Periscope Holdings, Inc.
Price List
DIR-TSO-3378

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

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Software as a Service (SaaS) Description	MSRP	DIR Discount % off MSRP	DIR Discounted Price (MSRP - Discount %)
BuySpeed Vendor Management	$ 7,845.50	17.75%	$6,452.92
BuySpeed Basic Bidder, per named user seat	$ 2,167.00	17.75%	$1,782.36
Department Buyer, per named user seat	$ 2,025.84	17.75%	$1,666.25
BuySpeed Basic Purchasing, per named user seat	$ 3,514.50	17.75%	$2,890.68
BuySpeed Contract Manager, per named user seat	$ 4,025.00	17.75%	$3,310.56
BuySpeed Department access, per named user seat	$ 379.50	17.75%	$312.14
BuySpeed Audit, per named user seat	$ 1,063.70	17.75%	$874.89
BuySpeed Inventory, per named user seat	$ 3,921.50	17.75%	$3,225.43
BuySpeed Accounts Payable, per named user seat	$ 1,502.60	17.75%	$1,235.89
BuySpeed Business Intelligence	$ 10,736.00	17.75%	$8,830.36
BuySpeed e-Invoicing	$ 10,736.00	17.75%	$8,830.36
BuySpeed Forms Builder	$ 10,736.00	17.75%	$8,830.36
BuySpeed Small Business Engine	$ 7,845.50	17.75%	$6,452.92
BuySpeed Integration Module	$ 28,000.00	17.75%	$23,030.00
BuySpeed Source ***	See Pricing Table (Page 4) ***	17.75%	
BuySpeed Contract Lifecycle Management Full User ****	$ 2,432.00	17.75%	$2,000.32
BuySpeed Contract Lifecycle Read Only (Admin) User ****	$ 1,217.00	17.75%	$1,000.98

Related Services Description *	MSRP	DIR Discount % off MSRP	DIR Discounted Price (MSRP - Discount %)
Project Management - Senior Project Manager	$ 250.00	9.75%	$225.63
Project Management - Project Manager	$ 235.00	9.75%	$212.09
Application Exploration and Business Process Consulting - Senior Business Analyst	$ 250.00	9.75%	$225.63
Application Exploration and Business Process Consulting - Business Analyst	$ 235.00	9.75%	$212.09

Software Deployment and Modification - Installation Technician	$ 210.00	9.75%	$189.53
Training - Training Specialist	$ 160.00	9.75%	$144.40
Software Testing - Quality Assurance Specialist	$ 210.00	9.75%	$189.53
Software Deployment and Modification - Software Specialist	$ 210.00	9.75%	$189.53
End-User Documentation - Documentation Specialist	$ 160.00	9.75%	$144.40

* *Pricing does not include travel*

Source

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.

University	Unlimited	$3,000 base cost + 80% of student enrollment; ie a university w ith 10,000 students w ould 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 renew al options available. 5% increase to be added to Annual Subscription Cost after 1st contract.

Source Pricing*

Entity Type	# of users	MSRP	Annual Maintenance Cost	Annual Support Cost	Training Cost	Implementation Cost	Renewal Options
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.

* A minimum 24 month contract is required. Pricing valid through term of a contract.

Contract

Contract 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 $1,217user	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.

* A minimum 24 month contract is required. Pricing valid through term of a contract.

NOTE: These prices DO NOT include the Administrative Fee.