

APPENDIX A Pricing for SHARE

For Contract Management Services, contractor shall quote participating SHARE Entities the rates and/or discount required for a custom implementation of the services specified by the RFP. Contractor's proposed rate chart for categories/available services for Document Management Solution Services are found below.

Fees & Payment Terms

The final terms and conditions will be as per the Software Services Agreement agreed by the parties. All invoices will be submitted quarterly, with payment due net-30 days. The fees are divided into the following two categories: SaaS Licensing & Maintenance Fee, which is an annual subscription fee; and a one-time Implementation Fee, as discussed in the Estimated Plan Section and training customers personnel on the Odyssey Digital Automation Platform.

SaaS License, Hosting & Maintenance

The contract term is for three years. Hosting is in a SaaS model and assumes National coverage (2 VM(a) (8 CPU, 16 GB, 2 TB, 1 IP), 2 IP, 500 MB in/out). The SaaS model provides for one production environment, one development environment and one testing (QA) environment. Maintenance provides for eight-by-five support. All fees will be billed annually in advance. The fees are for the services as described in the Proposal. Total annual License, Hosting and Maintenance Fees are billable annually in advance and calculated as follows:

Up to 25 Core ¹ Users	\$52,000
Additional Core ¹ User	\$ 520
Over 125 Core ¹ Users	Contact for quote for additional volume discount

¹A Core User is defined as an internal user of the customer, who is a regular user of the solution, typically within Procurement/Purchasing or Legal departments.

Implementation Fee

The Implementation Fee is as per Estimated Plan. Payment terms are 50% at time of contract signing and 50% at completion of the implementation. Implementation will be performed remotely. Training fees are included in the Implementation Fee. The Fee is broken down as follows:

- Installation and Configuration \$25,000 USD; assumes three hundred hours; over will be billed at \$80 USD/hour

Optional Services:

- Bespoke Configuration will be billed at \$80 USD/hour
- Data Migration will be billed at \$80 USD/hour
- Application Integration will be billed at \$80 USD/hour.