subcategory of award you are proposing.

Vendor Name:

T-Mobile USA, Inc.

<i>Product Name</i>	<i>Product Description</i>	<i>Characteristics of Product</i>	<i>Percentage Off Discount (%)*</i>	<i>Notes</i>
IoT	Internet of Things Solutions	Internet of Things Solutions		T-Mobile in-house IoT Solutions are eligible for the 16% discount.
Priority ONE	Public Safety Solution	Public Safety Solution		Priority ONE for First Responders with no de-prioritization
Enterprise IP/SMTP Messaging	Enterprise Messaging	Enterprise Messaging		
Enterprise Static IP/Private APN	Static IP/Private APN	Static IP/Private APN	\$16.00	Static IP/Private APN Set up may apply.

*The Offeror with the highest proposed minimum discount % (or Average discount off) for the given subcategory will receive 100% of the cost points possible for that service category. All other Offerors will receive a percentage of the cost points possible based on the percentage by which their proposed discount % is lower than the highest discount % in the given category. The formula to compute cost points is: (Proposed Discount % / Maximum Proposed Discount %) * Total Cost Points Available.

Consultative Hourly Rate (this rate will be included in the contract)	\$0.00
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