

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

Software (License) Description	MSRP	DIR Discount % off MSRP	DIR Discounted Price (MSRP - Discount %)
Periscope Vendor Management	\$5,290.00	17.75%	\$4,351.00
Periscope Basic Bidder, per named user seat	\$1,590.00	17.75%	\$1,307.78
Periscope Department Buyer, per named user seat	\$1,310.00	17.75%	\$1,077.48
Periscope Basic Purchasing, per named user seat	\$4,230.00	17.75%	\$3,479.18
Periscope Contract Manager, per named user seat	\$4,725.00	17.75%	\$3,886.31
Periscope Department access, per named user seat - 1 to 100	\$155.00	17.75%	\$127.49
Periscope Department access, per named user seat - 101 to 200	\$130.00	17.75%	\$106.93
Periscope Department access, per named user seat - 201 to 300	\$110.00	17.75%	\$90.48
Periscope Department access, per named user seat - 301 to 400	\$90.00	17.75%	\$74.03
Periscope Department access, per named user seat - 401 to 500	\$70.00	17.75%	\$57.58
Periscope Department access, per named user seat - over 500	\$50.00	17.75%	\$41.13
Periscope Audit, per named user seat	\$105.00	17.75%	\$86.36
Periscope Inventory, per named user seat	\$3,700.00	17.75%	\$3,043.25
Periscope Accounts Payable, per named user seat	\$1,060.00	17.75%	\$871.85
Periscope Business Intelligence	\$16,250.00	17.75%	\$13,365.63
Periscope e-Invoicing	\$11,625.00	17.75%	\$9,561.56
Periscope Forms Builder	\$16,250.00	17.75%	\$13,365.63
Periscope Small Business Engine	\$5,290.00	17.75%	\$4,351.03
Periscope Integration Module	\$55,400.00	17.75%	\$45,566.50
Periscope Annual Maintenance and Support	25% of total license fee	17.75%	\$20.56%

Software as a Service (SaaS) Description	MSRP	DIR Discount % off MSRP	DIR Discounted Price (MSRP - Discount %)
Periscope Source *	See Pricing Table (Page 3)	17.75%	
Periscope Contract Lifecycle Management – Per Full User Seat	See Pricing Table (Page 5)	17.75%	
Periscope Contract Lifecycle - Per Read Only (Admin) User Seat	See Pricing Table (Page 5)	17.75%	
Periscope Negotiation Portal for Source	\$ 5,000.00	17.75%	\$ 4,112.50
Periscope eSignature Portal for Source	\$ 5,000.00	17.75%	\$ 4,112.50
Periscope Open API for Source	\$ 5,000.00	17.75%	\$ 4,112.50
Periscope Vendor Management	\$ 7,845.50	17.75%	\$ 6,452.92
Periscope Basic Bidder, per named user seat	\$ 2,167.00	17.75%	\$ 1,782.36
Periscope Department Buyer, per named user seat	\$ 2,025.84	17.75%	\$ 1,666.25
Periscope Basic Purchasing, per named user seat	\$ 3,514.50	17.75%	\$ 2,890.68
Periscope Contract Manager, per named user seat	\$ 4,025.00	17.75%	\$ 3,310.56
Periscope Department access, per named user seat	\$ 379.50	17.75%	\$ 312.14
Periscope Audit, per named user seat	\$ 1,063.70	17.75%	\$ 874.89
Periscope Inventory, per named user seat	\$ 3,921.50	17.75%	\$ 3,225.43
Periscope Accounts Payable, per named user seat	\$ 1,502.60	17.75%	\$ 1,235.89
Periscope Business Intelligence	\$ 10,736.00	17.75%	\$ 8,830.36
Periscope e-Invoicing	\$ 10,736.00	17.75%	\$ 8,830.36
Periscope Forms Builder	\$ 10,736.00	17.75%	\$ 8,830.36
Periscope Small Business Engine	\$ 7,845.50	17.75%	\$ 6,452.92
Periscope Integration Module	\$ 28,000.00	17.75%	\$ 23,030.00
Related Services Description *	MSRP	DIR Discount % off MSRP	DIR Discounted Price (MSRP - Discount %)
Project Management - Senior Project Manager	\$ 275.00	9.75%	\$ 248.19
Project Management - Project Manager	\$ 255.00	9.75%	\$ 230.14
Application Exploration and Business Process Consulting - Senior	\$ 275.00	9.75%	\$ 248.19
Application Exploration and Business Process Consulting - Business	\$ 255.00	9.75%	\$ 230.14
Software Deployment and Modification - Installation Technician	\$ 235.00	9.75%	\$ 212.09
Training - Training Specialist	\$ 185.00	9.75%	\$ 166.96
Software Testing - Quality Assurance Specialist	\$ 235.00	9.75%	\$ 212.09
Software Deployment and Modification - Software Specialist	\$ 235.00	9.75%	\$ 212.09
End-User Documentation - Documentation Specialist	\$ 185.00	9.75%	\$ 166.96

Pricing Does Not Include Travel

Periscope Source Pricing*							
<u>Entity Type</u>	<u># of users</u>	<u>MSRP</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	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.

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.

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.

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.

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.

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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