



Parent Contract Number: 6100050958
SAP/SRM Contract Number: 4400024655
Change Number: 1
Change Effective Date : 10/7/2021

Using Agency: All Using Agencies

Contract Title: Data Center Services

Contract Period: Beginning August 1, 2021 and Ending July 31, 2026

Commodity Specialist: Raeden Hosler **Telephone:** 717-787-4103 **Email:** rhosler@pa.gov

CHANGE SUMMARY:

This Contract has been revised through the following Contract Change Request Form. See attached.

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

Contract Change Request Form

Change Request Number and Name:	DB_CCR_001 – Cross Connect product Extension Variable Rate Product Addition	Related CR/Contract, PCR, Contract Section #:	4400024655		
Date Created:	9/30/2021	Date Submitted to COPA:	9/30/2021		
Description (Brief):	<p>The purpose of this change request is to add a variable rate product for a Miscellaneous Cross Connect Extension. This service can be used to extend the currently available Cross Connections services beyond their standard demarcation points (e.g. Meet-me-Rooms).</p> <p>Requires attachment to the order with product itemization (Scope of Services) from the Supplier.</p>				
Priority:	<input checked="" type="checkbox"/> URGENT		<input type="checkbox"/> ORDINARY		
Status: (Please Check)	Approved <input type="checkbox"/>	Pending <input type="checkbox"/>	Rejected <input type="checkbox"/>		
Category: (Please Check)	Data Ops <input type="checkbox"/>	Voice Ops <input type="checkbox"/>	Security <input type="checkbox"/>		
		ITSM <input type="checkbox"/>	Support <input type="checkbox"/>		
			Wireless <input type="checkbox"/>		
REQUESTOR INFORMATION					
Requestor:	Jake Zupancic				
Requestor Email:	JZupancic@atabank.com				
Requestor Phone Number:	(317) 979-5112				
Date Change Requested:	9/30/2021				
COPA CONTACT INFORMATION					
COPA Contact:	Tom Schwartz				
COPA Email:	thschwartz@pa.gov				
COPA Phone Number:	717-214-4188				
Date Submitted:	9/30/2021				
Target Date:	10/1/2021				
SERVICES AFFECTED					
Service Name:	See Below				
Product Code:	Code:	<input checked="" type="checkbox"/> New Service	<input type="checkbox"/> Change Existing Service		
FOR EACH PRODUCT CODE					
Unit Price:	Variable Rate – see below				
Amt of Increase/Decrease:					
<input type="checkbox"/> Increase * – (Reference Cost Impact Study)	<input type="checkbox"/> Decrease * - (Reference Cost Impact Study)	<input type="checkbox"/> Revised	<input type="checkbox"/> New Catalog Entry – Add new codes to Product Cat.		
			<input type="checkbox"/> No Unit Price Change		
COST IMPACT					
Cost Impact – (None, brief description or attached doc):	Product Code	Long Description	Type	Unit Price	Interval
	DB-CC-EXT	Miscellaneous Cross Connect Extension Cost – Requires attachment to the order with product itemization from Supplier.	NRC	\$ 1.00	21 days
Technology: (check all that apply):	<input type="checkbox"/> New	<input type="checkbox"/> Revised	<input type="checkbox"/> Hardware	<input type="checkbox"/> Software	
SAP Account Information, if applicable:	SAP Fund:		SAP Cost Center:		
Performance Impact:	The service will allow the Supplier to extend their currently available cross connection services to allow connections to the Commonwealth's CPOP provider. This will enhance the Commonwealth's connectivity within the facility.				
Business Justification:	The service will provide the Commonwealth additional connection capabilities within the data center facility. This will enhance the Commonwealth's enterprise network resilience and compute				

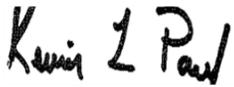
OA/OIT – Contract Compliance – Contract Change Control Procedures

related services.

(*) NOTE: All statements that affect billing must be immediately forwarded to the Comptroller upon acceptance

DB_CCR_001 – Cross Connect product Extension Variable Rate Product Addition

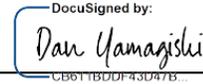
Commonwealth of PA



Kevin Paul, Director
Bureau of Service Value Management

Date: 10/6/2021

Supplier Signing Authority



DocuSigned by:
Dan Yamagishi
CB611BDDF43D47B

Daniel Yamagishi, General Counsel
DataBank

Date: October 5, 2021 | 2:50 PM MDT

Final Negotiated Cost Submittal

REQUEST FOR PROPOSALS FOR

Data Center Services

RFP 6100050958

Change Request Log

DB_CCR_001 - Effective 10.06.2021

INSTRUCTIONS
GENERAL INSTRUCTIONS FOR COMPLETING THIS WORKBOOK (Tab 1)
The Cost Submittal worksheets contained in this workbook shall constitute the Cost Submittal. Travel and related expenses shall be reimbursed in accordance with <i>Management Directive 230.10 Amended, Commonwealth Travel Policy and Manual 230.1, Commonwealth Travel Procedures Manual</i> .
OFFEROR INFORMATION (Tab 2)
1. Select the Offeror Information tab at the bottom of this page. 2. Complete the highlighted cells in the top portion of the form (all contact information). 3. Offeror Information will appear on all worksheets.
COST SUBMITTAL COMPONENTS (Tab 3 through Tab 5)
1. Please review every tab in this cost submittal. 2. Cells that are highlighted in yellow must be filled in with a number in order to provide the service requested. 3. The Offeror must be able to provide a price in each cell. If the price is left blank, a zero dollar amount will be calculated. **Formulas are embedded within the worksheets, do not attempt to unlock cells. The estimates provided within this appendix are not a guarantee of service to be performed and/or payment under the contract resulting from this RFP.
COST SUBMITTAL SUMMARY (Tab 6)
1. This tab requires no entry of cost data. All data entered on the Cost Submittal worksheets will automatically populate the Cost Submittal Summary tab. 2. The Commonwealth will consider the costs for the Base Term of the Contract (5 years) in the evaluation of Cost. 3. Invited Options and Offered Options will not be evaluated in 6. <i>Summary</i> .
Note:
Do not include any pricing data in any portion of the Technical Submittal. Pricing data is defined as any information related to, directly or indirectly, the Offeror's proposed charges for services and deliverables. Pricing data consists of, but is not limited to, costs, fees, prices, rates, bonuses, discounts, rebates, or the identification of free services, labor or materials. The cost submittal must be submitted as presented by the Commonwealth and must not be altered in any way. Do not include any reiteration of the technical proposal in the cost submittal.

Offeror Information - RFP 6100050958

Offeror Contact Information	
OFFEROR NAME	CONTACT PERSON
DataBank Holdings Ltd.	Tyal Prince
OFFEROR ADDRESS	EMAIL ADDRESS
35 Summit Park Dr. Pittsburgh, PA 15275	Tprince@databank.com
	PHONE NUMBER
	412-367-2473
	SAP VENDOR NUMBER (IF AVAILABLE)
	544477
	FEDERAL TAX ID
	83-0409949

Offeror Contact Information	
OFFEROR NAME	CONTACT PERSON
GateBank Holdings Ltd	Tyral Price
OFFEROR ADDRESS	EMAIL ADDRESS
39 Summit Park Dr	tyral@gatebank.com
	PHONE NUMBER
	415-361-2813
	SAP VENDOR #
	614477
	FEDERAL TAX ID
	83-069949

NOTES
 Estimated Quantities are for evaluation purposes only and do not guarantee payment.
 Offerors whose floor space does not require an upgrade to meet the 2000 pound static load requirement for 50% of space may place a zero in cell C23.

ONE TIME COSTS			
Cage Buildout Services (I-5.A.)	Quantity	Deliverable Cost	Total Cost
Custom Secure Cage Set-Up, supports up to 50 Cabinets	1	\$25,446.82	\$25,446.82

Floor Capacity Upgrade, as required (I-4G.6)	Quantity	Non-recurring (one-time) cost	Total (one-time)
50% of proposed floor space upgraded to 2,800 pound rating	1	\$3,000.00	\$3,000.00

Power Circuit Provisioning (I-4G.7)	Quantity	One-time cost	Total Cost
208 VAC 20 Amp Circuit (Single-Phase), terminated to a single receptacle	2	\$400.00	\$800.00
208 VAC 30 Amp Circuit (Single-Phase), terminated to a single receptacle	5	\$475.00	\$2,375.00
208 VAC 60 Amp Circuit (Single-Phase), terminated to a single receptacle	22	\$700.00	\$15,400.00
208 VAC 30 Amp Circuit (Three-Phase), terminated to a single receptacle	1	\$900.00	\$900.00
208 VAC 50 Amp Circuit (Three-Phase), terminated to a single receptacle	6	\$1,000.00	\$6,000.00
208 VAC 60 Amp Circuit (Three-Phase), terminated to a single receptacle	4	\$1,000.00	\$4,000.00
110 VAC Circuit, terminated to a single receptacle	2	\$400.00	\$800.00
Total Power Circuit Cost - One time cost Year 1			\$30,275.00

Other Services - Installation of CoPA-provided cabinets (I-4G.5)	Quantity (estimated)	Non-recurring (one-time) cost	Total (One Time)
Cabinet Installation and Grounding Services (years 1-5)	30	\$100.00	\$3,000.00
Cabinet Installation and Grounding Services (years 6-10)	10	\$100.00	\$1,000.00

MONTHLY COSTS (I-4 M., J., & K.)												
Cost per Tier / Base Years 1-5	Reserve Power (kW)	Price per kW (Year 1)	Total (Monthly)	Price per kW (Year 2)	Total (Monthly - Year 2)	Price per kW (Year 3)	Total (Monthly - Year 3)	Price per kW (Year 4)	Total (Monthly - Year 4)	Price per kW (Year 5)	Total (Monthly - Year 5)	Total Base Years 1-5
24 Cabinets (Reserve Power - 120kW)	120	\$155.00	\$18,600.00	\$159.65	\$19,158.00	\$164.44	\$19,732.74	\$169.37	\$20,324.72	\$174.45	\$20,934.46	\$1,184,999.11
30 Cabinets (Reserve Power - 150kW)	150	\$150.00	\$22,500.00	\$154.50	\$23,175.00	\$159.14	\$23,870.25	\$163.91	\$24,586.36	\$168.83	\$25,323.95	\$1,433,466.67
35 Cabinets (Reserve Power - 175kW)	175	\$145.00	\$25,375.00	\$149.35	\$26,136.25	\$153.83	\$26,920.34	\$158.45	\$27,727.95	\$163.20	\$28,559.79	\$1,616,631.85
40 Cabinets (Reserve Power - 200kW)	200	\$140.00	\$28,000.00	\$144.20	\$28,840.00	\$148.53	\$29,705.20	\$152.98	\$30,596.36	\$157.57	\$31,514.25	\$1,783,869.63
45 Cabinets (Reserve Power - 225kW)	225	\$135.00	\$30,375.00	\$139.05	\$31,286.25	\$143.22	\$32,224.84	\$147.52	\$33,191.58	\$151.94	\$34,187.33	\$1,935,180.00
50 Cabinets (Reserve Power - 250kW)	250	\$130.00	\$32,500.00	\$133.90	\$33,475.00	\$137.92	\$34,479.25	\$142.05	\$35,513.63	\$146.32	\$36,579.04	\$2,070,562.97

Cost per Tier / Optional Years 6-10	Reserve Power (kW)	Price per kW (Year 6)	Total (Monthly - Year 6)	Price per kW (Year 7)	Total (Monthly - Year 7)	Price per kW (Year 8)	Total (Monthly - Year 8)	Price per kW (Year 9)	Total (Monthly - Year 9)	Price per kW (Year 10)	Total (Monthly - Year 10)	Total Option Years 6-10 (5 Years)
24 Cabinets (Reserve Power - 120kW)	120	\$179.69	\$21,562.50	\$185.08	\$22,209.37	\$190.63	\$22,875.65	\$196.35	\$23,561.92	\$202.24	\$24,268.78	\$1,373,738.75
30 Cabinets (Reserve Power - 150kW)	150	\$173.89	\$26,083.67	\$179.11	\$26,866.18	\$184.48	\$27,672.16	\$190.02	\$28,502.33	\$195.72	\$29,357.40	\$1,661,780.75
35 Cabinets (Reserve Power - 175kW)	175	\$168.09	\$29,416.58	\$173.14	\$30,299.08	\$178.33	\$31,208.05	\$183.68	\$32,144.29	\$189.19	\$33,108.62	\$1,874,119.40
40 Cabinets (Reserve Power - 200kW)	200	\$162.30	\$32,459.67	\$167.17	\$33,433.46	\$172.18	\$34,436.47	\$177.35	\$35,469.56	\$182.67	\$36,533.65	\$2,067,993.82
45 Cabinets (Reserve Power - 225kW)	225	\$156.50	\$35,212.95	\$161.20	\$36,269.34	\$166.03	\$37,357.42	\$171.01	\$38,478.14	\$176.14	\$39,632.49	\$2,243,404.01
50 Cabinets (Reserve Power - 250kW)	250	\$150.71	\$37,676.41	\$155.23	\$38,806.70	\$159.88	\$39,970.90	\$164.68	\$41,170.03	\$169.62	\$42,405.13	\$2,400,349.97

Power Cost (estimated)	Estimated % of Licensed Primary kW	Estimated kW Load (based on Reserve Power 150 kW Years 1-5; 200 kW Years 6-10)	Average Hours per Month	Estimated kWh/Month Usage	Enter Current PUC Cost per kWh	Enter PUE (Cooling Factor)	Monthly Power Cost (estimated)	Total Power Cost
Kilowatt Hour Power Usage (Billed as Actual Usage) estimated for Base Years 1 - 5	60%	90	730	65,700	\$0.0475	1.40	\$4,369.05	\$262,143.00
Kilowatt Hour Power Usage (Billed as Actual Usage) estimated for Optional Years 6 - 10	60%	120	730	87,600	\$0.0475	1.40	\$5,825.40	\$499,524.00

Remote Hands Services / Base Years 1 - 5	Quantity in Hours per year (estimated)	Hourly Rate (Year 1)	Total (Year 1)	Hourly Rate (Year 2)	Total (Year 2)	Hourly Rate (Year 3)	Total (Year 3)	Hourly Rate (Year 4)	Total (Year 4)	Hourly Rate (Year 5)	Total (Year 5)	Total Base Years (Year 5)
Remote Hands Service (per hour - billed in 15 minute increments)	120	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$45,000.00
Remote Hands Service (per hour - billed in 15 minute increments)	200	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75,000.00
Remote Hands Service (per hour - billed in 15 minute increments)	300	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$112,500.00

Remote Hands Services / Optional Years 6 - 10	Quantity in Hours per year (estimated)	Hourly Rate (Year 6)	Total (Year 6)	Hourly Rate (Year 7)	Total (Year 7)	Hourly Rate (Year 8)	Total (Year 8)	Hourly Rate (Year 9)	Total (Year 9)	Hourly Rate (Year 10)	Total (Year 10)	Total Base Years (Option Years)
Remote Hands Service (per hour - billed in 15 minute increments)	120	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$45,000.00
Remote Hands Service (per hour - billed in 15 minute increments)	200	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75,000.00
Remote Hands Service (per hour - billed in 15 minute increments)	300	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$112,500.00

Cross Connect Services / Base Years 1 - 5	Quantity (estimated)	One-time per Unit cost - if applicable Year 1	Monthly per Unit cost - if applicable Year 1	Total Year 1	One-time per Unit cost - if applicable Year 2	Monthly per Unit cost - if applicable Year 2	Total Year 2	One-time per Unit cost - if applicable Year 3	Monthly per Unit cost - if applicable Year 3	Total Year 3	One-time per Unit cost - if applicable Year 4	Monthly per Unit cost - if applicable Year 4	Total Year 4	One-time per Unit cost - if applicable Year 5	Monthly per Unit cost - if applicable Year 5	Total Year 5	Total Base Years (1-5)
Cross Connect Services (Fiber)	8	\$75.00	\$150.00	\$15,000.00	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$72,600.00
Cross Connect Services (CAT 6)	4	\$75.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$36,000.00
Cross Connect Services (POTS)	2	\$75.00	\$150.00	\$3,750.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$18,000.00
																	\$127,600.00

Cross Connect Services / Optional Years 6 - 10	Quantity (estimated)	One-time per Unit cost - if applicable Year 6	Monthly per Unit cost - if applicable Year 6	Total Year 6	One-time per Unit cost - if applicable Year 7	Monthly per Unit cost - if applicable Year 7	Total Year 7	One-time per Unit cost - if applicable Year 8	Monthly per Unit cost - if applicable Year 8	Total Year 8	One-time per Unit cost - if applicable Year 9	Monthly per Unit cost - if applicable Year 9	Total Year 9	One-time per Unit cost - if applicable Year 10	Monthly per Unit cost - if applicable Year 10	Total Year 10	Total Base Years (1-5)
Cross Connect Services (Fiber)	8	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$72,000.00
Cross Connect Services (CAT 6)	4	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$36,000.00
Cross Connect Services (POTS)	2	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$18,000.00
																	\$126,000.00

Offeror Contact Information	
OFFEROR NAME	CONTACT PERSON
DataBank Holdings Ltd.	Tyal Prince
OFFEROR ADDRESS	EMAIL ADDRESS
35 Summit Park Dr.	Tprince@ databank.com
	PHONE NUMBER
	412-367-2473
	SAP VENDOR #
	544477
	FEDERAL TAX ID
	83-0409949

NOTES

An Offered Option is an item or service that is not identified by the RFP but may be included in the Offeror's proposal. Offered Options will be exercised at the sole discretion of the Commonwealth. Offerors are not obligated to included Offered Options in the proposal.

Value-Added Services (1-4. N. Value-Added Services)		
Service Type	One-time cost per Unit (if applicable)	Monthly per Unit cost (if applicable)
Example: Cold/Hot Aisle Containment		
Cold/Hot Aisle Containment	\$0.00	\$0.00
Biometric Access Reader	\$250.00	\$250.00
DataBank Portal Access	\$0.00	\$0.00
Parking on PIT2 Campus	\$0.00	\$0.00
Conference Room Access	\$0.00	\$0.00
* Managed Security: Managed Anti-Virus, File Integrity Monitoring, Managed Firewalls, Configuration Scanning, Two-Factor Authentication, Log Management, External/Internal Vulnerability Scanning	Depends on Requirements	Depends on Requirements
* Disaster Recovery as a Service (DRaaS), DataBank Cloud Connect Backup	Depends on Requirements	Depends on Requirements
* Managed IDS/IPS Security, Managed DDoS Mitigation	Depends on Requirements	Depends on Requirements
* Storage as a Service (STaaS)	Depends on Requirements	Depends on Requirements
* Enterprise Cloud	Depends on Requirements	Depends on Requirements
* Managed Enterprise Cloud / Compliant Cloud	Depends on Requirements	Depends on Requirements

* The use of these services will require additional CoPA OA Technical, Compliance, and Contract Review as well as an agreed to CCR prior to enablement.

CloudLink Cloud Connect - AWS - US East Northern VA	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - US East OH	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - US West OR	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - US West CA	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - GovCloud West	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - GovCloud East	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - US East Northern VA	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - US East OH	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - US West OR	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - US West CA	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - GovCloud West	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - GovCloud East	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - US East Northern VA	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60
CloudLink Cloud Connect - AWS - US East OH	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60
CloudLink Cloud Connect - AWS - US West OR	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60
CloudLink Cloud Connect - AWS - US West CA	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60
CloudLink Cloud Connect - AWS - GovCloud West	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60
CloudLink Cloud Connect - AWS - GovCloud East	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60

Power Distribution Units (PDU) Purchase	Brand	Type	Model	Position	Phase	Input	One-time cost	Monthly per Unit cost
208 VAC 20 Amp Circuit (Single-Phase)	APC	ATS	AP4434	Horizontal	Single	C20	\$ 1,100.00	\$ -
208 VAC 20 Amp Circuit (Single-Phase)	APC	Metered PDU	AP8459NA3	Vertical	Single	L6-20P	\$ 1,100.00	\$ -
208 VAC 20 Amp Circuit (Single-Phase)	APC	Metered PDU	AP8858NA3	Vertical	Single	L6-20P	\$ 469.00	\$ -
208 VAC 30 Amp Circuit (Single-Phase)	APC	Metered PDU	AP8841	Vertical	Single	L6-30	\$ 629.00	\$ -
208 VAC 30 Amp Circuit (Single-Phase)	APC	Metered PDU	AP8441	Vertical	Single	L6-30P	\$ 1,275.00	\$ -
208 VAC 30 Amp Circuit (Single-Phase)	APC	Switched PDU	AP8941	Vertical	Single	L6-30P	\$ 1,050.00	\$ -
208 VAC 30 Amp Circuit (Single-Phase)	APC	ATS	AP4432	Horizontal	Single	L6-30P	\$ 1,375.00	\$ -
EMI105-06 G3 Metered Input	Eaton						\$ 1,392.00	\$ -

Note:

Leased Power Distribution Units (PDU) - 5 Year Lease Term	Brand	Type	Model	Position	Phase	Input	One-time cost	Monthly per Unit cost - 5 Year
208 VAC 20 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8459NA3	Vertical	Single	L6-20P	\$ -	\$ 115.00
208 VAC 20 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8858NA3	Vertical	Single	L6-20P	\$ -	\$ 50.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8841	Vertical	Single	L6-30	\$ -	\$ 45.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8441	Vertical	Single	L6-30P	\$ -	\$ 60.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Switched PDU	AP8941	Vertical	Single	L6-30P	\$ -	\$ 70.00
EMI105-06 G3 Metered Input	Eaton						\$ -	\$ 50.00

Note: All 5 year terms.

Leased Power Distribution Units (PDU) - 1 Year Lease Term	Brand	Type	Model	Position	Phase	Input	One-time cost	Monthly per Unit cost - 1 Year
208 VAC 20 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8459NA3	Vertical	Single	L6-20P	\$ -	\$ 230.00
208 VAC 20 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8858NA3	Vertical	Single	L6-20P	\$ -	\$ 100.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8841	Vertical	Single	L6-30	\$ -	\$ 90.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8441	Vertical	Single	L6-30P	\$ -	\$ 120.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Switched PDU	AP8941	Vertical	Single	L6-30P	\$ -	\$ 140.00
EMI105-06 G3 Metered Input	Eaton						\$ -	\$ 150.00

Note: All 1 year terms.

Cabinet Purchase Options (I-4. L. Offeror Supplied Cabinets)

Cabinet Type	Quantity	Non-recurring (one-time) cost	Total (one-time)
Wright Line Cabinet part # JW963040; 96" H x 30" W x 40" D; welded Paramount Steel frame; Black	1	\$1,956.20	\$1,956.20
AR3357W Cabinets NetShelter SX 48U 750mm Wide x 1200mm; Black	1	\$2,420.00	\$2,420.00

Note:

Cabinet Lease Options (I-4. L. Offeror Supplied Cabinets) - 5 Year Lease Term

Cabinet Type	Quantity	Monthly per Unit cost (Term needs added)	Total 1 Year
Wright Line Cabinet part # JW963040; 96" H x 30" W x 40" D; welded Paramount Steel frame; Black	1	\$50.00	\$600.00
AR3357W Cabinets NetShelter SX 48U 750mm Wide x 1200mm; Black	1	\$55.00	\$660.00
Note: All 5 year terms.			

Cabinet Lease Options (I-4, L Offeror Supplied Cabinets) - 1 Year Lease Term			
Cabinet Type	Quantity	Monthly per Unit cost (Term needs added)	Total 1 Year
Wright Line Cabinet part # JW963040; 96" H x 30" W x 40" D; welded Paramount Steel frame; Black	1	\$200.00	\$2,400.00
AR3357W Cabinets NetShelter SX 48U 750mm Wide x 1200mm; Black	1	\$250.00	\$3,000.00
Note: All 1 Year Terms			

Final Negotiated Cost Submittal Cost Submittal Summary - RFP 6100050958

Offeror Contact Information	
OFFEROR NAME	CONTACT PERSON
DataBank Holdings Ltd.	Tyal Prince
OFFEROR ADDRESS	EMAIL ADDRESS
35 Summit Park Dr.	Tprince@databank.com
	PHONE NUMBER
	412-367-2473
	SAP VENDOR #
	544477
	FEDERAL TAX ID
	83-0409949

NOTES

Base Term calculations include installation and power capacity for 30 Cabinets (150 kW Reserve Power), 200 hours of Remote Hands Service, and estimates for Power (Circuits and Usage) and Cross Connect Services contained in the *Base Cost* worksheet.

Optional Years calculations include installation of 10 additional cabinets, power capacity for 40 Cabinets (200 kW Reserve Power), 200 hours of Remote Hands Service, and estimates for Power (Circuits and Usage) and Cross Connect Services contained in the *Base Cost* worksheet.

Estimated Quantities are for evaluation purposes only and do not guarantee payment.

Base Term (Years 1-5)	
One Time Costs	
Cage Buildout Services	\$ 25,446.82
Floor Capacity Upgrade Services	\$ 3,000.00
Power Circuit Provisioning	\$ 30,275.00
Cabinet - Installation Only	\$ 3,000.00
Monthly Costs	
Cost per Tier - 30 Cabinets (Reserve Power - 150kW)	\$ 1,433,466.67
Power Cost (estimated)	\$ 262,143.00
Cross Connects (estimated)	\$ 127,050.00
Remote Hands Service (200 hours/year)	\$ 75,000.00
TOTAL BASE TERM COSTS	\$ 1,959,381.49

Optional Years (Years 6-10)	
One Time Costs	
Cabinet - Installation Only	\$ 1,000.00
Monthly Costs	
Cost per Tier - 40 Cabinets (Reserve Power - 200 kW)	\$ 2,067,993.82
Power Cost (estimated)	\$ 349,524.00
Cross Connects (estimated)	\$ 126,000.00
Remote Hands Service (200 hours/year)	\$ 75,000.00
TOTAL OPTION TERM COSTS	\$ 2,619,517.82

Total Cost Summary	
Base Term (5 years)	\$ 1,959,381.49
Optional Renewal Term (5 years)	\$ 2,619,517.82
Total Cost (10 years)	\$ 4,578,899.31

Product Code	Long Description	Type (MRC/NRC)	Cost \$	Service Interval (Business Days)	CCR #	Effective Date
DB-CC-EXT	Miscellaneous Cross Connect Extension Cost – Requires attachment to the order with product itemization from Supplier.	NRC	\$1.00	21 days	DB_CCR_001	10.06.2021



Parent Contract Number: 6100050958
SAP/SRM Contract Number: 4400024655
Change Number: 2
Change Effective Date : 11.12.2021

Using Agency: All Using Agencies

Contract Title: Data Center Services

Contract Period: Beginning August 1, 2021 and Ending July 31, 2026

Commodity Specialist: Raeden Hosler **Telephone:** 717-787-4103 **Email:** rhosler@pa.gov

CHANGE SUMMARY:

This Contract has been revised through the following Contract Change Request Form. See attached.

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

Final Negotiated Cost Submittal

REQUEST FOR PROPOSALS FOR

Data Center Services

RFP 6100050958

Change Request Log

DB_CCR_001 - Effective 10.06.2021

DB_CCR_002 - Effective 11.12.2021

INSTRUCTIONS
GENERAL INSTRUCTIONS FOR COMPLETING THIS WORKBOOK (Tab 1)
The Cost Submittal worksheets contained in this workbook shall constitute the Cost Submittal. Travel and related expenses shall be reimbursed in accordance with <i>Management Directive 230.10 Amended, Commonwealth Travel Policy and Manual 230.1, Commonwealth Travel Procedures Manual</i> .
OFFEROR INFORMATION (Tab 2)
1. Select the Offeror Information tab at the bottom of this page. 2. Complete the highlighted cells in the top portion of the form (all contact information). 3. Offeror Information will appear on all worksheets.
COST SUBMITTAL COMPONENTS (Tab 3 through Tab 5)
1. Please review every tab in this cost submittal. 2. Cells that are highlighted in yellow must be filled in with a number in order to provide the service requested. 3. The Offeror must be able to provide a price in each cell. If the price is left blank, a zero dollar amount will be calculated. **Formulas are embedded within the worksheets, do not attempt to unlock cells. The estimates provided within this appendix are not a guarantee of service to be performed and/or payment under the contract resulting from this RFP.
COST SUBMITTAL SUMMARY (Tab 6)
1. This tab requires no entry of cost data. All data entered on the Cost Submittal worksheets will automatically populate the Cost Submittal Summary tab. 2. The Commonwealth will consider the costs for the Base Term of the Contract (5 years) in the evaluation of Cost. 3. Invited Options and Offered Options will not be evaluated in 6. <i>Summary</i> .
Note:
Do not include any pricing data in any portion of the Technical Submittal. Pricing data is defined as any information related to, directly or indirectly, the Offeror's proposed charges for services and deliverables. Pricing data consists of, but is not limited to, costs, fees, prices, rates, bonuses, discounts, rebates, or the identification of free services, labor or materials. The cost submittal must be submitted as presented by the Commonwealth and must not be altered in any way. Do not include any reiteration of the technical proposal in the cost submittal.

Offeror Information - RFP 6100050958

Offeror Contact Information	
OFFEROR NAME	CONTACT PERSON
DataBank Holdings Ltd.	Tyal Prince
OFFEROR ADDRESS	EMAIL ADDRESS
35 Summit Park Dr. Pittsburgh, PA 15275	Tprince@datbank.com
	PHONE NUMBER
	412-367-2473
	SAP VENDOR NUMBER (IF AVAILABLE)
	544477
	FEDERAL TAX ID
	83-0409949

Offeror Contact Information	
OFFEROR NAME	CONTACT PERSON
Databank Holdings Ltd	Tyral Prince
OFFEROR ADDRESS	EMAIL ADDRESS
35 Summit Park Dr	tyral@ databank.com
	PHONE NUMBER
	415-361-2813
	SAP VENDOR #
	634427
	FEDERAL TAX ID
	85-069549

NOTES
 Estimated Quantities are for evaluation purposes only and do not guarantee payment.
 Offerors whose floor space does not require an upgrade to meet the 2000 pound static load requirement for 50% of space may place a zero in cell C23.

ONE TIME COSTS			
Cage Buildout Services (I-5.A.)	Quantity	Deliverable Cost	Total Cost
Custom Secure Cage Set-Up, supports up to 50 Cabinets	1	\$25,446.82	\$25,446.82

Floor Capacity Upgrade, as required (I-4G.6)	Quantity	Non-recurring (one-time) cost	Total (one-time)
50% of proposed floor space upgraded to 2,800 pound rating	1	\$3,000.00	\$3,000.00

Power Circuit Provisioning (I-4G.7)	Quantity	One-time cost	Total Cost
208 VAC 20 Amp Circuit (Single-Phase), terminated to a single receptacle	2	\$400.00	\$800.00
208 VAC 30 Amp Circuit (Single-Phase), terminated to a single receptacle	5	\$475.00	\$2,375.00
208 VAC 60 Amp Circuit (Single-Phase), terminated to a single receptacle	22	\$700.00	\$15,400.00
208 VAC 30 Amp Circuit (Three-Phase), terminated to a single receptacle	1	\$900.00	\$900.00
208 VAC 50 Amp Circuit (Three-Phase), terminated to a single receptacle	6	\$1,000.00	\$6,000.00
208 VAC 60 Amp Circuit (Three-Phase), terminated to a single receptacle	4	\$1,000.00	\$4,000.00
110 VAC Circuit, terminated to a single receptacle	2	\$400.00	\$800.00
Total Power Circuit Cost - One time cost Year 1			\$30,275.00

Other Services - Installation of CoPA-provided cabinets (I-4G.5)	Quantity (estimated)	Non-recurring (one-time) cost	Total (One Time)
Cabinet Installation and Grounding Services (years 1-5)	30	\$100.00	\$3,000.00
Cabinet Installation and Grounding Services (years 6-10)	10	\$100.00	\$1,000.00

MONTHLY COSTS (I-4 M., J., & K.)												
Cost per Tier / Base Years 1-5	Reserve Power (kW)	Price per kW (Year 1)	Total (Monthly)	Price per kW (Year 2)	Total (Monthly - Year 2)	Price per kW (Year 3)	Total (Monthly - Year 3)	Price per kW (Year 4)	Total (Monthly - Year 4)	Price per kW (Year 5)	Total (Monthly - Year 5)	Total Base Years 1-5
24 Cabinets (Reserve Power - 120kW)	120	\$155.00	\$18,600.00	\$159.65	\$19,158.00	\$164.44	\$19,732.74	\$169.37	\$20,324.72	\$174.45	\$20,934.46	\$1,184,999.11
30 Cabinets (Reserve Power - 150kW)	150	\$150.00	\$22,500.00	\$154.50	\$23,175.00	\$159.14	\$23,870.25	\$163.91	\$24,586.36	\$168.83	\$25,323.95	\$1,433,466.67
35 Cabinets (Reserve Power - 175kW)	175	\$145.00	\$25,375.00	\$149.35	\$26,136.25	\$153.83	\$26,920.34	\$158.45	\$27,727.95	\$163.20	\$28,559.79	\$1,616,631.85
40 Cabinets (Reserve Power - 200kW)	200	\$140.00	\$28,000.00	\$144.20	\$28,840.00	\$148.53	\$29,705.20	\$152.98	\$30,596.36	\$157.57	\$31,514.25	\$1,783,869.63
45 Cabinets (Reserve Power - 225kW)	225	\$135.00	\$30,375.00	\$139.05	\$31,286.25	\$143.22	\$32,224.84	\$147.52	\$33,191.58	\$151.94	\$34,187.33	\$1,935,180.00
50 Cabinets (Reserve Power - 250kW)	250	\$130.00	\$32,500.00	\$133.90	\$33,475.00	\$137.92	\$34,479.25	\$142.05	\$35,513.63	\$146.32	\$36,579.04	\$2,070,562.97

Cost per Tier / Optional Years 6-10	Reserve Power (kW)	Price per kW (Year 6)	Total (Monthly - Year 6)	Price per kW (Year 7)	Total (Monthly - Year 7)	Price per kW (Year 8)	Total (Monthly - Year 8)	Price per kW (Year 9)	Total (Monthly - Year 9)	Price per kW (Year 10)	Total (Monthly - Year 10)	Total Option Years 6-10 (5 Years)
24 Cabinets (Reserve Power - 120kW)	120	\$179.69	\$21,562.50	\$185.08	\$22,209.37	\$190.63	\$22,875.65	\$196.35	\$23,561.92	\$202.24	\$24,268.78	\$1,373,738.75
30 Cabinets (Reserve Power - 150kW)	150	\$173.89	\$26,083.67	\$179.11	\$26,866.18	\$184.48	\$27,672.16	\$190.02	\$28,502.33	\$195.72	\$29,357.40	\$1,661,780.75
35 Cabinets (Reserve Power - 175kW)	175	\$168.09	\$29,416.58	\$173.14	\$30,299.08	\$178.33	\$31,208.05	\$183.68	\$32,144.29	\$189.19	\$33,108.62	\$1,874,119.40
40 Cabinets (Reserve Power - 200kW)	200	\$162.30	\$32,459.67	\$167.17	\$33,433.46	\$172.18	\$34,436.47	\$177.35	\$35,469.56	\$182.67	\$36,533.65	\$2,067,993.82
45 Cabinets (Reserve Power - 225kW)	225	\$156.50	\$35,212.95	\$161.20	\$36,269.34	\$166.03	\$37,357.42	\$171.01	\$38,478.14	\$176.14	\$39,632.49	\$2,243,404.01
50 Cabinets (Reserve Power - 250kW)	250	\$150.71	\$37,676.41	\$155.23	\$38,806.70	\$159.88	\$39,970.90	\$164.68	\$41,170.03	\$169.62	\$42,405.13	\$2,400,349.97

Power Cost (estimated)	Estimated % of Licensed Primary kW	Estimated kW Load (based on Reserve Power 150 kW Years 1-5; 200 kW Years 6-10)	Average Hours per Month	Estimated kWh/Month Usage	Enter Current PUC Cost per kWh	Enter PUE (Cooling Factor)	Monthly Power Cost (estimated)	Total Power Cost
Kilowatt Hour Power Usage (Billed as Actual Usage) estimated for Base Years 1 - 5	60%	90	730	65,700	\$0.0475	1.40	\$4,369.05	\$262,143.00
Kilowatt Hour Power Usage (Billed as Actual Usage) estimated for Optional Years 6 - 10	60%	120	730	87,600	\$0.0475	1.40	\$5,825.40	\$349,524.00

Remote Hands Services / Base Years 1 - 5	Quantity in Hours per year (estimated)	Hourly Rate (Year 1)	Total (Year 1)	Hourly Rate (Year 2)	Total (Year 2)	Hourly Rate (Year 3)	Total (Year 3)	Hourly Rate (Year 4)	Total (Year 4)	Hourly Rate (Year 5)	Total (Year 5)	Total Base Years (Year 5)
Remote Hands Service (per hour - billed in 15 minute increments)	120	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$45,000.00
Remote Hands Service (per hour - billed in 15 minute increments)	200	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75,000.00
Remote Hands Service (per hour - billed in 15 minute increments)	300	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$112,500.00

Remote Hands Services / Optional Years 6 - 10	Quantity in Hours per year (estimated)	Hourly Rate (Year 6)	Total (Year 6)	Hourly Rate (Year 7)	Total (Year 7)	Hourly Rate (Year 8)	Total (Year 8)	Hourly Rate (Year 9)	Total (Year 9)	Hourly Rate (Year 10)	Total (Year 10)	Total Base Years (Option Years)
Remote Hands Service (per hour - billed in 15 minute increments)	120	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$45,000.00
Remote Hands Service (per hour - billed in 15 minute increments)	200	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75,000.00
Remote Hands Service (per hour - billed in 15 minute increments)	300	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$112,500.00

Cross Connect Services / Base Years 1 - 5	Quantity (estimated)	One-time per Unit cost - if applicable Year 1	Monthly per Unit cost - if applicable Year 1	Total Year 1	One-time per Unit cost - if applicable Year 2	Monthly per Unit cost - if applicable Year 2	Total Year 2	One-time per Unit cost - if applicable Year 3	Monthly per Unit cost - if applicable Year 3	Total Year 3	One-time per Unit cost - if applicable Year 4	Monthly per Unit cost - if applicable Year 4	Total Year 4	One-time per Unit cost - if applicable Year 5	Monthly per Unit cost - if applicable Year 5	Total Year 5	Total Base Years (1-5)
Cross Connect Services (Fiber)	8	\$75.00	\$150.00	\$15,000.00	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$72,600.00
Cross Connect Services (CAT 6)	4	\$75.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$36,000.00
Cross Connect Services (POTS)	2	\$75.00	\$150.00	\$3,750.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$18,150.00
																	\$127,050.00

Cross Connect Services / Optional Years 6 - 10	Quantity (estimated)	One-time per Unit cost - if applicable Year 6	Monthly per Unit cost - if applicable Year 6	Total Year 6	One-time per Unit cost - if applicable Year 7	Monthly per Unit cost - if applicable Year 7	Total Year 7	One-time per Unit cost - if applicable Year 8	Monthly per Unit cost - if applicable Year 8	Total Year 8	One-time per Unit cost - if applicable Year 9	Monthly per Unit cost - if applicable Year 9	Total Year 9	One-time per Unit cost - if applicable Year 10	Monthly per Unit cost - if applicable Year 10	Total Year 10	Total Base Years (1-5)
Cross Connect Services (Fiber)	8	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$72,000.00
Cross Connect Services (CAT 6)	4	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$36,000.00
Cross Connect Services (POTS)	2	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$18,000.00
																	\$126,000.00

Offeror Contact Information	
OFFEROR NAME	CONTACT PERSON
DataBank Holdings Ltd.	Tyal Prince
OFFEROR ADDRESS	EMAIL ADDRESS
35 Summit Park Dr.	Tprince@atabank.com
	PHONE NUMBER
	412-367-2473
	SAP VENDOR #
	544477
	FEDERAL TAX ID
	83-0409949

NOTES

Invited Options are items or services requested by the Commonwealth; pricing is excluded from the evaluation process. Invited Options will be exercised at the sole discretion of the Commonwealth. Offerors shall provide a proposal for each of the Invited Options. Estimated Quantities are for evaluation purposes only and do not guarantee payment.

Network Services Options (I-4. H. Communications, Network Connectivity, and Internet)

Network Provider	On-Net - yes or no	One-time cost per Unit (if applicable)	Monthly per Unit cost (if applicable)
DataBank 1G	Yes	\$0.00	\$1,100.00
DataBank 10G	Yes	\$0.00	\$10,500.00
DataBank 40G	Yes	\$0.00	\$40,000.00
CenturyLink/Level 3/Lumen	Yes	N/A	N/A
Comcast	Yes	N/A	N/A
Crown Castle/Lighttower Fiber Networks	Yes	N/A	N/A
Verizon/XO	Yes	N/A	N/A
DQE Communications	Yes	N/A	N/A
AT&T	Yes	N/A	N/A
Cogent	No	N/A	N/A
Armstrong	No	N/A	N/A
Consolidated Communications	No	N/A	N/A
Telia	No	N/A	N/A
Windstream	No	N/A	N/A
Segra/Lumos Networks	No	N/A	N/A
Zayo	No	N/A	N/A
Atlantic Broadband	No	N/A	N/A

Cloud Service Provider (CSP) On-Ramp Services (I-4. I. CSP Connection Services)

Service Type	One-time cost per Unit (if applicable)	Monthly per Unit cost (if applicable)
Megaport	N/A	N/A
Zayo Cloud Connect	N/A	N/A
Crown Castle Cross Connect	N/A	N/A
DataBank Cloud Connect	N/A	N/A

Remote Hands Options (I-4. J. Remote Hands Service)

Remote Hands	Total per year (Years 1-5)	Total per year (Years 6-10)
Remote Hands Service (unlimited hours per year) <Add Descripton>		
Remote Hands Service (unlimited hours per year) <Add Descripton>		

Cabinet Purchase Options (I-4. L. Offeror Supplied Cabinets)

Cabinet Type	Quantity	Non-recurring (one-time) cost	Total (one-time)
Wright Line Cabinet part # JW963040; 96" H x 30" W x 40" D; welded Paramount Steel frame; Black	1		\$0.00
APC 48U #AR3307W 89" H x 24" W x 48" D	1	\$2,500.00	\$2,500.00
<Other Cabinet Options if available - add lines if needed>	1		\$0.00
<Other Cabinet Options if available - add lines if needed>	1		\$0.00
<Other Cabinet Options if available - add lines if needed>	1		\$0.00
<Other Cabinet Options if available - add lines if needed>	1		\$0.00

Offeror Contact Information	
OFFEROR NAME	CONTACT PERSON
DataBank Holdings Ltd.	Tyal Prince
OFFEROR ADDRESS	EMAIL ADDRESS
35 Summit Park Dr.	Tprince@ databank.com
	PHONE NUMBER
	412-367-2473
	SAP VENDOR #
	544477
	FEDERAL TAX ID
	83-0409949

NOTES

An Offered Option is an item or service that is not identified by the RFP but may be included in the Offeror's proposal. Offered Options will be exercised at the sole discretion of the Commonwealth. Offerors are not obligated to included Offered Options in the proposal.

Value-Added Services (1-4. N. Value-Added Services)		
Service Type	One-time cost per Unit (if applicable)	Monthly per Unit cost (if applicable)
Example: Cold/Hot Aisle Containment		
Cold/Hot Aisle Containment	\$0.00	\$0.00
Biometric Access Reader	\$250.00	\$250.00
DataBank Portal Access	\$0.00	\$0.00
Parking on PIT2 Campus	\$0.00	\$0.00
Conference Room Access	\$0.00	\$0.00
* Managed Security: Managed Anti-Virus, File Integrity Monitoring, Managed Firewalls, Configuration Scanning, Two-Factor Authentication, Log Management, External/Internal Vulnerability Scanning	Depends on Requirements	Depends on Requirements
* Disaster Recovery as a Service (DRaaS), DataBank Cloud Connect Backup	Depends on Requirements	Depends on Requirements
* Managed IDS/IPS Security, Managed DDoS Mitigation	Depends on Requirements	Depends on Requirements
* Storage as a Service (STaaS)	Depends on Requirements	Depends on Requirements
* Enterprise Cloud	Depends on Requirements	Depends on Requirements
* Managed Enterprise Cloud / Compliant Cloud	Depends on Requirements	Depends on Requirements

* The use of these services will require additional CoPA OA Technical, Compliance, and Contract Review as well as an agreed to CCR prior to enablement.

CloudLink Cloud Connect - AWS - US East Northern VA	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - US East OH	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - US West OR	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - US West CA	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - GovCloud West	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - GovCloud East	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - US East Northern VA	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - US East OH	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - US West OR	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - US West CA	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - GovCloud West	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - GovCloud East	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - US East Northern VA	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60
CloudLink Cloud Connect - AWS - US East OH	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60
CloudLink Cloud Connect - AWS - US West OR	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60
CloudLink Cloud Connect - AWS - US West CA	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60
CloudLink Cloud Connect - AWS - GovCloud West	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60
CloudLink Cloud Connect - AWS - GovCloud East	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60

Power Distribution Units (PDU) Purchase	Brand	Type	Model	Position	Phase	Input	One-time cost	Monthly per Unit cost
208 VAC 20 Amp Circuit (Single-Phase)	APC	ATS	AP4434	Horizontal	Single	C20	\$ 1,100.00	\$ -
208 VAC 20 Amp Circuit (Single-Phase)	APC	Metered PDU	AP8459NA3	Vertical	Single	L6-20P	\$ 1,100.00	\$ -
208 VAC 20 Amp Circuit (Single-Phase)	APC	Metered PDU	AP8858NA3	Vertical	Single	L6-20P	\$ 469.00	\$ -
208 VAC 30 Amp Circuit (Single-Phase)	APC	Metered PDU	AP8841	Vertical	Single	L6-30	\$ 629.00	\$ -
208 VAC 30 Amp Circuit (Single-Phase)	APC	Metered PDU	AP8441	Vertical	Single	L6-30P	\$ 1,275.00	\$ -
208 VAC 30 Amp Circuit (Single-Phase)	APC	Switched PDU	AP8941	Vertical	Single	L6-30P	\$ 1,050.00	\$ -
208 VAC 30 Amp Circuit (Single-Phase)	APC	ATS	AP4432	Horizontal	Single	L6-30P	\$ 1,375.00	\$ -
EMI105-06 G3 Metered Input	Eaton						\$ 1,392.00	\$ -

Note:

Leased Power Distribution Units (PDU) - 5 Year Lease Term	Brand	Type	Model	Position	Phase	Input	One-time cost	Monthly per Unit cost - 5 Year
208 VAC 20 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8459NA3	Vertical	Single	L6-20P	\$ -	\$ 115.00
208 VAC 20 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8858NA3	Vertical	Single	L6-20P	\$ -	\$ 50.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8841	Vertical	Single	L6-30	\$ -	\$ 45.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8441	Vertical	Single	L6-30P	\$ -	\$ 60.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Switched PDU	AP8941	Vertical	Single	L6-30P	\$ -	\$ 70.00
EMI105-06 G3 Metered Input	Eaton						\$ -	\$ 50.00

Note: All 5 year terms.

Leased Power Distribution Units (PDU) - 1 Year Lease Term	Brand	Type	Model	Position	Phase	Input	One-time cost	Monthly per Unit cost - 1 Year
208 VAC 20 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8459NA3	Vertical	Single	L6-20P	\$ -	\$ 230.00
208 VAC 20 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8858NA3	Vertical	Single	L6-20P	\$ -	\$ 100.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8841	Vertical	Single	L6-30	\$ -	\$ 90.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8441	Vertical	Single	L6-30P	\$ -	\$ 120.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Switched PDU	AP8941	Vertical	Single	L6-30P	\$ -	\$ 140.00
EMI105-06 G3 Metered Input	Eaton						\$ -	\$ 150.00

Note: All 1 year terms.

Cabinet Purchase Options (I-4. L. Offeror Supplied Cabinets)			
Cabinet Type	Quantity	Non-recurring (one-time) cost	Total (one-time)
Wright Line Cabinet part # JW963040; 96" H x 30" W x 40" D; welded Paramount Steel frame; Black	1	\$1,956.20	\$1,956.20
AR3357W Cabinets NetShelter SX 48U 750mm Wide x 1200mm; Black	1	\$2,420.00	\$2,420.00

Note:

Cabinet Lease Options (I-4. L. Offeror Supplied Cabinets) - 5 Year Lease Term

Cabinet Type	Quantity	Monthly per Unit cost (Term needs added)	Total 1 Year
Wright Line Cabinet part # JW963040; 96" H x 30" W x 40" D; welded Paramount Steel frame; Black	1	\$50.00	\$600.00
AR3357W Cabinets NetShelter SX 48U 750mm Wide x 1200mm; Black	1	\$55.00	\$660.00
Note: All 5 year terms.			

Cabinet Lease Options (I-4, L Offeror Supplied Cabinets) - 1 Year Lease Term			
Cabinet Type	Quantity	Monthly per Unit cost (Term needs added)	Total 1 Year
Wright Line Cabinet part # JW963040; 96" H x 30" W x 40" D; welded Paramount Steel frame; Black	1	\$200.00	\$2,400.00
AR3357W Cabinets NetShelter SX 48U 750mm Wide x 1200mm; Black	1	\$250.00	\$3,000.00
Note: All 1 Year Terms			

Final Negotiated Cost Submittal Cost Submittal Summary - RFP 6100050958

Offeror Contact Information	
OFFEROR NAME	CONTACT PERSON
DataBank Holdings Ltd.	Tyal Prince
OFFEROR ADDRESS	EMAIL ADDRESS
35 Summit Park Dr.	Tprince@ databank.com
	PHONE NUMBER
	412-367-2473
	SAP VENDOR #
	544477
	FEDERAL TAX ID
	83-0409949

NOTES

Base Term calculations include installation and power capacity for 30 Cabinets (150 kW Reserve Power), 200 hours of Remote Hands Service, and estimates for Power (Circuits and Usage) and Cross Connect Services contained in the *Base Cost* worksheet.

Optional Years calculations include installation of 10 additional cabinets, power capacity for 40 Cabinets (200 kW Reserve Power), 200 hours of Remote Hands Service, and estimates for Power (Circuits and Usage) and Cross Connect Services contained in the *Base Cost* worksheet.

Estimated Quantities are for evaluation purposes only and do not guarantee payment.

Base Term (Years 1-5)	
One Time Costs	
Cage Buildout Services	\$ 25,446.82
Floor Capacity Upgrade Services	\$ 3,000.00
Power Circuit Provisioning	\$ 30,275.00
Cabinet - Installation Only	\$ 3,000.00
Monthly Costs	
Cost per Tier - 30 Cabinets (Reserve Power - 150kW)	\$ 1,433,466.67
Power Cost (estimated)	\$ 262,143.00
Cross Connects (estimated)	\$ 127,050.00
Remote Hands Service (200 hours/year)	\$ 75,000.00
TOTAL BASE TERM COSTS	\$ 1,959,381.49

Optional Years (Years 6-10)	
One Time Costs	
Cabinet - Installation Only	\$ 1,000.00
Monthly Costs	
Cost per Tier - 40 Cabinets (Reserve Power - 200 kW)	\$ 2,067,993.82
Power Cost (estimated)	\$ 349,524.00
Cross Connects (estimated)	\$ 126,000.00
Remote Hands Service (200 hours/year)	\$ 75,000.00
TOTAL OPTION TERM COSTS	\$ 2,619,517.82

Total Cost Summary	
Base Term (5 years)	\$ 1,959,381.49
Optional Renewal Term (5 years)	\$ 2,619,517.82
Total Cost (10 years)	\$ 4,578,899.31

CCR Additions

Product Code	Long Description	Type (MRC/NRC)	Cost \$	Service Interval (Business Days)	CCR #	Effective Date
DB-CC-EXT	Miscellaneous Cross Connect Extension Cost – Requires attachment to the order with product itemization from Supplier.	NRC	\$1.00	21 days	DB_CCR_001	10.06.2021
DB-CC-ACM	Fiber Cross Connect - Required for cross connects that occur at the Pittsburgh Allegeheny Center Mall (ACM) location.	NRC	\$ 75.00	21 days	DB_CCR_002	11.12.2021
DB-CC-ACM	Fiber Cross Connect - Required for cross connects that occur at the Pittsburgh Allegeheny Center Mall (ACM) location.	MRC	\$ 200.00	n/a	DB_CCR_002	11.12.2021

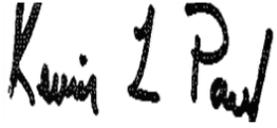
Contract Change Request Form

Change Request Number and Name:	DB_CCR_002 – ACM - Cross Connect - Product Addition	Related CR/Contract, PCR, Contract Section #:	4400024655			
Date Created:	11/03/2021	Date Submitted to COPA:	11/10/2021			
Description (Brief):	The purpose of this change request is to add an additional fiber Cross Connect product to the DataBank service catalog to be used when fiber cross connects are required at the Pittsburgh Allegheny Center Mall (ACM) location. The fiber cross connect will be single mode fiber.					
Priority:	<input checked="" type="checkbox"/> URGENT		<input type="checkbox"/> ORDINARY		<input type="checkbox"/> LOW	
Status: (Please Check)	Approved <input type="checkbox"/>	Pending <input type="checkbox"/>	Rejected <input type="checkbox"/>	Cancelled <input type="checkbox"/>	Completed <input type="checkbox"/>	On Hold <input type="checkbox"/>
Category: (Please Check)	Data Ops <input type="checkbox"/>	Voice Ops <input type="checkbox"/>	Security <input type="checkbox"/>	ITSM <input type="checkbox"/>	Support <input type="checkbox"/>	Wireless <input type="checkbox"/>
REQUESTOR INFORMATION						
Requestor:	Jake Zupancic					
Requestor Email:	JZupancic@databank.com					
Requestor Phone Number:	(317) 979-5112					
Date Change Requested:	11/3/2021					
COPA CONTACT INFORMATION						
COPA Contact:	Tom Schwartz					
COPA Email:	thschwartz@pa.gov					
COPA Phone Number:	717-214-4188					
Date Submitted:	11/3/2021					
Target Date:	11/8/2021					
SERVICES AFFECTED						
Service Name:	See Below					
Product Code:	Code:	<input checked="" type="checkbox"/> New Service		<input type="checkbox"/> Change Existing Service		
FOR EACH PRODUCT CODE						
Unit Price:	Fixed NRC and MRC					
Amt of Increase/Decrease:						
<input type="checkbox"/> Increase * – (Reference Cost Impact Study)	<input type="checkbox"/> Decrease * - (Reference Cost Impact Study)	<input type="checkbox"/> Revised	<input type="checkbox"/> New Catalog Entry – Add new codes to Product Cat.	<input type="checkbox"/> No Unit Price Change		
COST IMPACT						
Cost Impact – (None, brief description or attached doc):	Product Code	Long Description	Type	Unit Price	Interval	
	DB-CC-ACM	Fiber Cross Connect (Single Mode Fiber) used for ACM facility – one time charge	NRC	\$ 75.00	21 days	
	DB-CC-ACM	Fiber Cross Connect (Single Mode Fiber) used for ACM facility – monthly charge	MRC	\$ 200.00	n/a	
Technology: (check all that apply):	<input type="checkbox"/> New		<input type="checkbox"/> Revised		<input type="checkbox"/> Hardware	<input type="checkbox"/> Software
SAP Account Information, if applicable:	SAP Fund:			SAP Cost Center:		
Performance Impact:	The service will allow the fiber cross connections at the Pittsburgh Allegheny Center Mall (ACM) location.					
Business Justification:	The service will provide the Commonwealth additional connection capabilities within the Allegheny Center Mall (ACM) location.					
(*) NOTE: All statements that affect billing must be immediately forwarded to the Comptroller upon acceptance						

OA/OIT – Contract Compliance – Contract Change Control Procedures

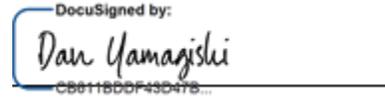
DB_CCR_002 – ACM - Cross Connect - Product Addition

Commonwealth of PA



Kevin Paul, Director
Bureau of Service Value Management
Date: 11/12/2021

Supplier Signing Authority



Daniel Yamagishi, General Counsel
DataBank
Date: 11/12/2021



Parent Contract Number: 6100050958
SAP/SRM Contract Number: 4400024655
Change Number: 3
Change Effective Date : 02/22/2022

Using Agency: All Using Agencies

Contract Title: Data Center Services

Contract Period: Beginning August 1, 2021 and Ending July 31, 2026

Commodity Specialist: Raeden Hosler **Telephone:** 717-787-4103 **Email:** rhosler@pa.gov

CHANGE SUMMARY:

This Contract has been revised through the following Contract Change Request Form. See attached.

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

Final Negotiated Cost Submittal

REQUEST FOR PROPOSALS FOR Data Center Services

RFP 6100050958

Change Request Log

DB_CCR_001 - Effective 10.06.2021

DB_CCR_002 - Effective 11.12.2021

DB_CCR_003 - Effective 02.22.2022

INSTRUCTIONS
GENERAL INSTRUCTIONS FOR COMPLETING THIS WORKBOOK (Tab 1)
The Cost Submittal worksheets contained in this workbook shall constitute the Cost Submittal. Travel and related expenses shall be reimbursed in accordance with <i>Management Directive 230.10 Amended, Commonwealth Travel Policy and Manual 230.1, Commonwealth Travel Procedures Manual</i> .
OFFEROR INFORMATION (Tab 2)
1. Select the Offeror Information tab at the bottom of this page. 2. Complete the highlighted cells in the top portion of the form (all contact information). 3. Offeror Information will appear on all worksheets.
COST SUBMITTAL COMPONENTS (Tab 3 through Tab 5)
1. Please review every tab in this cost submittal. 2. Cells that are highlighted in yellow must be filled in with a number in order to provide the service requested. 3. The Offeror must be able to provide a price in each cell. If the price is left blank, a zero dollar amount will be calculated. **Formulas are embedded within the worksheets, do not attempt to unlock cells. The estimates provided within this appendix are not a guarantee of service to be performed and/or payment under the contract resulting from this RFP.
COST SUBMITTAL SUMMARY (Tab 6)
1. This tab requires no entry of cost data. All data entered on the Cost Submittal worksheets will automatically populate the Cost Submittal Summary tab. 2. The Commonwealth will consider the costs for the Base Term of the Contract (5 years) in the evaluation of Cost. 3. Invited Options and Offered Options will not be evaluated in 6. <i>Summary</i> .
Note:
Do not include any pricing data in any portion of the Technical Submittal. Pricing data is defined as any information related to, directly or indirectly, the Offeror's proposed charges for services and deliverables. Pricing data consists of, but is not limited to, costs, fees, prices, rates, bonuses, discounts, rebates, or the identification of free services, labor or materials. The cost submittal must be submitted as presented by the Commonwealth and must not be altered in any way. Do not include any reiteration of the technical proposal in the cost submittal.

Offeror Information - RFP 6100050958

Offeror Contact Information	
OFFEROR NAME	CONTACT PERSON
DataBank Holdings Ltd.	Tyal Prince
OFFEROR ADDRESS	EMAIL ADDRESS
35 Summit Park Dr. Pittsburgh, PA 15275	Tprince@databank.com
	PHONE NUMBER
	412-367-2473
	SAP VENDOR NUMBER (IF AVAILABLE)
	544477
	FEDERAL TAX ID
	83-0409949

Offeror Contact Information	
OFFEROR NAME	CONTACT PERSON
Databank Holdings Ltd	Tyral Prince
OFFEROR ADDRESS	EMAIL ADDRESS
35 Summit Park Dr	tyral@ databank.com
	PHONE NUMBER
	415-361-2819
	SAP VENDOR #
	614427
	FEDERAL TAX ID
	85-069949

NOTES
 Estimated Quantities are for evaluation purposes only and do not guarantee payment.
 Offerors whose floor space does not require an upgrade to meet the 2800 pound static load requirement for 50% of space may place a zero in cell C23.

ONE TIME COSTS			
Cage Buildout Services (I-5.A.)	Quantity	Deliverable Cost	Total Cost
Custom Secure Cage Set-Up, supports up to 50 Cabinets	1	\$25,446.82	\$25,446.82

Floor Capacity Upgrade, as required (I-4G.6)	Quantity	Non-recurring (one-time) cost	Total (one-time)
50% of proposed floor space upgraded to 2,800 pound rating	1	\$3,000.00	\$3,000.00

Power Circuit Provisioning (I-4G.7)	Quantity	One-time cost	Total Cost
208 VAC 20 Amp Circuit (Single-Phase), terminated to a single receptacle	2	\$400.00	\$800.00
208 VAC 30 Amp Circuit (Single-Phase), terminated to a single receptacle	5	\$475.00	\$2,375.00
208 VAC 60 Amp Circuit (Single-Phase), terminated to a single receptacle	22	\$700.00	\$15,400.00
208 VAC 30 Amp Circuit (Three-Phase), terminated to a single receptacle	1	\$900.00	\$900.00
208 VAC 50 Amp Circuit (Three-Phase), terminated to a single receptacle	6	\$1,000.00	\$6,000.00
208 VAC 60 Amp Circuit (Three-Phase), terminated to a single receptacle	4	\$1,000.00	\$4,000.00
110 VAC Circuit, terminated to a single receptacle	2	\$400.00	\$800.00
Total Power Circuit Cost - One time cost Year 1			\$30,275.00

Other Services - Installation of CoPA-provided cabinets (I-4G.5)	Quantity (estimated)	Non-recurring (one-time) cost	Total (One Time)
Cabinet Installation and Grounding Services (years 1-5)	30	\$100.00	\$3,000.00
Cabinet Installation and Grounding Services (years 6-10)	10	\$100.00	\$1,000.00

MONTHLY COSTS (I-4 M, J, & K)												
Cost per Tier / Base Years 1-5	Reserve Power (kW)	Price per kW (Year 1)	Total (Monthly)	Price per kW (Year 2)	Total (Monthly - Year 2)	Price per kW (Year 3)	Total (Monthly - Year 3)	Price per kW (Year 4)	Total (Monthly - Year 4)	Price per kW (Year 5)	Total (Monthly - Year 5)	Total Base Years 1-5
24 Cabinets (Reserve Power - 120kW)	120	\$155.00	\$18,600.00	\$159.65	\$19,158.00	\$164.44	\$19,732.74	\$169.37	\$20,324.72	\$174.45	\$20,934.46	\$1,184,999.11
30 Cabinets (Reserve Power - 150kW)	150	\$150.00	\$22,500.00	\$154.50	\$23,175.00	\$159.14	\$23,870.25	\$163.91	\$24,586.36	\$168.83	\$25,323.95	\$1,433,466.67
35 Cabinets (Reserve Power - 175kW)	175	\$145.00	\$25,375.00	\$149.35	\$26,136.25	\$153.83	\$26,920.34	\$158.45	\$27,727.95	\$163.20	\$28,559.79	\$1,616,631.85
40 Cabinets (Reserve Power - 200kW)	200	\$140.00	\$28,000.00	\$144.20	\$28,840.00	\$148.53	\$29,705.20	\$152.98	\$30,596.36	\$157.57	\$31,514.25	\$1,783,869.63
45 Cabinets (Reserve Power - 225kW)	225	\$135.00	\$30,375.00	\$139.05	\$31,286.25	\$143.22	\$32,224.84	\$147.52	\$33,191.58	\$151.94	\$34,187.33	\$1,935,180.00
50 Cabinets (Reserve Power - 250kW)	250	\$130.00	\$32,500.00	\$133.90	\$33,475.00	\$137.92	\$34,479.25	\$142.05	\$35,513.63	\$146.32	\$36,579.04	\$2,070,562.97

Cost per Tier / Optional Years 6-10	Reserve Power (kW)	Price per kW (Year 6)	Total (Monthly - Year 6)	Price per kW (Year 7)	Total (Monthly - Year 7)	Price per kW (Year 8)	Total (Monthly - Year 8)	Price per kW (Year 9)	Total (Monthly - Year 9)	Price per kW (Year 10)	Total (Monthly - Year 10)	Total Option Years 6-10 (5 Years)
24 Cabinets (Reserve Power - 120kW)	120	\$179.69	\$21,562.50	\$185.08	\$22,209.37	\$190.63	\$22,875.65	\$196.35	\$23,561.92	\$202.24	\$24,268.78	\$1,373,738.75
30 Cabinets (Reserve Power - 150kW)	150	\$173.89	\$26,083.67	\$179.11	\$26,866.18	\$184.48	\$27,672.16	\$190.02	\$28,502.33	\$195.72	\$29,357.40	\$1,661,780.75
35 Cabinets (Reserve Power - 175kW)	175	\$168.09	\$29,416.58	\$173.14	\$30,299.08	\$178.33	\$31,208.05	\$183.68	\$32,144.29	\$189.19	\$33,108.62	\$1,874,119.40
40 Cabinets (Reserve Power - 200kW)	200	\$162.30	\$32,459.67	\$167.17	\$33,433.46	\$172.18	\$34,436.47	\$177.35	\$35,469.56	\$182.67	\$36,533.65	\$2,067,993.82
45 Cabinets (Reserve Power - 225kW)	225	\$156.50	\$35,212.95	\$161.20	\$36,269.34	\$166.03	\$37,357.42	\$171.01	\$38,478.14	\$176.14	\$39,632.49	\$2,243,404.01
50 Cabinets (Reserve Power - 250kW)	250	\$150.71	\$37,676.41	\$155.23	\$38,806.70	\$159.88	\$39,970.90	\$164.68	\$41,170.03	\$169.62	\$42,405.13	\$2,400,349.97

Power Cost (estimated)	Estimated % of Licensed Primary kW	Estimated kW Load (based on Reserve Power 150 kW Years 1-5; 200 kW Years 6-10)	Average Hours per Month	Estimated kWh/Month Usage	Enter Current PUC Cost per kWh	Enter PUE (Cooling Factor)	Monthly Power Cost (estimated)	Total Power Cost
Kilowatt Hour Power Usage (Billed as Actual Usage) estimated for Base Years 1 - 5	60%	90	730	65,700	\$0.0475	1.40	\$4,369.05	\$262,143.00
Kilowatt Hour Power Usage (Billed as Actual Usage) estimated for Optional Years 6 - 10	60%	120	730	87,600	\$0.0475	1.40	\$5,825.40	\$499,524.00

Remote Hands Services / Base Years 1 - 5	Quantity in Hours per year (estimated)	Hourly Rate (Year 1)	Total (Year 1)	Hourly Rate (Year 2)	Total (Year 2)	Hourly Rate (Year 3)	Total (Year 3)	Hourly Rate (Year 4)	Total (Year 4)	Hourly Rate (Year 5)	Total (Year 5)	Total Base Years (Year 5)
Remote Hands Service (per hour - billed in 15 minute increments)	120	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$45,000.00
Remote Hands Service (per hour - billed in 15 minute increments)	200	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75,000.00
Remote Hands Service (per hour - billed in 15 minute increments)	300	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$112,500.00

Remote Hands Services / Optional Years 6 - 10	Quantity in Hours per year (estimated)	Hourly Rate (Year 6)	Total (Year 6)	Hourly Rate (Year 7)	Total (Year 7)	Hourly Rate (Year 8)	Total (Year 8)	Hourly Rate (Year 9)	Total (Year 9)	Hourly Rate (Year 10)	Total (Year 10)	Total Base Years (Option Years)
Remote Hands Service (per hour - billed in 15 minute increments)	120	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$45,000.00
Remote Hands Service (per hour - billed in 15 minute increments)	200	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75,000.00
Remote Hands Service (per hour - billed in 15 minute increments)	300	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$112,500.00

Cross Connect Services / Base Years 1 - 5	Quantity (estimated)	One-time per Unit cost - if applicable Year 1	Monthly per Unit cost - if applicable Year 1	Total Year 1	One-time per Unit cost - if applicable Year 2	Monthly per Unit cost - if applicable Year 2	Total Year 2	One-time per Unit cost - if applicable Year 3	Monthly per Unit cost - if applicable Year 3	Total Year 3	One-time per Unit cost - if applicable Year 4	Monthly per Unit cost - if applicable Year 4	Total Year 4	One-time per Unit cost - if applicable Year 5	Monthly per Unit cost - if applicable Year 5	Total Year 5	Total Base Years (1-5)
Cross Connect Services (Fiber)	8	\$75.00	\$150.00	\$15,000.00	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$72,600.00
Cross Connect Services (CAT 6)	4	\$75.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$36,000.00
Cross Connect Services (POTS)	2	\$75.00	\$150.00	\$3,750.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$18,150.00
\$127,050.00																	

Cross Connect Services / Optional Years 6 - 10	Quantity (estimated)	One-time per Unit cost - if applicable Year 6	Monthly per Unit cost - if applicable Year 6	Total Year 6	One-time per Unit cost - if applicable Year 7	Monthly per Unit cost - if applicable Year 7	Total Year 7	One-time per Unit cost - if applicable Year 8	Monthly per Unit cost - if applicable Year 8	Total Year 8	One-time per Unit cost - if applicable Year 9	Monthly per Unit cost - if applicable Year 9	Total Year 9	One-time per Unit cost - if applicable Year 10	Monthly per Unit cost - if applicable Year 10	Total Year 10	Total Base Years (1-5)
Cross Connect Services (Fiber)	8	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$72,000.00
Cross Connect Services (CAT 6)	4	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$36,000.00
Cross Connect Services (POTS)	2	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$18,000.00
\$126,000.00																	

Offeror Contact Information	
OFFEROR NAME	CONTACT PERSON
DataBank Holdings Ltd.	Tyal Prince
OFFEROR ADDRESS	EMAIL ADDRESS
35 Summit Park Dr.	Tprince@databank.com
	PHONE NUMBER
	412-367-2473
	SAP VENDOR #
	544477
	FEDERAL TAX ID
	83-0409949

NOTES

Invited Options are items or services requested by the Commonwealth; pricing is excluded from the evaluation process. Invited Options will be exercised at the sole discretion of the Commonwealth. Offerors shall provide a proposal for each of the Invited Options. Estimated Quantities are for evaluation purposes only and do not guarantee payment.

Network Services Options (I-4. H. Communications, Network Connectivity, and Internet)

Network Provider	On-Net - yes or no	One-time cost per Unit (if applicable)	Monthly per Unit cost (if applicable)
DataBank 1G	Yes	\$0.00	\$1,100.00
DataBank 10G	Yes	\$0.00	\$10,500.00
DataBank 40G	Yes	\$0.00	\$40,000.00
CenturyLink/Level 3/Lumen	Yes	N/A	N/A
Comcast	Yes	N/A	N/A
Crown Castle/Lighttower Fiber Networks	Yes	N/A	N/A
Verizon/XO	Yes	N/A	N/A
DQE Communications	Yes	N/A	N/A
AT&T	Yes	N/A	N/A
Cogent	No	N/A	N/A
Armstrong	No	N/A	N/A
Consolidated Communications	No	N/A	N/A
Telia	No	N/A	N/A
Windstream	No	N/A	N/A
Segra/Lumos Networks	No	N/A	N/A
Zayo	No	N/A	N/A
Atlantic Broadband	No	N/A	N/A

Cloud Service Provider (CSP) On-Ramp Services (I-4. I. CSP Connection Services)

Service Type	One-time cost per Unit (if applicable)	Monthly per Unit cost (if applicable)
MegaPort	N/A	N/A
Zayo Cloud Connect	N/A	N/A
Crown Castle Cross Connect	N/A	N/A
DataBank Cloud Connect	N/A	N/A

Remote Hands Options (I-4. J. Remote Hands Service)

Remote Hands	Total per year (Years 1-5)	Total per year (Years 6-10)
Remote Hands Service (unlimited hours per year) <Add Descripton>		
Remote Hands Service (unlimited hours per year) <Add Descripton>		

Cabinet Purchase Options (I-4. L. Offeror Supplied Cabinets)

Cabinet Type	Quantity	Non-recurring (one-time) cost	Total (one-time)
Wright Line Cabinet part # JW963040; 96" H x 30" W x 40" D; welded Paramount Steel frame; Black	1		\$0.00
APC 48U #AR3307W 89" H x 24" W x 48" D	1	\$2,500.00	\$2,500.00
<Other Cabinet Options if available - add lines if needed>	1		\$0.00
<Other Cabinet Options if available - add lines if needed>	1		\$0.00
<Other Cabinet Options if available - add lines if needed>	1		\$0.00
<Other Cabinet Options if available - add lines if needed>	1		\$0.00

Offeror Contact Information	
OFFEROR NAME	CONTACT PERSON
DataBank Holdings Ltd.	Tyal Prince
OFFEROR ADDRESS	EMAIL ADDRESS
35 Summit Park Dr.	Tprince@atabank.com
	PHONE NUMBER
	412-367-2473
	SAP VENDOR #
	544477
	FEDERAL TAX ID
	83-0409949

NOTES

An Offered Option is an item or service that is not identified by the RFP but may be included in the Offeror's proposal. Offered Options will be exercised at the sole discretion of the Commonwealth. Offerors are not obligated to include Offered Options in the proposal.

Value-Added Services (1-4. N. Value-Added Services)		
Service Type	One-time cost per Unit (if applicable)	Monthly per Unit cost (if applicable)
Example: Cold/Hot Aisle Containment		
Cold/Hot Aisle Containment	\$0.00	\$0.00
Biometric Access Reader	\$250.00	\$250.00
DataBank Portal Access	\$0.00	\$0.00
Parking on PIT2 Campus	\$0.00	\$0.00
Conference Room Access	\$0.00	\$0.00
* Managed Security: Managed Anti-Virus, File Integrity Monitoring, Managed Firewalls, Configuration Scanning, Two-Factor Authentication, Log Management, External/Internal Vulnerability Scanning	Depends on Requirements	Depends on Requirements
* Disaster Recovery as a Service (DRaaS), DataBank Cloud Connect Backup	Depends on Requirements	Depends on Requirements
* Managed IDS/IPS Security, Managed DDoS Mitigation	Depends on Requirements	Depends on Requirements
* Storage as a Service (STaaS)	Depends on Requirements	Depends on Requirements
* Enterprise Cloud	Depends on Requirements	Depends on Requirements
* Managed Enterprise Cloud / Compliant Cloud	Depends on Requirements	Depends on Requirements

* The use of these services will require additional CoPA OA Technical, Compliance, and Contract Review as well as an agreed to CCR prior to enablement.

CloudLink Cloud Connect - AWS - US East Northern VA	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - US East OH	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - US West OR	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - US West CA	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - GovCloud West	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - GovCloud East	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - US East Northern VA	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - US East OH	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - US West OR	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - US West CA	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - GovCloud West	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - GovCloud East	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - US East Northern VA	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60
CloudLink Cloud Connect - AWS - US East OH	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60
CloudLink Cloud Connect - AWS - US West OR	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60
CloudLink Cloud Connect - AWS - US West CA	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60
CloudLink Cloud Connect - AWS - GovCloud West	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60
CloudLink Cloud Connect - AWS - GovCloud East	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60

Power Distribution Units (PDU) Purchase	Brand	Type	Model	Position	Phase	Input	One-time cost	Monthly per Unit cost
208 VAC 20 Amp Circuit (Single-Phase)	APC	ATS	AP4434	Horizontal	Single	C20	\$ 1,100.00	\$ -
208 VAC 20 Amp Circuit (Single-Phase)	APC	Metered PDU	AP8459NA3	Vertical	Single	L6-20P	\$ 1,100.00	\$ -
208 VAC 20 Amp Circuit (Single-Phase)	APC	Metered PDU	AP8858NA3	Vertical	Single	L6-20P	\$ 469.00	\$ -
208 VAC 30 Amp Circuit (Single-Phase)	APC	Metered PDU	AP8841	Vertical	Single	L6-30	\$ 629.00	\$ -
208 VAC 30 Amp Circuit (Single-Phase)	APC	Metered PDU	AP8441	Vertical	Single	L6-30P	\$ 1,275.00	\$ -
208 VAC 30 Amp Circuit (Single-Phase)	APC	Switched PDU	AP8941	Vertical	Single	L6-30P	\$ 1,050.00	\$ -
208 VAC 30 Amp Circuit (Single-Phase)	APC	ATS	AP4432	Horizontal	Single	L6-30P	\$ 1,375.00	\$ -
EMI105-06 G3 Metered Input	Eaton						\$ 1,392.00	\$ -

Note:

Leased Power Distribution Units (PDU) - 5 Year Lease Term	Brand	Type	Model	Position	Phase	Input	One-time cost	Monthly per Unit cost - 5 Year
208 VAC 20 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8459NA3	Vertical	Single	L6-20P	\$ -	\$ 115.00
208 VAC 20 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8858NA3	Vertical	Single	L6-20P	\$ -	\$ 50.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8841	Vertical	Single	L6-30	\$ -	\$ 45.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8441	Vertical	Single	L6-30P	\$ -	\$ 60.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Switched PDU	AP8941	Vertical	Single	L6-30P	\$ -	\$ 70.00
EMI105-06 G3 Metered Input	Eaton						\$ -	\$ 50.00

Note: All 5 year terms.

Leased Power Distribution Units (PDU) - 1 Year Lease Term	Brand	Type	Model	Position	Phase	Input	One-time cost	Monthly per Unit cost - 1 Year
208 VAC 20 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8459NA3	Vertical	Single	L6-20P	\$ -	\$ 230.00
208 VAC 20 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8858NA3	Vertical	Single	L6-20P	\$ -	\$ 100.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8841	Vertical	Single	L6-30	\$ -	\$ 90.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8441	Vertical	Single	L6-30P	\$ -	\$ 120.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Switched PDU	AP8941	Vertical	Single	L6-30P	\$ -	\$ 140.00
EMI105-06 G3 Metered Input	Eaton						\$ -	\$ 150.00

Note: All 1 year terms.

Cabinet Purchase Options (I-4. L. Offeror Supplied Cabinets)			
Cabinet Type	Quantity	Non-recurring (one-time) cost	Total (one-time)
Wright Line Cabinet part # JW963040; 96" H x 30" W x 40" D; welded Paramount Steel frame; Black	1	\$1,956.20	\$1,956.20
AR3357W Cabinets NetShelter SX 48U 750mm Wide x 1200mm; Black	1	\$2,420.00	\$2,420.00

Note:

Cabinet Lease Options (I-4. L. Offeror Supplied Cabinets) - 5 Year Lease Term

Cabinet Type	Quantity	Monthly per Unit cost (Term needs added)	Total 1 Year
Wright Line Cabinet part # JW963040; 96" H x 30" W x 40" D; welded Paramount Steel frame; Black	1	\$50.00	\$600.00
AR3357W Cabinets NetShelter SX 48U 750mm Wide x 1200mm; Black	1	\$55.00	\$660.00
Note: All 5 year terms.			

Cabinet Lease Options (I-4, L Offeror Supplied Cabinets) - 1 Year Lease Term			
Cabinet Type	Quantity	Monthly per Unit cost (Term needs added)	Total 1 Year
Wright Line Cabinet part # JW963040; 96" H x 30" W x 40" D; welded Paramount Steel frame; Black	1	\$200.00	\$2,400.00
AR3357W Cabinets NetShelter SX 48U 750mm Wide x 1200mm; Black	1	\$250.00	\$3,000.00
Note: All 1 Year Terms			

Final Negotiated Cost Submittal Cost Submittal Summary - RFP 6100050958

Offeror Contact Information	
OFFEROR NAME	CONTACT PERSON
DataBank Holdings Ltd.	Tyal Prince
OFFEROR ADDRESS	EMAIL ADDRESS
35 Summit Park Dr.	Tprince@databank.com
	PHONE NUMBER
	412-367-2473
	SAP VENDOR #
	544477
	FEDERAL TAX ID
	83-0409949

NOTES

Base Term calculations include installation and power capacity for 30 Cabinets (150 kW Reserve Power), 200 hours of Remote Hands Service, and estimates for Power (Circuits and Usage) and Cross Connect Services contained in the *Base Cost* worksheet.

Optional Years calculations include installation of 10 additional cabinets, power capacity for 40 Cabinets (200 kW Reserve Power), 200 hours of Remote Hands Service, and estimates for Power (Circuits and Usage) and Cross Connect Services contained in the *Base Cost* worksheet.

Estimated Quantities are for evaluation purposes only and do not guarantee payment.

Base Term (Years 1-5)	
One Time Costs	
Cage Buildout Services	\$ 25,446.82
Floor Capacity Upgrade Services	\$ 3,000.00
Power Circuit Provisioning	\$ 30,275.00
Cabinet - Installation Only	\$ 3,000.00
Monthly Costs	
Cost per Tier - 30 Cabinets (Reserve Power - 150kW)	\$ 1,433,466.67
Power Cost (estimated)	\$ 262,143.00
Cross Connects (estimated)	\$ 127,050.00
Remote Hands Service (200 hours/year)	\$ 75,000.00
TOTAL BASE TERM COSTS	\$ 1,959,381.49

Optional Years (Years 6-10)	
One Time Costs	
Cabinet - Installation Only	\$ 1,000.00
Monthly Costs	
Cost per Tier - 40 Cabinets (Reserve Power - 200 kW)	\$ 2,067,993.82
Power Cost (estimated)	\$ 349,524.00
Cross Connects (estimated)	\$ 126,000.00
Remote Hands Service (200 hours/year)	\$ 75,000.00
TOTAL OPTION TERM COSTS	\$ 2,619,517.82

Total Cost Summary	
Base Term (5 years)	\$ 1,959,381.49
Optional Renewal Term (5 years)	\$ 2,619,517.82
Total Cost (10 years)	\$ 4,578,899.31

CCR Additions

Product Code	Long Description	Type (MRC/NRC)	Cost \$	Service Interval (Business Days)	CCR #	Effective Date
DB-CC-EXT	Miscellaneous Cross Connect Extension Cost – Requires attachment to the order with product itemization from Supplier.	NRC	\$1.00	21 days	DB_CCR_001	10.06.2021
DB-CC-ACM	Fiber Cross Connect - Required for cross connects that occur at the Pittsburgh Allegeheny Center Mall (ACM) location.	NRC	\$ 75.00	21 days	DB_CCR_002	11.12.2021
DB-CC-ACM	Fiber Cross Connect - Required for cross connects that occur at the Pittsburgh Allegeheny Center Mall (ACM) location.	MRC	\$ 200.00	n/a	DB_CCR_002	11.12.2021
DB-Portal-MFA	The service will allow Commonwealth users of DataBank's Portal to authenticate using multi-factor authentication.	MRC	\$5.00	n/a	DB_CCR_003	02.22.2022

Contract Change Request Form

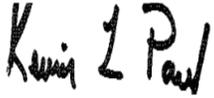
Change Request Number and Name:	DB_CCR_003 – Portal MFA Product Addition	Related CR/Contract, PCR, Contract Section #:	4400024655			
Date Created:	11/24/2021	Date Submitted to COPA:	12/07/2021			
Description (Brief):	The purpose of this change request is to add an option for Multi-factor authentication (MFA) service for accessing the DataBank Portal. The MFA option is a per user monthly fee.					
Priority:	<input checked="" type="checkbox"/> URGENT		<input type="checkbox"/> ORDINARY		<input type="checkbox"/> LOW	
Status: (Please Check)	Approved <input type="checkbox"/>	Pending <input checked="" type="checkbox"/>	Rejected <input type="checkbox"/>	Cancelled <input type="checkbox"/>	Completed <input type="checkbox"/>	On Hold <input type="checkbox"/>
Category: (Please Check)	Data Ops <input checked="" type="checkbox"/>	Voice Ops <input type="checkbox"/>	Security <input type="checkbox"/>	ITSM <input type="checkbox"/>	Support <input type="checkbox"/>	Wireless <input type="checkbox"/>
REQUESTOR INFORMATION						
Requestor:	Jake Zupancic					
Requestor Email:	JZupancic@databank.com					
Requestor Phone Number:	(317) 979-5112					
Date Change Requested:	12/07/2021					
COPA CONTACT INFORMATION						
COPA Contact:	Tom Schwartz					
COPA Email:	thschwartz@pa.gov					
COPA Phone Number:	717-214-4188					
Date Submitted:	12/07/2021					
Target Date:	01/25/2022					
SERVICES AFFECTED						
Service Name:	See Below					
Product Code:	Code:	<input checked="" type="checkbox"/> New Service		<input type="checkbox"/> Change Existing Service		
FOR EACH PRODUCT CODE						
Unit Price:	MRC					
Amt of Increase/Decrease:						
<input type="checkbox"/> Increase * – (Reference Cost Impact Study)	<input type="checkbox"/> Decrease * - (Reference Cost Impact Study)	<input type="checkbox"/> Revised	<input checked="" type="checkbox"/> New Catalog Entry – Add new codes to Product Cat.		<input type="checkbox"/> No Unit Price Change	
COST IMPACT						
Cost Impact – (None, brief description or attached doc):	Product Code	Long Description		Type	Unit Price	Interval
	DB-Portal-MFA	Per user charge for MFA - monthly charge		MRC	\$ 5.00	N/A
Technology: (check all that apply):	<input checked="" type="checkbox"/> New		<input type="checkbox"/> Revised	<input type="checkbox"/> Hardware		<input type="checkbox"/> Software
SAP Account Information, if applicable:	SAP Fund:			SAP Cost Center:		
Performance Impact:	The service will allow Commonwealth users of DataBank’s Portal to authenticate using multi-factor authentication.					
Business Justification:	The service will provide the Commonwealth additional security protocols when using DataBanks Portal.					
(*) NOTE: All statements that affect billing must be immediately forwarded to the Comptroller upon acceptance						

OA/OIT – Contract Compliance – Contract Change Control Procedures

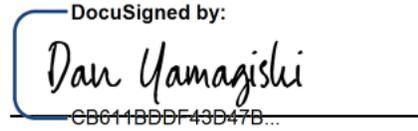
DB_CCR_003 – Portal-MFA Product Addition

Commonwealth of PA

Supplier Signing Authority



Kevin Paul, Director
Bureau of Service Value Management
Date: 02/22/2022



DocuSigned by:
Dan Yamagishi
CB611BDDF43D47B...

Daniel Yamagishi, General Counsel
DataBank
Date: 02/01/2022



Parent Contract Number: 6100050958
SAP/SRM Contract Number: 4400024655
Change Number: 4
Change Effective Date : 11/01/2022

Using Agency: All Using Agencies

Contract Title: Data Center Services

Contract Period: Beginning August 1, 2021 and Ending July 31, 2026

Commodity Specialist: Raeden Hosler **Telephone:** 717-787-4103 **Email:** rhosler@pa.gov

CHANGE SUMMARY:

This Contract has been revised through the following Contract Change Request Form. See attached.

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

Exhibit B
Attachment 1 - SLA (Service Level Agreements)

Contract No. 4400024655

CCR Number	Revision Date
DB_CCR_004	11.01.2022

Contents

SLA – 01 Power Availability Guarantee	4
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SLA – 06 Remote Hands Time to Respond.....	14
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SLA – 08 CloudLink Availability Guarantee.....	18

Service Level Agreement Definitions

CM – Critical Measurement	<i>Service Levels identified as “CM”, Critical Measurement, will have remedy credits incurred when service level minimum and target criteria are not met.</i>
Service Level (SL) Target	<i>A commitment that is documented in a service level agreement.</i>
SL Minimum	<i>A measure of minimum expected performance. Actual results below the SL Minimum will incur a Remedy and negate Earn back as described in each SLA reference.</i>
Measurement	<i>Measurement window is 24/7/calendar month</i>
KM – Key Measurement	<i>SLAs for which the Remedy is designated as KM shall be reviewed monthly by the Commonwealth and Contractor but will not entitle the Commonwealth to any credits if service levels are not met. Any request by the Commonwealth that an SLA designated as a KM be converted to a credit-bearing SLA shall be negotiated in accordance with the Commonwealth Contract Change Procedures. Conversion from a KM to a CM via the Contract Change Process will include the ability to reasonably re-negotiate the penalty and SLA metrics.</i>
Reporting	<i>Each SL contains a reporting section with the Commonwealth’s recommendations of what type of information should be included in the required monthly reporting reflecting the type of data gathered as input into the calculation to determine if the SLs were met or in default. Some of the elements and details of the reports are listed in each SL in the Report section and are to be utilized as applicable to that SL. Monthly reporting is required and each SL may require a unique report. Both parties will work together towards an acceptable report format during the startup phase of the contract.</i>

Service Level Reference	SL Class	Target	Min	Earn Back	Start Date
SLA – 01 Power Availability Guarantee	CM	100% (A+B side) 99.99% (A side only)	N/A	N/A	(Service Commencement Date)
Definition	DataBank guarantees that AC and/or DC power will be available to Customer's space/power whips 100% of the time, measured over calendar month, when redundant A+B circuits are delivered; otherwise 99.99% for single circuit fed cabinets. "Power Outage" is the time period in a calendar month that AC and/or DC power is unavailable to Customer's space/rack/cabinet.				
Metric Description	<p>The Service Level calculation for Power Availability is based on the total minutes per calendar month that a power whips experiences a Power Outage. A "Power Outage" shall begin upon the earlier of DataBank's actual knowledge of the Power Outage or DataBank's receipt of notice from Customer of the Power Outage. Customer shall notify DataBank of a Power Outage via the DataBank Portal Ticketing System or as specified below.</p> <p>DataBank Contact Information: Toll Free: 1.800.951.1034 Local: 214.720.2266 Email: customer@databank.com</p>				
Metric Inclusions	The Power Availability Guarantee applies to the affected space/power whips only. A Power Outage shall begin when Customer loses complete power to the A+B power whips. A Power Outage for A+B Side does not include any period of time that a Customer experiences power loss on one side of an A+B power configuration				
Metric Exclusions	The Power Availability Guarantee does not apply to any Power Outage caused by: (a) an act or omission of Customer or its end-users; (b) the failure or malfunction of non-DataBank components or systems; or (c) a force majeure event. A "Power Outage" does not include an interruption of non-redundant "A Side" power only circuits during announced temporary power outages due to scheduled maintenance windows or tripped breakers operating above 80% of the breaker rating. DataBank will notify Customer's designated contacts at least ten (10) days in advance of any scheduled maintenance involving high risk power upgrades or planned building power shutdowns.				
Calculation	Power Availability Metric is calculated as follows: (Total minutes in a calendar month – total minutes that a power whips experiences a Power Outages)/(Total minutes in a calendar month)*100.				
Hours/Days of Measurement	24 hours X 365 days				

Reporting Window	Monthly																				
Reporting Tools / Data Source(s)	TBD																				
Reporting Format/s	<p>Preferred Format: Excel, PDF</p> <p>Report Elements: Header to include Total Number of Trouble Tickets, Number of Tickets that Missed the Service Level, Target SL [in Minutes] and [in Hours], Minimum SL [in Minutes] and [in Hours], Actual SL [Average Time to Restore] [in Minutes] and [in Hours], Target SL Achieved [Yes/No], Minimum SL Achieved [Yes/No], Power Usage</p> <p>Detail to include: Trouble Ticket Number, Server Name, Agency, Service/Device Identifier, Create Date/Time, Resolve Date/Time, Hold Time, Time-to-Restore [in Minutes], Outage Cause, Resolution, and Categorized by Agency.</p> <p>Detailed Exclusion Report: Trouble Ticket Number, Server Name, Agency, Service/Device Identifier, Create Date/Time, Resolve Date/Time, Hold Time, Time-to-Restore [in Minutes], Outage Cause, Resolution, Reason for Exclusion, Categorized by Agency.</p>																				
Remedy Credit	<p>Should DataBank fail to meet the Power Availability Guarantee, DataBank will credit Customer's monthly invoice in accordance with the following credit schedule based on the monthly charges associated with the affected space/power whip.</p> <p style="text-align: center;">“A side” (single circuit) SLA Schedule</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th style="text-align: center;">Length of Power Outage</th> <th style="text-align: center;">Credit Against Monthly Charges</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">Greater than 0 to less than 61 minutes</td> <td style="text-align: center;">10%</td> </tr> <tr> <td style="text-align: center;">61 to less than 121 minutes</td> <td style="text-align: center;">25%</td> </tr> <tr> <td style="text-align: center;">121 to less than 361 minutes</td> <td style="text-align: center;">50%</td> </tr> <tr> <td style="text-align: center;">361 minutes or greater</td> <td style="text-align: center;">100%</td> </tr> </tbody> </table> <p style="text-align: center;">“A+B” side” (dual circuit) SLA Schedule</p> <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th style="text-align: center;">Length of Power Outage</th> <th style="text-align: center;">Credit Against Monthly Charges</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">Greater than 0 to less than 5 minutes</td> <td style="text-align: center;">5%</td> </tr> <tr> <td style="text-align: center;">5 to less than 61 minutes</td> <td style="text-align: center;">25%</td> </tr> <tr> <td style="text-align: center;">61 to less than 121 minutes</td> <td style="text-align: center;">50%</td> </tr> <tr> <td style="text-align: center;">121 minute or greater</td> <td style="text-align: center;">100%</td> </tr> </tbody> </table>	Length of Power Outage	Credit Against Monthly Charges	Greater than 0 to less than 61 minutes	10%	61 to less than 121 minutes	25%	121 to less than 361 minutes	50%	361 minutes or greater	100%	Length of Power Outage	Credit Against Monthly Charges	Greater than 0 to less than 5 minutes	5%	5 to less than 61 minutes	25%	61 to less than 121 minutes	50%	121 minute or greater	100%
Length of Power Outage	Credit Against Monthly Charges																				
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361 minutes or greater	100%																				
Length of Power Outage	Credit Against Monthly Charges																				
Greater than 0 to less than 5 minutes	5%																				
5 to less than 61 minutes	25%																				
61 to less than 121 minutes	50%																				
121 minute or greater	100%																				

Service Level Reference	SL Class	Target	Min	Earn Back	Start Date
SLA – 02 HVAC Commitment	CM	100% Average temperature of 65-78 degrees Fahrenheit	N/A	N/A	(Service Commencement Date)
Definition	DataBank commits that it will maintain ~ over a 24-hour period ~ an average temperature of 65-78 degrees Fahrenheit within the cold aisles of the Colocation Area (“Average Temperature Range”). However, temperatures may temporarily fluctuate in the range of 64 to 80 degrees Fahrenheit, and DataBank does not commit to any temperature range inside cabinets or within private suites. “HVAC Outage” is the time period within any twenty-four (24) hour period in which DataBank fails to meet the Average Temperature Range that the temperature was outside of with the Average Temperature Range. DataBank reserves the right to modify the Average Temperature Range in accordance with the latest ASHRAE recommendations for data center equipment.				
Metric Description	<p>The Service Level calculation for HVAC Commitment is based on the total minutes per calendar month that a Service experiences an HVAC Outage. An “HVAC Outage” shall begin upon the earlier of DataBank's actual knowledge of the HVAC Outage or DataBank's receipt of notice from Customer of the HVAC Outage. DataBank will report via the DataBank ticketing portal temperatures outside of the 64 to 80 degree Fahrenheit range. Customer shall also notify DataBank of an HVAC Outage via the DataBank ticketing portal or as specified below.</p> <p>DataBank Contact Information: Toll Free: 1.800.951.1034 Local: 214.720.2266 Email: customercare@databank.com</p>				
Metric Inclusions	The HVAC Commitment applies to cold aisles within Customer’s colocation space.				
Metric Exclusions	This HVAC Commitment does not apply to any temperature range inside cabinets or inside the cage. The HVAC commitment does not apply to any HVAC Outage caused by: (a) an act or omission of Customer or its end-users; (b) the failure or malfunction of non-DataBank components or systems; (c) scheduled maintenance; or (d) a force majeure event.				
Calculation	HVAC Target Metric is calculated as follows: (Total minutes in a calendar month – total minutes that a colocation space experiences an HVAC Outage)/(Total minutes in a calendar month)*100.				

Hours/Days of Measurement	24 hours X 365 days								
Reporting Window	Monthly								
Reporting Tools / Data Source(s)	DataBank's sensors located above the raised floors in the intake area of the cold aisle.								
Reporting Format/s	<p>Preferred Format: Excel, PDF</p> <p>Report Elements: Header to include Total Number of Trouble Tickets, Number of Tickets that Missed the Service Level, Target SL [in Minutes] and [in Hours], Minimum SL [in Minutes] and [in Hours], Actual SL [Average Time to Restore] [in Minutes] and [in Hours], Target SL Achieved [Yes/No], Minimum SL Achieved [Yes/No];</p> <p>Detail to include: Trouble Ticket Number, Server Name, Agency, Service/Device Identifier, Create Date/Time, Resolve Date/Time, Hold Time, Time-to-Restore [in Minutes], Outage Cause, Resolution, and Categorized by Agency.</p> <p>Detailed Exclusion Report: Trouble Ticket Number, Server Name, Agency, Service/Device Identifier, Create Date/Time, Resolve Date/Time, Hold Time, Time-to-Restore [in Minutes], Outage Cause, Resolution, Reason for Exclusion, Categorized by Agency.</p>								
Remedy Credit	<p>Should DataBank fail to meet the HVAC Commitment, DataBank will credit Customer's monthly invoice in accordance with the following credit schedule based on the monthly charges associated with the affected Colocation Area.</p> <table border="1" data-bbox="934 787 1430 992"> <thead> <tr> <th>Length of HVAC Outage</th> <th>Credit Against Monthly Charges</th> </tr> </thead> <tbody> <tr> <td>Greater than 0 to less than 61 minutes</td> <td>10%</td> </tr> <tr> <td>61 to less than 121 minutes</td> <td>50%</td> </tr> <tr> <td>121 minutes or greater</td> <td>100%</td> </tr> </tbody> </table>	Length of HVAC Outage	Credit Against Monthly Charges	Greater than 0 to less than 61 minutes	10%	61 to less than 121 minutes	50%	121 minutes or greater	100%
Length of HVAC Outage	Credit Against Monthly Charges								
Greater than 0 to less than 61 minutes	10%								
61 to less than 121 minutes	50%								
121 minutes or greater	100%								

Service Level Reference	SL Class	Target	Min	Earn Back	Start Date
SLA – 03 Relative Humidity Commitment	CM	100%	N/A	N/A	(Service Commencement Date)
Definition	DataBank commits that it will maintain ~ over a 24-hour period ~ an average relative humidity within the cold aisles of the Colocation Space that meets the currently published ASHRAE data center standards (“Average Humidity Range”). However, operating percentages may temporarily fluctuate plus or minus 5 to 7 percent, and DataBank does not guarantee humidity percentages inside cabinets. “Humidity Outage” is the time period within any twenty-four (24) hour period in which DataBank fails to meet the Average Humidity Range that relative humidity was outside of with the Average Humidity Range. DataBank reserves the right to modify the Average Humidity Range in accordance with the latest ASHRAE recommendations for data center Equipment.				
Metric Description	<p>The Service Level calculation for Relative Humidity Commitment is based on the total minutes per calendar month that a Service experiences a Humidity Outage. An “Humidity Outage” shall begin upon the earlier of DataBank’s actual knowledge of the Humidity Outage or DataBank’s receipt of notice from Customer of the Humidity Outage. DataBank will report via the DataBank ticketing portal temperatures over a 10% variance outside of the average relative humidity within the cold aisles of the Colocation Space that meets the currently published ASHRAE data center standards (“Average Humidity Range”). Customer shall also notify DataBank of an Humidity Outage via the DataBank ticketing portal or as specified below.</p> <p>DataBank Contact Information: Toll Free: 1.800.951.1034 Local: 214.720.2266 Email: customercare@databank.com</p>				
Metric Inclusions	The Relative Humidity Commitment applies to cold aisles within Customer’s colocation space.				
Metric Exclusions	This Relative Humidity Commitment does not apply to any temperature range inside cabinets. The Relative Humidity commitment does not apply to any Humidity Outage caused by: (a) an act or omission of Customer or its end-users; (b) the failure or malfunction of non-DataBank components or systems; or (c) a force majeure event.				
Calculation	Relative Humidity Target Metric is calculated as follows: (Total minutes in a calendar month – total minutes that a colocation space experiences a Humidity Outage)/(Total minutes in a calendar month)*100.				
Hours/Days of Measurement	24 hours X 365 days				
Reporting Window	Monthly				
Reporting Tools / Data Source(s)	TBD				

<p>Reporting Format/s</p>	<p>Preferred Format: Excel, PDF</p> <p>Report Elements: Header to include Total Number of Trouble Tickets, Number of Tickets that Missed the Service Level, Target SL [in Minutes] and [in Hours], Minimum SL [in Minutes] and [in Hours], Actual SL [Average Time to Restore] [in Minutes] and [in Hours], Target SL Achieved [Yes/No], Minimum SL Achieved [Yes/No];</p> <p>Detail to include: Trouble Ticket Number, Server Name, Agency, Service/Device Identifier, Create Date/Time, Resolve Date/Time, Hold Time, Time-to-Restore [in Minutes], Outage Cause, Resolution, and Categorized by Agency.</p> <p>Detailed Exclusion Report: Trouble Ticket Number, Server Name, Agency, Service/Device Identifier, Create Date/Time, Resolve Date/Time, Hold Time, Time-to-Restore [in Minutes], Outage Cause, Resolution, Reason for Exclusion, Categorized by Agency.</p>								
<p>Remedy Credit</p>	<p>Should DataBank fail to meet the Relative Humidity Commitment, DataBank will credit Customer's monthly invoice in accordance with the following credit schedule based on the monthly charges associated with the affected Colocation Area.</p> <table border="1" data-bbox="936 646 1457 867"> <thead> <tr> <th data-bbox="936 646 1178 727">Length of Relative Humidity Outage</th> <th data-bbox="1178 646 1457 727">Credit Against Monthly Charges</th> </tr> </thead> <tbody> <tr> <td data-bbox="936 727 1178 786">Greater than 0 to less than 61 minutes</td> <td data-bbox="1178 727 1457 786">10%</td> </tr> <tr> <td data-bbox="936 786 1178 841">61 to less than 121 minutes</td> <td data-bbox="1178 786 1457 841">50%</td> </tr> <tr> <td data-bbox="936 841 1178 867">121 minutes or greater</td> <td data-bbox="1178 841 1457 867">100%</td> </tr> </tbody> </table>	Length of Relative Humidity Outage	Credit Against Monthly Charges	Greater than 0 to less than 61 minutes	10%	61 to less than 121 minutes	50%	121 minutes or greater	100%
Length of Relative Humidity Outage	Credit Against Monthly Charges								
Greater than 0 to less than 61 minutes	10%								
61 to less than 121 minutes	50%								
121 minutes or greater	100%								

Service Level Reference	SL Class	Target	Min	Earn Back	Start Date
SLA – 04 Cross-Connect Availability Guarantee	CM	100%	N/A	N/A	(Service Commencement Date)
Definition	DataBank guarantees that cross-connects terminated at the Main Distribution Frame will be available to Customer 100% of the time per calendar month after initial installation. “Outage” is the time period in a calendar month that a cross-connect is unavailable for Customer’s use.				
Metric Description	<p>The Service Level calculation for Cross-Connect Availability is based on the total minutes per calendar month that a cross-connect experiences an Outage. Customer shall also notify DataBank of an Cross Connect Outage via the DataBank ticketing portal or as specified below.</p> <p>DataBank Contact Information: Toll Free: 1.800.951.1034 Local: 214.720.2266 Email: customercare@databank.com</p>				
Metric Inclusions	The Cross-Connect Availability applies to the cross-connects terminated at the Main Distribution Frame.				
Metric Exclusions	The Cross-Connect Availability Guarantee does not apply to any Outage caused by: (a) an act or omission of Customer or its end-users; (b) a force majeure event; or (c) The Cross-Connect availability does not apply to outages caused by the Commonwealth’s systems, equipment or other vendors other than DataBank.				
Calculation	Cross-Connect Availability Metric is calculated as follows: (Total minutes in a calendar month – total minutes that a cross connect circuit experiences an Outage)/(Total minutes in a calendar month)*100.				
Hours/Days of Measurement	24 hours X 365 days				
Reporting Window	Monthly				
Reporting Tools / Data Source(s)	TBD				
Reporting Format/s	<p>Preferred Format: Excel, PDF</p> <p>Report Elements: Header to include Total Number of Trouble Tickets, Number of Tickets that Missed the Service Level, Target SL [in Minutes] and [in Hours], Minimum SL [in Minutes] and [in Hours], Actual SL [Average Time to Restore] [in Minutes] and [in Hours], Target SL Achieved [Yes/No], Minimum SL Achieved [Yes/No];</p> <p>Detail to include: Trouble Ticket Number, Server Name, Agency, Service/Device Identifier, Create Date/Time, Resolve Date/Time, Hold Time, Time-to-Restore [in Minutes], Outage Cause, Resolution, and Categorized by Agency.</p> <p>Detailed Exclusion Report: Trouble Ticket Number, Server Name, Agency, Service/Device Identifier, Create Date/Time,</p>				

	Resolve Date/Time, Hold Time, Time-to-Restore [in Minutes], Outage Cause, Resolution, Reason for Exclusion, Categorized by Agency.										
Remedy Credit	<p>Should DataBank fail to meet the Cross-Connect Availability Guarantee, DataBank, upon Customer's request, will credit Customer's monthly invoice in accordance with the following credit schedule based on the monthly charges associated with the affected cross-connect circuit.</p> <table border="1" data-bbox="936 412 1465 712"> <thead> <tr> <th data-bbox="936 412 1178 472">Length of Outage</th> <th data-bbox="1178 412 1465 472">Credit Against Monthly Charges</th> </tr> </thead> <tbody> <tr> <td data-bbox="936 472 1178 532">Greater than 0 to less than 5 minutes</td> <td data-bbox="1178 472 1465 532">10%</td> </tr> <tr> <td data-bbox="936 532 1178 592">5 to less than 61 minutes</td> <td data-bbox="1178 532 1465 592">25%</td> </tr> <tr> <td data-bbox="936 592 1178 652">61 to less than 121 minutes</td> <td data-bbox="1178 592 1465 652">50%</td> </tr> <tr> <td data-bbox="936 652 1178 712">121 minutes or greater</td> <td data-bbox="1178 652 1465 712">100%</td> </tr> </tbody> </table>	Length of Outage	Credit Against Monthly Charges	Greater than 0 to less than 5 minutes	10%	5 to less than 61 minutes	25%	61 to less than 121 minutes	50%	121 minutes or greater	100%
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Greater than 0 to less than 5 minutes	10%										
5 to less than 61 minutes	25%										
61 to less than 121 minutes	50%										
121 minutes or greater	100%										

Service Level Reference	SL Class	Target	Min	Earn Back	Start Date
SLA – 05 Managed Internet Availability Guarantee	CM	100%	N/A	N/A	(Service Commencement Date)
Definition	DataBank guarantees that during any calendar month, the Internet protocol network utilized to access the Internet from the Designated DataBank Facility will be available to Customer 100% of the time per calendar month after initial installation. "Internet Outage" is the time period in a calendar month that Customer is unable to transmit to, and receive information from, the Internet at a DataBank data center.				
Metric Description	<p>The Service Level calculation for Managed Internet Availability is based on the total minutes per calendar month that an Internet Service experiences an Internet Outage. An "Internet Outage" shall begin upon the earlier of DataBank's actual knowledge of the Internet Outage or DataBank's receipt of notice from Customer of the Internet Outage. Customer shall also notify DataBank of an Internet Outage via the DataBank ticketing portal or as specified below.</p> <p>DataBank Contact Information: Toll Free: 1.800.951.1034 Local: 214.720.2266 Email: customercare@databank.com</p>				
Metric Inclusions	Managed Internet Availability Guarantee applies only if Customer utilizes both redundant hand offs from DataBank Internet platform and redundant hardware at Customer's network edge (firewall, switch, router, etc).				
Metric Exclusions	The Managed Internet Availability Guarantee does not apply to any Internet Outage caused by: (a) an act or omission of Customer or its end-users; (b) a force majeure event; (c) overall Internet congestion, slowdown, or unavailability; (d) scheduled maintenance; or (e) unavailability of generic Internet services (e.g. DNS servers)				
Calculation	Managed Internet Availability Guarantee is calculated as follows: (Total minutes in a calendar month – total minutes that a Managed Internet Service experiences an Internet Outage)/(Total minutes in a calendar month)*100.				
Hours/Days of Measurement	24 hours X 365 days				
Reporting Window	Monthly				
Reporting Tools / Data Source(s)	TBD				
Reporting Format/s	<p>Preferred Format: Excel, PDF</p> <p>Report Elements: Header to include Total Number of Trouble Tickets, Number of Tickets that Missed the Service Level, Target SL [in Minutes] and [in Hours], Minimum SL [in Minutes] and [in Hours], Actual SL [Average Time to Restore] [in</p>				

	<p>Minutes] and [in Hours], Target SL Achieved [Yes/No], Minimum SL Achieved [Yes/No];</p> <p>Detail to include: Trouble Ticket Number, Server Name, Agency, Service/Device Identifier, Create Date/Time, Resolve Date/Time, Hold Time, Time-to-Restore [in Minutes], Outage Cause, Resolution, and Categorized by Agency.</p> <p>Detailed Exclusion Report: Trouble Ticket Number, Server Name, Agency, Service/Device Identifier, Create Date/Time, Resolve Date/Time, Hold Time, Time-to-Restore [in Minutes], Outage Cause, Resolution, Reason for Exclusion, Categorized by Agency.</p> <p>Note: The monthly report will reflect the type of data gathered as input into the calculation to determine if the SLs were met or in default. Monthly reporting is required, but each SL may have a unique report. Both parties will work together towards an acceptable report format during the startup phase of the contract.</p>												
<p>Remedy Credit</p>	<p>Should DataBank fail to meet the Managed Internet Availability Guarantee, DataBank will credit Customer's monthly invoice in accordance with the following credit schedule based on the monthly charges associated with the affected Managed Internet Service.</p> <table border="1" data-bbox="934 711 1457 1057"> <thead> <tr> <th>Length Of Internet Outage</th> <th>Credit Against Monthly Charges</th> </tr> </thead> <tbody> <tr> <td>Greater than 0, less than 5 minutes</td> <td>5%</td> </tr> <tr> <td>5 to less than 46 minutes</td> <td>10%</td> </tr> <tr> <td>46 to less than 433 minutes</td> <td>25%</td> </tr> <tr> <td>433 to less than 4321 minutes</td> <td>50%</td> </tr> <tr> <td>4321 minutes or greater</td> <td>100%</td> </tr> </tbody> </table>	Length Of Internet Outage	Credit Against Monthly Charges	Greater than 0, less than 5 minutes	5%	5 to less than 46 minutes	10%	46 to less than 433 minutes	25%	433 to less than 4321 minutes	50%	4321 minutes or greater	100%
Length Of Internet Outage	Credit Against Monthly Charges												
Greater than 0, less than 5 minutes	5%												
5 to less than 46 minutes	10%												
46 to less than 433 minutes	25%												
433 to less than 4321 minutes	50%												
4321 minutes or greater	100%												

Service Level Reference	SL Class	Target	Min	Earn Back	Start Date
SLA – 06 Remote Hands Time to Respond	CM	Bus Hours = 2 hrs All other times = 4 hrs	N/A	N/A	(Service Commencement Date)
Definition	DataBank commits to respond to Customer remote hands requests submitted by Customer within two hours for M-F, 8am 5pm local time (Business Hours), and within 4 four hours for M-F, 5pm-8am local time, weekends or holidays (“Response Time”).				
Metric Description	The Response Time is measured from the time DataBank registers the ticket until the DataBank technician is on-site and contacts the Customer to begin troubleshooting.				
Metric Inclusions	Requests for remote hands services				
Metric Exclusions	The remote hands request provides for pre-scheduled support services or the Ticket failed to provide adequate instruction.				
Calculation	The Response Time is measured from the time DataBank registers the ticket until the DataBank technician is on-site and contacts the Customer to begin troubleshooting. Formula needed: ie (On site time – ticket create time)- Customer hold time.				
Hours/Days of Measurement	24 hours X 365 days				
Reporting Window	Monthly				
Reporting Tools / Data Source(s)	TBD				
Reporting Format/s	<p>Preferred Format: Excel, PDF</p> <p>Report Elements: Header to include Total Number of Service Requests, Number of Service Requests that Missed the Interval, Target SL, Minimum SL, Actual SL, Target SL Achieved [Yes/No], Minimum SL Achieved [Yes/No]; Detail to include Service Request Number, Agency, Type of Service, Brief Description of Issue, Service Request Create Date and Time, Date and Time of First Response, Time to Respond [Hrs:Mins], Reason Interval was not Met.</p> <p>Detailed Exclusion Report: Service Request Number, Brief Description of Issue, Type of Service, Service Request Create Date and Time, Date and Time of First Response, Time to Respond [Hrs:Mins], Reason for Exclusion.</p> <p>Trouble Ticket Response Chart: to include Number of Service Request; Graphical representation.</p>				

Remedy Credit

Should DataBank fail to meet the Remote Hands Time to Respond per this services level, DataBank will credit Customer's monthly invoice in accordance with the following credit schedule based the charges associated with the applicable remote hands request if the Response Time as described above is exceeded as follows:

Response Time Delay	Credit Against Monthly Charges
Delay of 1 to less than 31 minutes	10%
Delay of 31 to less than 61 minutes	25%
Delay of 61 or greater minutes	50%

Service Level	SL Class	Target	Min	Earn	Start Date
SLA – 07 DCI Pair Availability Guarantee	CM	100%	N/A	N/A	(Service Commencement Date)
Definition	DataBank guarantees that during any calendar month, a DCI Pair will be available to Customer 100% of the time per calendar month after initial installation. The term “Outage” shall be defined as the total loss of the ability of both sides of a DCI Pair to pass light for a continuous and uninterrupted period of time				
Metric Description	<p>The Service Level calculation for DCI Pair Availability is based on the total minutes per calendar month that a DCI Pair experiences an Outage. An “Outage” shall begin upon the earlier of DataBank's actual knowledge of the Outage or DataBank's receipt of notice from Customer of the Outage. Customer shall also notify DataBank of an DCI Pair Outage via the DataBank ticketing portal or as specified below.</p> <p>DataBank Contact Information: Toll Free: 1.800.951.1034 Local: 214.720.2266 Email: customercare@databank.com</p>				
Metric Inclusions	DCI Pair Availability Guarantee applies to a “DCI Pair” a strand of dark fiber provisioned between Customer’s space located within DataBank’s data center and the other end point with dual paths and dual building entrances.				
Metric Exclusions	The DCI Pair Availability Guarantee does not apply to any Outage caused by: a) any act or omission of the Customer; (b) the configuration, failure or malfunction of non-DataBank equipment or systems; (c) DataBank not having reasonable and uninterrupted access to any premises or site respecting the Outage; or (d) scheduled maintenance.				
Calculation	DCI Pair Availability Guarantee is calculated as follows: (Total minutes in a calendar month – total minutes that a DCI Pair experiences an Outage)/(Total minutes in a calendar month)*100.				
Hours/Days of Measurement	24 hours X 365 days				
Reporting Window	Monthly				
Reporting Tools / Data Source(s)	TBD				

Reporting Format/s	<p>Preferred Format: Excel, PDF</p> <p>Report Elements: Header to include Total Number of Orders, Number of Orders Missed, Target SL, Minimum SL, Actual SL, Target SL Achieved [Yes/No], Minimum SL Achieved [Yes/No] Suggested Detail: categorized by Service, by Category and by Type to include Order Number, Unique ID, Agency, Service Sub-Type, Date Submitted, Date Requested, Date Completed, Number of Business Days to Complete, SL Interval, Reason Interval was not Met.</p>												
Remedy Credit	<p>Should DataBank fail to meet the DCI Pair Availability Guarantee, DataBank will credit Customer's monthly invoice in accordance with the following credit schedule based on the monthly charges associated with the affected DCI Pair.</p> <table border="1" data-bbox="932 521 1642 789"> <thead> <tr> <th data-bbox="932 521 1283 597">Outage Time</th> <th data-bbox="1283 521 1642 597">Service Credit as a % of MRC</th> </tr> </thead> <tbody> <tr> <td data-bbox="932 597 1283 638">00:01 to 5:59 hours</td> <td data-bbox="1283 597 1642 638">25%</td> </tr> <tr> <td data-bbox="932 638 1283 678">6:00 hours to 8:59 hours</td> <td data-bbox="1283 638 1642 678">25%</td> </tr> <tr> <td data-bbox="932 678 1283 719">9 hours 13:59 hours</td> <td data-bbox="1283 678 1642 719">50%</td> </tr> <tr> <td data-bbox="932 719 1283 760">14 hours to 18:59 hours</td> <td data-bbox="1283 719 1642 760">75%</td> </tr> <tr> <td data-bbox="932 760 1283 789">Over 18 hours</td> <td data-bbox="1283 760 1642 789">100%</td> </tr> </tbody> </table>	Outage Time	Service Credit as a % of MRC	00:01 to 5:59 hours	25%	6:00 hours to 8:59 hours	25%	9 hours 13:59 hours	50%	14 hours to 18:59 hours	75%	Over 18 hours	100%
Outage Time	Service Credit as a % of MRC												
00:01 to 5:59 hours	25%												
6:00 hours to 8:59 hours	25%												
9 hours 13:59 hours	50%												
14 hours to 18:59 hours	75%												
Over 18 hours	100%												

Service Level	SL Class	Target	Min	Earn	Start Date
SLA – 08 CloudLink Availability Guarantee	CM	Protected 100%	N/A	N/A	(Service Commencement Date)
Definition	DataBank guarantees that during any calendar month, CloudLink will be available to Customer 100% of the time per calendar month after initial installation. Availability means the percentage of time that a Customer location is connected to and can be reached by one or more other Customer locations on the same Customer network.				
Metric Description	<p>The Service Level calculation for CloudLink Availability is based on the total minutes per calendar month that the CloudLink Service experiences an Outage. An “Outage” shall begin upon the earlier of DataBank's actual knowledge of the Outage or DataBank's receipt of notice from Customer of the Outage. Customer shall also notify DataBank of a CloudLink Outage via the DataBank ticketing portal or as specified below.</p> <p>DataBank Contact Information: Toll Free: 1.800.951.1034 Local: 214.720.2266 Email: customercare@databank.com</p>				
Metric Inclusions	CloudLink Availability Guarantee applies to all CloudLink Offerings.				
Metric Exclusions	The CloudLink Availability Guarantee does not apply to any Outage caused by: a) any act or omission of the Customer; or (b) scheduled maintenance.				
Calculation	CloudLink Availability Guarantee is calculated as follows: (Total minutes in a calendar month – total minutes that a CloudLink Service experiences an Outage)/(Total minutes in a calendar month)*100.				
Hours/Days of Measurement	24 hours X 365 days				
Reporting Window	Monthly				
Reporting Tools / Data Source(s)	TBD				

<p>Reporting Format/s</p>	<p>Preferred Format: Excel, PDF</p> <p>Report Elements: Header to include Total Number of Trouble Tickets, Number of Tickets that Missed the Service Level, Target SL [in Minutes] and [in Hours], Minimum SL [in Minutes] and [in Hours], Actual SL [Average Time to Restore] [in Minutes] and [in Hours], Target SL Achieved [Yes/No], Minimum SL Achieved [Yes/No];</p> <p>Detail to include: Trouble Ticket Number, Server Name, Agency, Service/Device Identifier, Create Date/Time, Resolve Date/Time, Hold Time, Time-to-Restore [in Minutes], Outage Cause, Resolution, and Categorized by Agency.</p> <p>Detailed Exclusion Report: Trouble Ticket Number, Server Name, Agency, Service/Device Identifier, Create Date/Time, Resolve Date/Time, Hold Time, Time-to-Restore [in Minutes], Outage Cause, Resolution, Reason for Exclusion, Categorized by Agency.</p>												
<p>Remedy Credit</p>	<p>Should DataBank fail to meet the CloudLink Availability Guarantee, DataBank will credit Customer's monthly invoice in accordance with the following credit schedule based on the monthly charges associated with the affected CloudLink Service.</p> <table border="1" data-bbox="890 646 1709 878"> <thead> <tr> <th>Outage Time</th> <th>Service Credit as a % of MRC</th> </tr> </thead> <tbody> <tr> <td>00:01 to 1 hour</td> <td>10%</td> </tr> <tr> <td>1:01 hours to 2 hours</td> <td>20%</td> </tr> <tr> <td>2:01 hours to 3 hours</td> <td>30%</td> </tr> <tr> <td>3:01 hours to 4 hours</td> <td>40%</td> </tr> <tr> <td>Each additional hour after 4 hours</td> <td>*10%</td> </tr> </tbody> </table> <p>* In no event will total credits payable hereunder exceed 100% of the MRC for the affected CloudLink Service for any calendar month.</p>	Outage Time	Service Credit as a % of MRC	00:01 to 1 hour	10%	1:01 hours to 2 hours	20%	2:01 hours to 3 hours	30%	3:01 hours to 4 hours	40%	Each additional hour after 4 hours	*10%
Outage Time	Service Credit as a % of MRC												
00:01 to 1 hour	10%												
1:01 hours to 2 hours	20%												
2:01 hours to 3 hours	30%												
3:01 hours to 4 hours	40%												
Each additional hour after 4 hours	*10%												

Contract Change Request Form

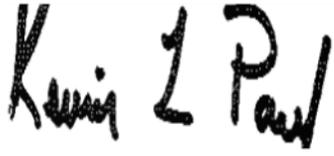
Change Request Number and Name:	DB_CCR_004 – Update Service Level Agreements	Related CR/Contract, PCR, Contract Section #:	4400024655	
Date Created:	06/14/2022	Date Submitted to COPA:	06/14/2022	
Description (Brief):	<p>The purpose of this change request is to update Exhibit B- Attachment 1 to add a new Service Level Agreement for the CloudLink Service.</p> <p>SLA-08 CloudLink Availability Guarantee is required to ensure compliance with the Service Level Target of 100% Availability required per Exhibit B of the contract.</p>			
Priority:	<input checked="" type="checkbox"/> URGENT		<input type="checkbox"/> ORDINARY	
Status: (Please Check)	Approved <input type="checkbox"/>	Pending <input checked="" type="checkbox"/>	Rejected <input type="checkbox"/>	Cancelled <input type="checkbox"/>
Category: (Please Check)	Data Ops <input checked="" type="checkbox"/>	Voice Ops <input type="checkbox"/>	Security <input type="checkbox"/>	ITSM <input type="checkbox"/>
REQUESTOR INFORMATION				
Requestor:	Amy Kennedy			
Requestor Email:	akennedy@pa.gov			
Requestor Phone Number:	717-413-0117			
Date Change Requested:	06/16/2022			
COPA CONTACT INFORMATION				
COPA Contact:	Tom Schwartz			
COPA Email:	thschwartz@pa.gov			
COPA Phone Number:	717-214-4188			
Date Submitted:	06/14/2022			
Target Date:	06/23/2022			
SERVICES AFFECTED				
Service Name:	SLA 08			
Product Code:	Code:	<input checked="" type="checkbox"/> New Service	<input type="checkbox"/> Change Existing Service	
FOR EACH PRODUCT CODE				
Unit Price:	N/A			
Amt of Increase/Decrease:				
<input type="checkbox"/> Increase * – (Reference Cost Impact Study)	<input type="checkbox"/> Decrease * - (Reference Cost Impact Study)	<input checked="" type="checkbox"/> Revised	<input type="checkbox"/> New Catalog Entry – Add new codes to Product Cat.	<input type="checkbox"/> No Unit Price Change
COST IMPACT				
Cost Impact – (None, brief description or attached doc):	None			
Technology: (check all that apply):	<input type="checkbox"/> New	<input type="checkbox"/> Revised	<input type="checkbox"/> Hardware	<input type="checkbox"/> Software
SAP Account Information, if applicable:	SAP Fund:		SAP Cost Center:	
Performance Impact:	The Service Level update is required to document that Databank is committed to providing 100% availability for the CloudLink Service.			
Business Justification:	Databank has a contractual obligation to report on and comply with the agreed upon Service Levels.			
(*) NOTE: All statements that affect billing must be immediately forwarded to the Comptroller upon acceptance				

OA/OIT – Contract Compliance – Contract Change Control Procedures

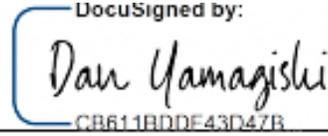
DB_CCR_004 – Update Service Level Agreements

Commonwealth of PA

Supplier Signing Authority



Kevin Paul, Director
Bureau of Service Value Management
Date: 11/01/2022



Daniel Yamagishi, General Counsel
DataBank
Date: 10/31/2022



Parent Contract Number: 6100050958
SAP/SRM Contract Number: 4400024655
Change Number: 5
Change Effective Date : 02/27/2023

Using Agency: All Using Agencies

Contract Title: Data Center Services

Contract Period: Beginning August 1, 2021 and Ending July 31, 2026

Commodity Specialist: Raeden Hosler **Telephone:** 717-787-4103 **Email:** rhosler@pa.gov

CHANGE SUMMARY:

This Contract has been revised through the following Contract Change Request Form. See attached.

ALL OTHER TERMS AND CONDITIONS OF THIS AGREEMENT NOT CHANGED BY THIS CHANGE NOTICE REMAIN AS ORIGINALLY WRITTEN.

Contract Change Request Form

Change Request Number and Name:	DB_CCR_005 Annual Utility Rate Adjustment	Related CR/Contract, PCR, Contract Section #:	4400024655			
Date Created:	01/31/2023	Date Submitted to COPA:	02/02/2023			
Description (Brief):	<p>The purpose of this change request is to request an annual update to the Kilowatt Hour Power Usage Utility Rate. The revised rate for billing purposes will start on March 1st, 2023 and continue through the duration of the contract unless otherwise revised through a future CCR.</p> <p>Per Exhibit B.8,H Fees and Expenses of the contract: <i>The prices are listed in the Exhibit C – Final Negotiated Cost Submittal. Any utility rate changes will be limited to once per year and those changes will be reviewed and approved using the Contract Change Request (CCR) process in accordance with Section 27. Changes of Exhibit A – Final Negotiated Contract Terms and Conditions.</i></p>					
Priority:	<input checked="" type="checkbox"/> URGENT	<input type="checkbox"/> ORDINARY	<input type="checkbox"/> LOW			
Status: (Please Check)	Approved <input type="checkbox"/>	Pending <input checked="" type="checkbox"/>	Rejected <input type="checkbox"/>	Cancelled <input type="checkbox"/>	Completed <input type="checkbox"/>	On Hold <input type="checkbox"/>
Category: (Please Check)	Data Ops <input checked="" type="checkbox"/>	Voice Ops <input type="checkbox"/>	Security <input type="checkbox"/>	ITSM <input type="checkbox"/>	Support <input type="checkbox"/>	Wireless <input type="checkbox"/>
REQUESTOR INFORMATION						
Requestor:	Chad Bertke					
Requestor Email:	cbertke@atabank.com					
Requestor Phone Number:	859-409-9796					
Date Change Requested:	02/02/2023					
COPA CONTACT INFORMATION						
COPA Contact:	Thomas Schwartz					
COPA Email:	thschwartz@pa.gov					
COPA Phone Number:	717-214-4188					
Date Submitted:	02/02/2023					
Target Date:	02/23/2023					
SERVICES AFFECTED						
Service Name:	See below.					
Product Code:	Code:	<input type="checkbox"/> New Service	<input checked="" type="checkbox"/> Change Existing Service			
FOR EACH PRODUCT CODE						
Unit Price:	See Cost Impact.					
Amt of Increase/Decrease:						
<input type="checkbox"/> Increase * - (Reference Cost Impact Study)	<input type="checkbox"/> Decrease * - (Reference Cost Impact Study)	<input checked="" type="checkbox"/> Revised	<input type="checkbox"/> New Catalog Entry – Add new codes to Product Cat.	<input type="checkbox"/> No Unit Price Change		
COST IMPACT						
Cost Impact – (None, brief description or attached doc):	Description	Current Price	Revised Price			
	Kilowatt Hour Power Usage (Billed as Actual Usage) estimated for Base Years 1 - 5	\$0.0475/kWh	\$0.075/kWh			
Technology: (check all that apply):	<input type="checkbox"/> New	<input checked="" type="checkbox"/> Revised	<input type="checkbox"/> Hardware	<input type="checkbox"/> Software		
SAP Account Information, if applicable:	SAP Fund:		SAP Cost Center:			
Performance Impact:	The contract price for Kilowatt Hour Power Usage PUC Utility Rate has been revised in order to align with current market rates.					
Business Justification:	Databank is permitted to update the Kilowatt Hour Power PUC Usage Utility Rate on an annual basis per the contract.					
(*) NOTE: All statements that affect billing must be immediately forwarded to the Comptroller upon acceptance						

OA/OIT – Contract Compliance – Contract Change Control Procedures

DB_CCR_005 Annual Utility Rate Adjustment

Commonwealth of PA



Kevin Paul, Director
Bureau of Service Value Management
Date: February 24, 2023

Supplier Signing Authority



DocuSigned by:
Dan Yamagishi
CB611BDDF43D47B...

Daniel Yamagishi, General Counsel
DataBank
Date: February 23, 2023

Final Negotiated Cost Submittal

REQUEST FOR PROPOSALS FOR Data Center Services

RFP 6100050958

Change Request Log

DB_CCR_001 - Effective 10.06.2021

DB_CCR_002 - Effective 11.12.2021

DB_CCR_003 - Effective 02.22.2022

DB_CCR_005 - Effective 02.24.2023

INSTRUCTIONS
GENERAL INSTRUCTIONS FOR COMPLETING THIS WORKBOOK (Tab 1)
The Cost Submittal worksheets contained in this workbook shall constitute the Cost Submittal. Travel and related expenses shall be reimbursed in accordance with <i>Management Directive 230.10 Amended, Commonwealth Travel Policy and Manual 230.1, Commonwealth Travel Procedures Manual</i> .
OFFEROR INFORMATION (Tab 2)
1. Select the Offeror Information tab at the bottom of this page. 2. Complete the highlighted cells in the top portion of the form (all contact information). 3. Offeror Information will appear on all worksheets.
COST SUBMITTAL COMPONENTS (Tab 3 through Tab 5)
1. Please review every tab in this cost submittal. 2. Cells that are highlighted in yellow must be filled in with a number in order to provide the service requested. 3. The Offeror must be able to provide a price in each cell. If the price is left blank, a zero dollar amount will be calculated. **Formulas are embedded within the worksheets, do not attempt to unlock cells. The estimates provided within this appendix are not a guarantee of service to be performed and/or payment under the contract resulting from this RFP.
COST SUBMITTAL SUMMARY (Tab 6)
1. This tab requires no entry of cost data. All data entered on the Cost Submittal worksheets will automatically populate the Cost Submittal Summary tab. 2. The Commonwealth will consider the costs for the Base Term of the Contract (5 years) in the evaluation of Cost. 3. Invited Options and Offered Options will not be evaluated in 6. <i>Summary</i> .
Note:
Do not include any pricing data in any portion of the Technical Submittal. Pricing data is defined as any information related to, directly or indirectly, the Offeror's proposed charges for services and deliverables. Pricing data consists of, but is not limited to, costs, fees, prices, rates, bonuses, discounts, rebates, or the identification of free services, labor or materials. The cost submittal must be submitted as presented by the Commonwealth and must not be altered in any way. Do not include any reiteration of the technical proposal in the cost submittal.

Offeror Information - RFP 6100050958

Offeror Contact Information	
OFFEROR NAME	CONTACT PERSON
DataBank Holdings Ltd.	Tyal Prince
OFFEROR ADDRESS	EMAIL ADDRESS
35 Summit Park Dr. Pittsburgh, PA 15275	Tprince@databank.com
	PHONE NUMBER
	412-367-2473
	SAP VENDOR NUMBER (IF AVAILABLE)
	544477
	FEDERAL TAX ID
	83-0409949

Offeror Contact Information	
OFFEROR NAME	CONTACT PERSON
OFFEROR ADDRESS	EMAIL ADDRESS
OFFEROR PHONE #	OFFEROR PHONE #
OFFEROR FAX #	OFFEROR FAX #
OFFEROR STATE	OFFEROR STATE
OFFEROR CITY	OFFEROR CITY
OFFEROR ZIP	OFFEROR ZIP
OFFEROR COUNTY	OFFEROR COUNTY
OFFEROR FEDERAL TAX ID	OFFEROR FEDERAL TAX ID
OFFEROR BUSINESS LICENSE #	OFFEROR BUSINESS LICENSE #

NOTES
 Estimated Quantities are for evaluation purposes only and do not guarantee payment.
 Offerors whose floor space does not require an upgrade to meet the 2800 pound static load requirement for 50% of space may place a zero in cell C73.

ONE TIME COSTS				CCR #	Effective Date
Cage Buildout Services (B-A.3)	Quantity	Deliverable Cost	Total Cost		
Custom Service Cage 54x15x, supports up to 50 Cabinets	1	\$25,446.82	\$25,446.82		

Floor Capacity Upgrade, as required (I-4G.4)				CCR #	Effective Date
50% of proposed floor space upgraded to 2,800 pound rating	1	\$3,000.00	\$3,000.00		

Power Circuit Provisioning (I-4G.7)				CCR #	Effective Date
208 VAC 20 Amp Circuit (Single-Phase), terminated to a single receptacle	2	\$400.00	\$800.00		
208 VAC 30 Amp Circuit (Single-Phase), terminated to a single receptacle	5	\$475.00	\$2,375.00		
208 VAC 40 Amp Circuit (Single-Phase), terminated to a single receptacle	22	\$100.00	\$2,200.00		
208 VAC 50 Amp Circuit (Three-Phase), terminated to a single receptacle	1	\$900.00	\$900.00		
208 VAC 50 Amp Circuit (Three-Phase), terminated to a single receptacle	6	\$1,000.00	\$6,000.00		
208 VAC 60 Amp Circuit (Three-Phase), terminated to a single receptacle	4	\$1,000.00	\$4,000.00		
100 VAC Circuit, terminated to a single receptacle	2	\$400.00	\$800.00		
Total Power Circuit Cost - One time cost Year 1			\$30,275.00		

Other Services - Installation of CoPA provided cabinet(s) (I-4G.5)				CCR #	Effective Date
Cabinet Installation and Grounding Services (years 1-5)	30	\$100.00	\$3,000.00		
Cabinet Installation and Grounding Services (years 6-10)	10	\$100.00	\$1,000.00		

MONTHLY COSTS (I-4 M., J., & K.)													CCR #	Effective Date
Cost per Tier / Base Years 1-5	Reserve Power (kW)	Price per kW (Year 1)	Total (Monthly - Year 1)	Price per kW (Year 2)	Total (Monthly - Year 2)	Price per kW (Year 3)	Total (Monthly - Year 3)	Price per kW (Year 4)	Total (Monthly - Year 4)	Price per kW (Year 5)	Total (Monthly - Year 5)	Total Base Years 1-5		
24 Cabinets (Reserve Power - 120kW)	120	\$155.00	\$18,600.00	\$159.05	\$19,086.00	\$164.44	\$19,732.74	\$169.37	\$20,324.72	\$174.45	\$20,934.46	\$1,844,999.11		
30 Cabinets (Reserve Power - 150kW)	150	\$150.00	\$22,500.00	\$154.50	\$23,175.00	\$159.14	\$23,870.25	\$163.91	\$24,586.36	\$168.83	\$25,323.95	\$1,433,466.67		
35 Cabinets (Reserve Power - 175kW)	175	\$145.00	\$25,375.00	\$149.35	\$26,136.25	\$153.83	\$26,920.34	\$158.45	\$27,727.95	\$163.20	\$28,559.79	\$1,616,431.85		
40 Cabinets (Reserve Power - 200kW)	200	\$140.00	\$28,000.00	\$144.20	\$28,840.00	\$148.53	\$29,706.20	\$152.98	\$30,596.36	\$157.57	\$31,514.25	\$1,783,869.63		
45 Cabinets (Reserve Power - 225kW)	225	\$135.00	\$30,375.00	\$139.05	\$31,286.25	\$143.22	\$32,234.84	\$147.52	\$33,190.58	\$151.94	\$34,187.33	\$1,939,180.00		
50 Cabinets (Reserve Power - 250kW)	250	\$130.00	\$32,500.00	\$133.50	\$33,475.00	\$137.92	\$34,679.25	\$142.05	\$35,513.63	\$146.32	\$36,579.04	\$2,070,562.97		

Cost per Tier / Optional Years 6-10													CCR #	Effective Date
Cost per Tier / Optional Years 6-10	Reserve Power (kW)	Price per kW (Year 6)	Total (Monthly - Year 6)	Price per kW (Year 7)	Total (Monthly - Year 7)	Price per kW (Year 8)	Total (Monthly - Year 8)	Price per kW (Year 9)	Total (Monthly - Year 9)	Price per kW (Year 10)	Total (Monthly - Year 10)	Total Option Years 6-10 (5 Years)		
24 Cabinets (Reserve Power - 120kW)	120	\$279.69	\$33,562.50	\$285.08	\$34,209.37	\$290.63	\$34,876.65	\$296.35	\$35,562.92	\$302.24	\$36,268.78	\$1,374,738.75		
30 Cabinets (Reserve Power - 150kW)	150	\$273.49	\$40,973.67	\$279.11	\$41,866.18	\$284.48	\$42,672.16	\$289.02	\$43,500.33	\$293.72	\$44,357.40	\$1,661,780.75		
35 Cabinets (Reserve Power - 175kW)	175	\$268.00	\$46,915.58	\$273.14	\$48,099.08	\$278.18	\$49,209.05	\$283.68	\$50,344.29	\$289.19	\$51,508.62	\$1,874,119.40		
40 Cabinets (Reserve Power - 200kW)	200	\$262.30	\$52,459.67	\$267.17	\$53,433.46	\$272.18	\$54,436.47	\$277.35	\$55,465.56	\$282.67	\$56,533.65	\$2,067,993.82		
45 Cabinets (Reserve Power - 225kW)	225	\$256.50	\$58,122.95	\$261.20	\$59,269.34	\$266.03	\$60,357.42	\$271.01	\$61,478.14	\$276.14	\$62,632.49	\$2,243,404.61		
50 Cabinets (Reserve Power - 250kW)	250	\$250.71	\$62,678.41	\$255.23	\$63,806.70	\$259.88	\$64,979.00	\$264.68	\$66,178.03	\$269.62	\$67,405.13	\$2,400,849.97		

Power Cost (estimated)											CCR #	Effective Date
Power Cost (estimated)	Estimated % of Licensed Primary kW	Estimated kW Load (based on Reserve Power 150 kW Years 1-5, 200 kW Years 6-10)	Average Hours Per Month	Estimated kWh/Month Usage	Enter Current PUE Cost per kWh	Enter PUE (Cooling Factor)	Monthly Power Cost (estimated)	Total Power Cost				
Kilowatt Hour Power Usage (Billed in Actual Usage) estimated for Base Years 1 - 5	60%	90	730	65,700	\$0.0750	1.40	\$6,898.50	\$413,910.00	08_CCR_085	00_24_2023		
Kilowatt Hour Power Usage (Billed in Actual Usage) estimated for Optional Years 6 - 10	60%	120	730	87,600	\$0.0475	1.40	\$5,825.40	\$345,534.00				

Remote Hands Services / Base Years 1 - 5													CCR #	Effective Date
Remote Hands Services / Base Years 1 - 5	Quantity in Hours per year (estimated)	Hourly Rate (Year 1)	Total (Year 1)	Hourly Rate (Year 2)	Total (Year 2)	Hourly Rate (Year 3)	Total (Year 3)	Hourly Rate (Year 4)	Total (Year 4)	Hourly Rate (Year 5)	Total (Year 5)	Total Base Years (1-5)		
Remote Hands Service (per hour - billed in 15 minute increments)	120	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$75.00	\$9,000.00	\$45,000.00		
Remote Hands Service (per hour - billed in 15 minute increments)	200	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75.00	\$15,000.00	\$75,000.00		
Remote Hands Service (per hour - billed in 15 minute increments)	300	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$75.00	\$22,500.00	\$112,500.00		

Cross Connect Services / Base Years 1 - 5																	CCR #	Effective Date	
Cross Connect Services / Base Years 1 - 5	Quantity (estimated)	One-time per Unit cost - if applicable Year 1	Monthly per Unit cost - if applicable Year 1	Total Year 1	One-time per Unit cost - if applicable Year 2	Monthly per Unit cost - if applicable Year 2	Total Year 2	One-time per Unit cost - if applicable Year 3	Monthly per Unit cost - if applicable Year 3	Total Year 3	One-time per Unit cost - if applicable Year 4	Monthly per Unit cost - if applicable Year 4	Total Year 4	One-time per Unit cost - if applicable Year 5	Monthly per Unit cost - if applicable Year 5	Total Year 5	Total Base Years (1-5)		
Cross Connect Services (Fiber)	8	\$75.00	\$150.00	\$1,200.00	\$0.00	\$150.00	\$1,200.00	\$0.00	\$150.00	\$1,200.00	\$0.00	\$150.00	\$1,200.00	\$0.00	\$150.00	\$1,200.00	\$72,000.00		
Cross Connect Services (CAT 6)	4	\$75.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$36,300.00		
Cross Connect Services (POT)	2	\$75.00	\$150.00	\$3,750.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$18,150.00		
																	\$127,050.00		

Cross Connect Services / Optional Years 6 - 10																	CCR #	Effective Date	
Cross Connect Services / Optional Years 6 - 10	Quantity (estimated)	One-time per Unit cost - if applicable Year 6	Monthly per Unit cost - if applicable Year 6	Total Year 6	One-time per Unit cost - if applicable Year 7	Monthly per Unit cost - if applicable Year 7	Total Year 7	One-time per Unit cost - if applicable Year 8	Monthly per Unit cost - if applicable Year 8	Total Year 8	One-time per Unit cost - if applicable Year 9	Monthly per Unit cost - if applicable Year 9	Total Year 9	One-time per Unit cost - if applicable Year 10	Monthly per Unit cost - if applicable Year 10	Total Year 10	Total Base Years (1-10)		
Cross Connect Services (Fiber)	8	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$0.00	\$150.00	\$14,400.00	\$72,000.00		
Cross Connect Services (CAT 6)	4	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$0.00	\$150.00	\$7,200.00	\$36,300.00		
Cross Connect Services (POT)	2	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$0.00	\$150.00	\$3,600.00	\$18,150.00		
																	\$126,000.00		

4. Invited Options

Offeror Contact Information	
OFFEROR NAME	CONTACT PERSON
DataBank Holdings Ltd.	Tyal Prince
OFFEROR ADDRESS	EMAIL ADDRESS
35 Summit Park Dr.	Tprince@databank.com
	PHONE NUMBER
	412-367-2473
	SAP VENDOR #
	544477
	FEDERAL TAX ID
	83-0409949

NOTES
Invited Options are items or services requested by the Commonwealth; pricing is excluded from the evaluation process. Invited Options will be exercised at the sole discretion of the Commonwealth. Offerors shall provide a proposal for each of the Invited Options. Estimated Quantities are for evaluation purposes only and do not guarantee payment.

Network Services Options (I-4. H. Communications, Network Connectivity, and Internet)			
Network Provider	On-Net - yes or no	One-time cost per Unit (if applicable)	Monthly per Unit cost (if applicable)
DataBank 1G	Yes	\$0.00	\$1,100.00
DataBank 10G	Yes	\$0.00	\$10,500.00
DataBank 40G	Yes	\$0.00	\$40,000.00
CenturyLink/Level 3/Lumen	Yes	N/A	N/A
Comcast	Yes	N/A	N/A
Crown Castle/Lighttower Fiber Networks	Yes	N/A	N/A
Verizon/XO	Yes	N/A	N/A
DQE Communications	Yes	N/A	N/A
AT&T	Yes	N/A	N/A
Cogent	No	N/A	N/A
Armstrong	No	N/A	N/A
Consolidated Communications	No	N/A	N/A
Telia	No	N/A	N/A
Windstream	No	N/A	N/A
Segra/Lumos Networks	No	N/A	N/A
Zayo	No	N/A	N/A
Atlantic Broadband	No	N/A	N/A

Cloud Service Provider (CSP) On-Ramp Services (I-4. I. CSP Connection Services)		
Service Type	One-time cost per Unit (if applicable)	Monthly per Unit cost (if applicable)
Megaport	N/A	N/A
Zayo Cloud Connect	N/A	N/A
Crown Castle Cross Connect	N/A	N/A
DataBank Cloud Connect	N/A	N/A

Remote Hands Options (I-4. J. Remote Hands Service)			
Remote Hands		Total per year (Years 1-5)	Total per year (Years 6-10)
Remote Hands Service (unlimited hours per year) <Add Descripton>			
Remote Hands Service (unlimited hours per year) <Add Descripton>			

Cabinet Purchase Options (I-4. L. Offeror Supplied Cabinets)			
Cabinet Type	Quantity	Non-recurring (one-time) cost	Total (one-time)
Wright Line Cabinet part # JW963040; 96" H x 30" W x 40" D; welded Paramount Steel frame; Black	1		\$0.00
APC 48U #AR3307W 89" H x 24" W x 48" D	1	\$2,500.00	\$2,500.00
<Other Cabinet Options if available - add lines if needed>	1		\$0.00
<Other Cabinet Options if available - add lines if needed>	1		\$0.00
<Other Cabinet Options if available - add lines if needed>	1		\$0.00
<Other Cabinet Options if available - add lines if needed>	1		\$0.00

Offeror Contact Information	
OFFEROR NAME	CONTACT PERSON
DataBank Holdings Ltd.	Tyal Prince
OFFEROR ADDRESS	EMAIL ADDRESS
35 Summit Park Dr.	Tprince@ databank.com
	PHONE NUMBER
	412-367-2473
	SAP VENDOR #
	544477
	FEDERAL TAX ID
	83-0409949

NOTES

An Offered Option is an item or service that is not identified by the RFP but may be included in the Offeror's proposal. Offered Options will be exercised at the sole discretion of the Commonwealth. Offerors are not obligated to include Offered Options in the proposal.

Value-Added Services (I-4. N. Value-Added Services)		
Service Type	One-time cost per Unit (if applicable)	Monthly per Unit cost (if applicable)
Example: Cold/Hot Aisle Containment		
Cold/Hot Aisle Containment	\$0.00	\$0.00
Biometric Access Reader	\$250.00	\$250.00
DataBank Portal Access	\$0.00	\$0.00
Parking on PIT2 Campus	\$0.00	\$0.00
Conference Room Access	\$0.00	\$0.00
* Managed Security: Managed Anti-Virus, File Integrity Monitoring, Managed Firewalls, Configuration Scanning, Two-Factor Authentication, Log Management, External/Internal Vulnerability Scanning	Depends on Requirements	Depends on Requirements
* Disaster Recovery as a Service (DRaaS), DataBank Cloud Connect Backup	Depends on Requirements	Depends on Requirements
* Managed IDS/IPS Security, Managed DDoS Mitigation	Depends on Requirements	Depends on Requirements
* Storage as a Service (STaaS)	Depends on Requirements	Depends on Requirements
* Enterprise Cloud	Depends on Requirements	Depends on Requirements
* Managed Enterprise Cloud / Compliant Cloud	Depends on Requirements	Depends on Requirements

* The use of these services will require additional CoPA OA Technical, Compliance, and Contract Review as well as an agreed to CCR prior to enablement.

CloudLink Cloud Connect - AWS - US East Northern VA	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - US East OH	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - US West OR	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - US West CA	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - GovCloud West	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - GovCloud East	2G / 10G	\$0.00	\$1,839.27	\$22,071.21	\$0.00	\$1,857.66	\$22,291.92	\$0.00	\$1,876.24	\$22,514.84	\$0.00	\$1,895.00	\$22,739.99	\$0.00	\$1,913.95	\$22,967.39	\$112,585.36
CloudLink Cloud Connect - AWS - US East Northern VA	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - US East OH	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - US West OR	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - US West CA	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - GovCloud West	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - GovCloud East	5G / 10G	\$0.00	\$2,049.47	\$24,593.64	\$0.00	\$2,069.96	\$24,839.57	\$0.00	\$2,090.66	\$25,087.97	\$0.00	\$2,111.57	\$25,338.85	\$0.00	\$2,132.69	\$25,592.24	\$125,452.26
CloudLink Cloud Connect - AWS - US East Northern VA	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60
CloudLink Cloud Connect - AWS - US East OH	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60
CloudLink Cloud Connect - AWS - US West OR	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60
CloudLink Cloud Connect - AWS - US West CA	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60
CloudLink Cloud Connect - AWS - GovCloud West	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60
CloudLink Cloud Connect - AWS - GovCloud East	10G / 10G	\$0.00	\$2,364.77	\$28,377.27	\$0.00	\$2,388.42	\$28,661.04	\$0.00	\$2,412.30	\$28,947.65	\$0.00	\$2,436.43	\$29,237.13	\$0.00	\$2,460.79	\$29,529.50	\$144,752.60

Power Distribution Units (PDU) Purchase	Brand	Type	Model	Position	Phase	Input	One-time cost	Monthly per Unit cost
208 VAC 20 Amp Circuit (Single-Phase)	APC	ATS	AP4434	Horizontal	Single	C20	\$ 1,100.00	\$ -
208 VAC 20 Amp Circuit (Single-Phase)	APC	Metered PDU	AP8459NA3	Vertical	Single	L6-20P	\$ 1,100.00	\$ -
208 VAC 20 Amp Circuit (Single-Phase)	APC	Metered PDU	AP8858NA3	Vertical	Single	L6-20P	\$ 469.00	\$ -
208 VAC 30 Amp Circuit (Single-Phase)	APC	Metered PDU	AP8841	Vertical	Single	L6-30	\$ 629.00	\$ -
208 VAC 30 Amp Circuit (Single-Phase)	APC	Metered PDU	AP8441	Vertical	Single	L6-30P	\$ 1,275.00	\$ -
208 VAC 30 Amp Circuit (Single-Phase)	APC	Switched PDU	AP8941	Vertical	Single	L6-30P	\$ 1,050.00	\$ -
208 VAC 30 Amp Circuit (Single-Phase)	APC	ATS	AP4432	Horizontal	Single	L6-30P	\$ 1,375.00	\$ -
EMI105-06 G3 Metered Input	Eaton						\$ 1,392.00	\$ -

Note:

Leased Power Distribution Units (PDU) - 5 Year Lease Term	Brand	Type	Model	Position	Phase	Input	One-time cost	Monthly per Unit cost - 5 Year
208 VAC 20 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8459NA3	Vertical	Single	L6-20P	\$ -	\$ 115.00
208 VAC 20 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8858NA3	Vertical	Single	L6-20P	\$ -	\$ 50.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8841	Vertical	Single	L6-30	\$ -	\$ 45.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8441	Vertical	Single	L6-30P	\$ -	\$ 60.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Switched PDU	AP8941	Vertical	Single	L6-30P	\$ -	\$ 70.00
EMI105-06 G3 Metered Input	Eaton						\$ -	\$ 50.00

Note: All 5 year terms.

Leased Power Distribution Units (PDU) - 1 Year Lease Term	Brand	Type	Model	Position	Phase	Input	One-time cost	Monthly per Unit cost - 1 Year
208 VAC 20 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8459NA3	Vertical	Single	L6-20P	\$ -	\$ 230.00
208 VAC 20 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8858NA3	Vertical	Single	L6-20P	\$ -	\$ 100.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8841	Vertical	Single	L6-30	\$ -	\$ 90.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Metered PDU	AP8441	Vertical	Single	L6-30P	\$ -	\$ 120.00
208 VAC 30 Amp Circuit (Single-Phase) LEASED	APC	Switched PDU	AP8941	Vertical	Single	L6-30P	\$ -	\$ 140.00
EMI105-06 G3 Metered Input	Eaton						\$ -	\$ 150.00

Note: All 1 year terms.

Cabinet Purchase Options (I-4. L. Offeror Supplied Cabinets)			
Cabinet Type	Quantity	Non-recurring (one-time) cost	Total (one-time)
Wright Line Cabinet part # JW963040; 96" H x 30" W x 40" D; welded Paramount Steel frame; Black	1	\$1,956.20	\$1,956.20
AR3357W Cabinets NetShelter SX 48U 750mm Wide x 1200mm; Black	1	\$2,420.00	\$2,420.00

Note:

Cabinet Lease Options (I-4. L. Offeror Supplied Cabinets) - 5 Year Lease Term

Cabinet Type	Quantity	Monthly per Unit cost (Term needs added)	Total 1 Year
Wright Line Cabinet part # JW963040; 96" H x 30" W x 40" D; welded Paramount Steel frame; Black	1	\$50.00	\$600.00
AR3357W Cabinets NetShelter SX 48U 750mm Wide x 1200mm; Black	1	\$55.00	\$660.00
Note: All 5 year terms.			

Cabinet Lease Options (I-4, L Offeror Supplied Cabinets) - 1 Year Lease Term			
Cabinet Type	Quantity	Monthly per Unit cost (Term needs added)	Total 1 Year
Wright Line Cabinet part # JW963040; 96" H x 30" W x 40" D; welded Paramount Steel frame; Black	1	\$200.00	\$2,400.00
AR3357W Cabinets NetShelter SX 48U 750mm Wide x 1200mm; Black	1	\$250.00	\$3,000.00
Note: All 1 Year Terms			

Final Negotiated Cost Submittal Cost Submittal Summary - RFP 6100050958

Offeror Contact Information	
OFFEROR NAME	CONTACT PERSON
DataBank Holdings Ltd.	Tyal Prince
OFFEROR ADDRESS	EMAIL ADDRESS
35 Summit Park Dr.	Tprince@ databank.com
	PHONE NUMBER
	412-367-2473
	SAP VENDOR #
	544477
	FEDERAL TAX ID
	83-0409949

NOTES

Base Term calculations include installation and power capacity for 30 Cabinets (150 kW Reserve Power), 200 hours of Remote Hands Service, and estimates for Power (Circuits and Usage) and Cross Connect Services contained in the *Base Cost* worksheet.

Optional Years calculations include installation of 10 additional cabinets, power capacity for 40 Cabinets (200 kW Reserve Power), 200 hours of Remote Hands Service, and estimates for Power (Circuits and Usage) and Cross Connect Services contained in the *Base Cost* worksheet.

Estimated Quantities are for evaluation purposes only and do not guarantee payment.

Base Term (Years 1-5)	
One Time Costs	
Cage Buildout Services	\$ 25,446.82
Floor Capacity Upgrade Services	\$ 3,000.00
Power Circuit Provisioning	\$ 30,275.00
Cabinet - Installation Only	\$ 3,000.00
Monthly Costs	
Cost per Tier - 30 Cabinets (Reserve Power - 150kW)	\$ 1,433,466.67
Power Cost (estimated)	\$ 413,910.00
Cross Connects (estimated)	\$ 127,050.00
Remote Hands Service (200 hours/year)	\$ 75,000.00
TOTAL BASE TERM COSTS	\$ 2,111,148.49

Optional Years (Years 6-10)	
One Time Costs	
Cabinet - Installation Only	\$ 1,000.00
Monthly Costs	
Cost per Tier - 40 Cabinets (Reserve Power - 200 kW)	\$ 2,067,993.82
Power Cost (estimated)	\$ 349,524.00
Cross Connects (estimated)	\$ 126,000.00
Remote Hands Service (200 hours/year)	\$ 75,000.00
TOTAL OPTION TERM COSTS	\$ 2,619,517.82

Total Cost Summary	
Base Term (5 years)	\$ 2,111,148.49
Optional Renewal Term (5 years)	\$ 2,619,517.82
Total Cost (10 years)	\$ 4,730,666.31

CCR Additions

Product Code	Long Description	Type (MRC/NRC)	Cost \$	Service Interval (Business Days)	CCR #	Effective Date
DB-CC-EXT	Miscellaneous Cross Connect Extension Cost – Requires attachment to the order with product itemization from Supplier.	NRC	\$1.00	21 days	DB_CCR_001	10.06.2021
DB-CC-ACM	Fiber Cross Connect - Required for cross connects that occur at the Pittsburgh Allegeheny Center Mall (ACM) location.	NRC	\$ 75.00	21 days	DB_CCR_002	11.12.2021
DB-CC-ACM	Fiber Cross Connect - Required for cross connects that occur at the Pittsburgh Allegeheny Center Mall (ACM) location.	MRC	\$ 200.00	n/a	DB_CCR_002	11.12.2021
DB-Portal-MFA	The service will allow Commonwealth users of DataBank's Portal to authenticate using multi-factor authentication.	MRC	\$5.00	n/a	DB_CCR_003	02.22.2022