

John R. Kasich, *Governor*  
Robert Blair, *Director*  
Kelly Sanders, *Interim Deputy Director*

To: Robert Blair, Director  
From: Andrew Miller, EITC Analyst  
CC: Curtis Brooks, EITC Supervisor  
Subject: RF Works MCSA0022 Service Attachment 2, Amendment 4  
Date: January 31, 2018

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Director Blair:

This Amendment 4 to Service Attachment 2 of the RF Works MCSA0022 is to establish negotiated and agreed upon additional pricing tiers, as requested by the business unit, to provide additional price-break levels for the State. The new pricing table will replace the current SA2 Addendum A Pricing (established 2/25/2016).

**MBE Information:** Open Market

**Procurement Authority:** Controlling Board Authority DAS0100911 for MCSA & MSA contracts.

Direct questions to Andrew Miller at 614-466-0206 or by email at [Andrew.Miller@das.ohio.gov](mailto:Andrew.Miller@das.ohio.gov).

Thank you.



DAS Associate Counsel

2-1-18

Date



Enterprise IT Contracting Supervisor

1-31-18

Date



Deputy Chief Procurement Officer

2-2-18

Date



Assistant Director/State Chief Information Officer

2/5/18

Date

**RF-Works  
Service Attachment 2  
Amendment 4  
Wireless as a Service (WaaS)**

**THIS AMENDMENT NUMBER 4** to Service Attachment 2 (the Amendment) is between the State of Ohio, through its Department of Administrative Services (the 'State'), and RF Works, LLC (the 'Service Provider'). This Amendment changes the terms of the contract issued under Service Attachment 2 dated February 2, 2016 (the 'Service Attachment') and amends Master Cloud Service Agreement, Contract Number MCSA0022 (MCSA).

**The Service Attachment 2 is amended as follows:**

Service Attachment 2, Addendum A Pricing will be replaced with the attached, negotiated cost. This new Addendum A Pricing table provides additional levels of pricing tiers.

WaaS Fee Structure - Including Hardware				
AP Count	24 Month Contract	36 Month Contract	48 Month Contract	60 Month Contract
1-200	\$107.00	\$98.00	\$89.00	\$80.00
201-500	\$87.50	\$80.00	\$72.00	\$65.00
501-1,000	\$82.30	\$75.20	\$68.10	\$61.00
1,001-2,500	\$77.10	\$70.40	\$63.70	\$57.00
2,501-3,500	\$75.18	\$67.44	\$60.40	\$54.00
3,501-5,000	\$72.52	\$65.02	\$58.20	\$52.00
5,000-7,500	\$64.10	\$58.40	\$52.70	\$47.00
7,501-8,500	\$60.88	\$55.34	\$49.40	\$44.00
8,501-10,000	\$58.21	\$52.92	\$47.20	\$42.00
10,001+	\$48.50	\$44.00	\$39.50	\$35.00

\* Enterprise Access Point count is accumulative over the contract period by the Subscribing Entities.

WaaS Fee Structure - Excluding Hardware				
AP Count	24 Month Contract	36 Month Contract	48 Month Contract	60 Month Contract
1-200	\$93.60	\$86.40	\$79.20	\$72.00
201-500	\$78.00	\$72.00	\$66.00	\$60.00
501-1,000	\$73.84	\$68.15	\$62.48	\$56.80
1,001-2,500	\$69.68	\$64.32	\$58.96	\$53.60
2,501-3,500	\$66.55	\$60.50	\$55.00	\$50.00
3,501-5,000	\$62.56	\$56.87	\$51.70	\$47.00
5,000-7,500	\$59.28	\$54.72	\$50.16	\$45.60
7,501-8,500	\$54.04	\$49.13	\$44.66	\$40.60
8,501-10,000	\$51.38	\$46.71	\$42.46	\$38.60
10,001+	\$46.80	\$43.20	\$39.60	\$35.00

\* Enterprise Access Point count is accumulative over the contract period by the Subscribing Entities.

Except as expressly modified in this Amendment, all the terms of the Contract remain unaffected and unchanged by this Amendment.

**RF-Works  
Service Attachment 2  
Amendment 4  
Wireless as a Service (WaaS)**

**Signature to Follow**

**RF-Works  
Service Attachment 2  
Amendment 4  
Wireless as a Service (WaaS)**

**In Witness Whereof**, the Parties have executed this Service Attachment, which is effective on the date the State's duly authorized representative signs it on behalf of the State, ("Effective Date").

<b>RF-WORKS</b>	<b>STATE OF OHIO, DEPARTMENT OF ADMINISTRATIVE SERVICES</b>
 _____ Signature Mindy Altiero	 _____ Signature Robert Blair
_____ Printed Name Vice President of Sales	_____ Printed Name DAS Director
_____ Title  1.29.2018	_____ Title  <b>2/7/2018</b>
_____ Date 20-0943384	_____ Effective Date
_____ Federal Tax ID	