

**Attachment C – Pricing
DIR-TSO-3378**

| Software (License) Description | DIR Discount % off MSRP |
|---|------------------------------------|
| Periscope Vendor Management | 17.75% |
| Periscope Basic Bidder, per named user seat | 17.75% |
| Periscope Department Buyer, per named user seat | 17.75% |
| Periscope Basic Purchasing, per named user seat | 17.75% |
| Periscope Contract Manager, per named user seat | 17.75% |
| Periscope Department access, per named user seat - 1 to 100 | 17.75% |
| Periscope Department access, per named user seat - 101 to 200 | 17.75% |
| Periscope Department access, per named user seat - 201 to 300 | 17.75% |
| Periscope Department access, per named user seat - 301 to 400 | 17.75% |
| Periscope Department access, per named user seat - 401 to 500 | 17.75% |
| Periscope Department access, per named user seat - over 500 | 17.75% |
| Periscope Audit, per named user seat | 17.75% |
| Periscope Inventory, per named user seat | 17.75% |
| Periscope Accounts Payable, per named user seat | 17.75% |
| Periscope Business Intelligence | 17.75% |
| Periscope e-Invoicing | 17.75% |
| Periscope Forms Builder | 17.75% |
| Periscope Small Business Engine | 17.75% |
| Periscope Integration Module | 17.75% |
| Periscope Annual Maintenance and Support | 17.75% |

| Software as a Service (SaaS) Description | DIR Discount % off MSRP |
|--|--------------------------------|
| Periscope Source * | 17.75% |
| Periscope Contract Lifecycle Management – Per Full User Seat | 17.75% |
| Periscope Contract Lifecycle - Per Read Only (Admin) User Seat | 17.75% |
| Periscope Negotiation Portal for Source | 17.75% |
| Periscope eSignature Portal for Source | 17.75% |
| Periscope Open API for Source | 17.75% |
| Periscope Vendor Management | 17.75% |
| Periscope Basic Bidder, per named user seat | 17.75% |
| Periscope Department Buyer, per named user seat | 17.75% |
| Periscope Basic Purchasing, per named user seat | 17.75% |
| Periscope Contract Manager, per named user seat | 17.75% |
| Periscope Department access, per named user seat | 17.75% |
| Periscope Audit, per named user seat | 17.75% |
| Periscope Inventory, per named user seat | 17.75% |
| Periscope Accounts Payable, per named user seat | 17.75% |
| Periscope Business Intelligence | 17.75% |
| Periscope e-Invoicing | 17.75% |
| Periscope Forms Builder | 17.75% |
| Periscope Small Business Engine | 17.75% |
| Periscope Integration Module | 17.75% |
| Related Services Description * | DIR Discount % off MSRP |
| Project Management - Senior Project Manager | 9.75% |
| Project Management - Project Manager | 9.75% |
| Application Exploration and Business Process Consulting - Senior | 9.75% |
| Application Exploration and Business Process Consulting - Business | 9.75% |
| Software Deployment and Modification - Installation Technician | 9.75% |
| Training - Training Specialist | 9.75% |
| Software Testing - Quality Assurance Specialist | 9.75% |
| Software Deployment and Modification - Software Specialist | 9.75% |
| End-User Documentation - Documentation Specialist | 9.75% |

Pricing Does Not Include Travel

| Periscope Source Pricing* | | | | | | | |
|--------------------------------------|------------|--|--------------------------------------|--------------------------------------|--|--|---|
| Entity Type | # of users | MSRP | Annual Maintenance Cost | Annual Support Cost | Training Cost | Implementation Cost | Renewal Options |
| Municipalities/Cities/Towns/Villages | Unlimited | \$5,000 base cost + 10% of city population (capped at \$125,000/yr.); i.e. a city with population of 50,000 people would have an annual subscription cost of \$10,000. | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 30% of first year Annual Subscription Cost | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after 1st contract. |
| County government | Unlimited | \$10,000 base cost + 6% of county population (capped at \$200,000/yr); i.e. a county with population of 100,000 people would have an annual subscription cost of \$16,000. | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 30% of first year Annual Subscription Cost | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after 1st contract. |
| School District | Unlimited | \$3,000 base cost + 70% of student enrollment; ie a school district with 10,000 students would have an annual subscription cost of \$10,000. | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 30% of first year Annual Subscription Cost | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after 1st contract. |

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|--|-----------|---|--------------------------------------|--------------------------------------|--|--|---|
| University | Unlimited | \$3,000 base cost + 80% of student enrollment; ie a university with 10,000 students would have an annual subscription cost of \$11,000. | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel | 30% of first year Annual Subscription Cost | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after 1st contract. |
| Special Districts / Political SubDivisions | Unlimited | \$10,000 base cost + 6% of county population (capped at \$200,000/yr.); i.e. a county with population of 100,000 people would have an annual subscription cost of \$16,000. | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 30% of first year Annual Subscription Cost | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after 1st contract. |

| Periscope Contract Lifecycle Pricing | | | | | | | | |
|--|------------|-------------------------------|------------------------------|--------------------------------------|--------------------------------------|--|--|---|
| Entity Type | # of users | User Type | Annual Subscription Cost | Annual Maintenance Cost | Annual Support Cost | Training Cost | Implementation Cost | Renewal Options |
| Municipalities/Cities/ Towns/Villages | 1 1 | Full Read Only/ Partial | \$2,432/user \$1,217/user | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 30% of first year Annual Subscription Cost (\$3,000 minimum) | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after 1st contract. |
| County government | 1 1 | Full Read Only/ Partial | \$2,432/user \$1,217/user | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 30% of first year Annual Subscription Cost (\$3,000 minimum) | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after 1st contract. |
| School District | 1 1 | Full Read Only/ Partial | \$2,432/user \$1,217/user | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 30% of first year Annual Subscription Cost (\$3,000 minimum) | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after 1st contract. |
| University | 1 1 | Full Read Only/ Partial | \$2,432/user \$1,217/user | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 30% of first year Annual Subscription Cost (\$3,000 minimum) | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after 1st contract. |

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|--|--------|-------------------------------|------------------------------|---|---|---|--|--|
| State Agency | 1 1 | Full Read Only/ Partial | \$2,432/user \$1,217/user | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 30% of first year Annual Subscription Cost (\$3,000 minimum) | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after 1st contract. |
| Special Districts / Political SubDivisions | 1 1 | Full Read Only/ Partial | \$2,432/user \$1,217/user | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 30% of first year Annual Subscription Cost (\$3,000 minimum) | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after 1st contract. |

| Negotiation Portal Pricing | | | | | | | | |
|--|------------|-----------|--------------------------|---|---|---|--|--|
| Entity Type | # of users | User Type | Annual Subscription Cost | Annual Maintenance Cost | Annual Support Cost | Training Cost | Implementation Cost | Renewal Options |
| Municipalities/Cities/ Towns/Villages | 1 | Full | \$5,000 | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 10% of first year Annual Subscription | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after initial term. |
| County government | 1 | Full | \$5,000 | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 10% of first year Annual Subscription | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after initial term. |

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|--|---|------|---------|--------------------------------------|--------------------------------------|--|---------------------------------------|---|
| School District | 1 | Full | \$5,000 | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 10% of first year Annual Subscription | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after initial term. |
| University | 1 | Full | \$5,000 | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 10% of first year Annual Subscription | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after initial term. |
| <i>State</i> Agency | 1 | Full | \$5,000 | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 10% of first year Annual Subscription | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after initial term. |
| Special Districts / Political SubDivisions | 1 | Full | \$5,000 | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 10% of first year Annual Subscription | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after initial term. |

This pricing does not include the Administrative Fee.

| eSignaturePortal Pricing | | | | | | | | |
|--------------------------------------|------------|-----------|--------------------------|--------------------------------------|--------------------------------------|--|---------------------------------------|---|
| Entity Type | # of users | User Type | Annual Subscription Cost | Annual Maintenance Cost | Annual Support Cost | Training Cost | Implementation Cost | Renewal Options |
| Municipalities/Cities/Towns/Villages | 1 | Full | \$5,000 | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 10% of first year Annual Subscription | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after initial term. |
| County government | 1 | Full | \$5,000 | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 10% of first year Annual Subscription | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after initial term. |
| School District | 1 | Full | \$5,000 | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 10% of first year Annual Subscription | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after initial term. |
| University | 1 | Full | \$5,000 | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 10% of first year Annual Subscription | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after initial term. |

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|--|---|------|---------|--------------------------------------|--------------------------------------|--|---------------------------------------|---|
| State Agency | 1 | Full | \$5,000 | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 10% of first year Annual Subscription | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after initial term. |
| Special Districts / Political SubDivisions | 1 | Full | \$5,000 | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 10% of first year Annual Subscription | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after initial term. |

| Open API Pricing | | | | | | | | |
|--|-------------------|------------------|---------------------------------|--------------------------------------|--------------------------------------|---|---------------------------------------|---|
| <u>Entity Type</u> | <u># of users</u> | <u>User Type</u> | <u>Annual Subscription Cost</u> | <u>Annual Maintenance Cost</u> | <u>Annual Support Cost</u> | <u>Training Cost</u> | <u>Implementation Cost</u> | <u>Renewal Options</u> |
| Municipalities/Cities/ Towns/Villages | 1 | Full | \$5,000 | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 10% of first year Annual Subscription | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after initial term. |
| County government | 1 | Full | \$5,000 | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 10% of first year Annual Subscription | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after initial term. |
| School District | 1 | Full | \$5,000 | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 10% of first year Annual Subscription | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after initial term. |
| University | 1 | Full | \$5,000 | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 10% of first year Annual Subscription | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after initial term. |
| State Agency | 1 | Full | \$5,000 | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 10% of first year Annual Subscription | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after initial term. |

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|--|---|------|---------|--------------------------------------|--------------------------------------|--|---------------------------------------|---|
| Special Districts / Political SubDivisions | 1 | Full | \$5,000 | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost; Onsite training available at \$2,500/day + travel expenses | 10% of first year Annual Subscription | 1 year or 3 year renewal options available. 5% increase to be added to Annual Subscription Cost after initial term. |
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| Self-Funded Program | | | | | | | | |
|---------------------|-------------------|------------------|--|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|---|
| <u>Entity Type</u> | <u># of users</u> | <u>User Type</u> | <u>Annual Subscription Cost</u> | <u>Annual Maintenance Cost</u> | <u>Annual Support Cost</u> | <u>Training Cost</u> | <u>Implementation Cost</u> | <u>Renewal Options</u> |
| State Agency | any | Full | \$0 - Using a flexible self-funded approach, BuySpeed can be offered at no cost. This approach includes, but is not limited to, funding solution costs through contract administration fees and/or vendor registration fees. Included in Annual Subscription Cost. The applicable funding approach will be determined by the contracting agency and Periscope. | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost | Included in Annual Subscription Cost | 1 year or 3 year renewal options available. |