

**EXHIBIT B**  
**CONTRACT NUMBER VA-070601-IBM**  
**BETWEEN**  
**VIRGINIA INFORMATION TECHNOLOGIES AGENCY**  
**AND**  
**IBM CORPORATION**

Exhibit B is hereby incorporated into and made an integral part of Contract Number VA-070601-IBM ("Contract") between the Virginia Information Technologies Agency ("VITA" or "Commonwealth" or "State") and IBM Corporation ("IBM" or "Supplier").

control.

**General Information**

Schedule A, and B contain all the products needed to meet the RFP requirements except Redaction and COLD. IBM FileNet Content Manager is a pre-requisite for any other IBM FileNet products on these schedules.

Schedule C is a Development environment for products in schedule A, B, and D. Implementation services are sized against this list of products.

Schedule D is third party products needs to meet the Redaction and COLD requirements.

Pricing for external users that is users outside of the firewall or also called the public at large is at the bottom of Schedule A. These licenses would be used for the public to view content.

First year Maintenance is listed in the far right of the spreadsheet. This can be used as an estimate for the 2 year but is subject to change.

See Appendix C for product descriptions

**Additional Discounts**

ordered, excluding maintenance. Products in Schedule A, B and C will be used the determine the value of the order. The additional discounts will not apply to the products in schedule B or D.

**Single Purchase Discounts:**

1. For a single license purchase equal to or exceeding \$500,000 but less than \$1,000,000 an additional 3% discount would apply to Schedule A
2. For a single license purchase equal to or exceeding \$1,000,000 an additional 10% discount would apply to the Schedule A products

**Volume Purchase Alternative**

Employee-based pricing is where we licenses the total employee population of a company, subsidiary, agency, or other distinct business entity who has a population of 5,000 employees or greater. For example an agency that has 5,000 employees who wants to implement email management. We would need to address these situations on an individual basis.

### Schedule A

Model Number	Description	Qty Ordered	Unit Price	Ext. Price	Sales Discount %	Unit Net Price	Ext. Net Price	Premium Maintenance	
								Unit Price	Ext. Price
<b>Enterprise Content Management</b>									
308115	Development FN P8 Server Pkg	1	12,500.00	12,500.00	70.0%	3,750.00	3,750.00	675.00	675.00
	Development FN P8 Platform Server	1				0.00	0.00		0.00
	Development FN P8 Application Server Lic	1				0.00	0.00		0.00
	J2EE App Server Tracking: N/A					0.00	0.00		0.00
308122	Content Mgr 3.x Concurrent User Lic	1	3,600.00	3,600.00	70.0%	1,080.00	1,080.00	194.40	194.40
308121	Content Mgr 3.x Named User Lic	1	900.00	900.00	70.0%	270.00	270.00	48.60	48.60
308117	Professional FN P8 Server Pkg	1	75,000.00	75,000.00	70.0%	22,500.00	22,500.00	4,050.00	4,050.00
	FN P8 Platform Server	2				0.00	0.00		0.00
	FN P8 Application Server Lic	2				0.00	0.00		0.00
	J2EE App Server Tracking: N/A					0.00	0.00		0.00
308121	Content Mgr 3.x Named User Lic	1	900.00	900.00	70.0%	270.00	270.00	48.60	48.60
308122	Content Mgr 3.x Concurrent User Lic	1	3,600.00	3,600.00	70.0%	1,080.00	1,080.00	194.40	194.40
<b>Business Process Management</b>									
308642	Dev Business Proc Framework 3.x Lic	1	25,000.00	25,000.00	60.0%	10,000.00	10,000.00	1,800.00	1,800.00
308641	Business Proc Framework 3.x Lic	1	85,000.00	85,000.00	60.0%	34,000.00	34,000.00	6,120.00	6,120.00
308230	BPM 3.x Expansion Named User Lic	1	900.00	900.00	60.0%	360.00	360.00	64.80	64.80
308231	BPM 3.x Expansion Concurrent User Lic	1	3,600.00	3,600.00	60.0%	1,440.00	1,440.00	259.20	259.20
<b>email Archive</b>									
308918	Dev Email Mgr 3.x Server Lic-RMM	1	6,250.00	6,250.00	60.0%	2,500.00	2,500.00	450.00	450.00
308916	Email Mgr 3.x Server Lic-RMM	1	25,000.00	25,000.00	60.0%	10,000.00	10,000.00	1,800.00	1,800.00
503442	Email Mgr Mailbox Fee Lic	1	30.00	30.00	60.0%	12.00	12.00	2.16	2.16
<b>e-forms</b>									
308131	eForms/FN P8 3.x Expansion Named User Lic	1	375.00	375.00	60.0%	150.00	150.00	27.00	27.00
308149	eForms/FN P8 3.x Expansion Conc User Lic	1	1,500.00	1,500.00	60.0%	600.00	600.00	108.00	108.00
308150	eForms/FN P8 3.x Expansion eBusiness User	50	2,250.00	112,500.00	60.0%	900.00	45,000.00	162.00	8,100.00
<b>Records Management</b>									
308235	Records Mgr 3.x Expansion Named User Lic	1	600.00	600.00	60.0%	240.00	240.00	43.20	43.20
308236	Records Mgr 3.x Expansion Conc User Lic	1	2,400.00	2,400.00	60.0%	960.00	960.00	172.80	172.80
308613	Records Crawler 3.x Server Lic	1	75,000.00	75,000.00	60.0%	30,000.00	30,000.00	5,400.00	5,400.00
308614	Dev Records Crawler 3.x Server Lic	1	18,750.00	18,750.00	60.0%	7,500.00	7,500.00	1,350.00	1,350.00
<b>Capture</b>									
308474	Capture DocProcessing 5.x	1	1,500.00	1,500.00	60.0%	600.00	600.00	108.00	108.00
308472	Capture Prof File Import 5.x	1	2,500.00	2,500.00	60.0%	1,000.00	1,000.00	180.00	180.00
308473	Capture Prof Inbound Link 5.x	1	3,000.00	3,000.00	60.0%	1,200.00	1,200.00	216.00	216.00
308475	Capture Adv DocProcessing 5.x	1	4,000.00	4,000.00	60.0%	1,600.00	1,600.00	288.00	288.00
<b>Compliance Framework</b>									
308139	Compliance Framework 3.x Named User Lic	1	2,600.00	2,600.00	60.0%	1,040.00	1,040.00	187.20	187.20
	CF/Content Mgr 3.x Named User Lic	1				0.00	0.00		0.00
	CF/BPM 3.x Expansion Named User Lic	1				0.00	0.00		0.00
	CF/Records Mgr 3.x Exp Named User Lic	1				0.00	0.00		0.00
	CF/eForms/FN P8 3.x Exp Named User Lic	1				0.00	0.00		0.00
308140	Compliance Framework 3.x Conc User Lic	1	10,400.00	10,400.00	60.0%	4,160.00	4,160.00	748.80	748.80
	CF/Content Mgr 3.x Concurrent User Lic	1				0.00	0.00		0.00
	CF/BPM 3.x Expansion Concurrent User Lic	1				0.00	0.00		0.00
	CF/Records Mgr 3.x Exp Conc User Lic	1				0.00	0.00		0.00
	CF/eForms/FN P8 3.x Exp Conc User Lic	1				0.00	0.00		0.00
<b>Team Collaboration Manager</b>									
308240	TCM 3.x Expansion Named User Lic	1	200.00	200.00	60.0%	80.00	80.00	14.40	14.40
308241	TCM 3.x Expansion Concurrent User Lic	1	800.00	800.00	60.0%	320.00	320.00	57.60	57.60
<b>Storage Connectors</b>									
<b>Centera Storage and Retrieval</b>									
307575	SDS or CSAR Storage-1TB	1	12,000.00	12,000.00	60.0%	4,800.00	4,800.00	864.00	864.00
307576	SDS or CSAR Storage-5TB	1	47,000.00	47,000.00	60.0%	18,800.00	18,800.00	3,384.00	3,384.00
307577	SDS or CSAR Storage-10TB	1	80,000.00	80,000.00	60.0%	32,000.00	32,000.00	5,760.00	5,760.00
307578	SDS or CSAR Storage-25TB	1	175,000.00	175,000.00	60.0%	70,000.00	70,000.00	12,600.00	12,600.00
307579	SDS or CSAR Storage-50TB	1	312,000.00	312,000.00	60.0%	124,800.00	124,800.00	22,464.00	22,464.00
<b>Snaplock Storage and Retrieval</b>									
308089	SSAR Storage-1TB	1	12,000.00	12,000.00	60.0%	4,800.00	4,800.00	864.00	864.00
308090	SSAR Storage-5TB	1	47,000.00	47,000.00	60.0%	18,800.00	18,800.00	3,384.00	3,384.00
308091	SSAR Storage-10TB	1	80,000.00	80,000.00	60.0%	32,000.00	32,000.00	5,760.00	5,760.00
308092	SSAR Storage-25TB	1	175,000.00	175,000.00	60.0%	70,000.00	70,000.00	12,600.00	12,600.00
308093	SSAR Storage-50TB	1	312,000.00	312,000.00	60.0%	124,800.00	124,800.00	22,464.00	22,464.00
<b>IBM Storage and Retrieval</b>									
308654	ISAR Storage-1TB	1	12,000.00	12,000.00	60.0%	4,800.00	4,800.00	864.00	864.00
308655	ISAR Storage-5TB	1	47,000.00	47,000.00	60.0%	18,800.00	18,800.00	3,384.00	3,384.00
308656	ISAR Storage-10TB	1	80,000.00	80,000.00	60.0%	32,000.00	32,000.00	5,760.00	5,760.00
308657	ISAR Storage-25TB	1	175,000.00	175,000.00	60.0%	70,000.00	70,000.00	12,600.00	12,600.00
308658	ISAR Storage-50TB	1	312,000.00	312,000.00	60.0%	124,800.00	124,800.00	22,464.00	22,464.00
<b>Application Connectors</b>									
307224	Appl Conn for Siebel 7 IDL 3.x	1	20,000.00	20,000.00	60.0%	8,000.00	8,000.00	1,440.00	1,440.00
307225	AC for Siebel 7 IDL Dev Sys 3.x	1	5,000.00	5,000.00	60.0%	2,000.00	2,000.00	360.00	360.00
308427	ACSAP R/3 2.x Exp Named User Lic-J2EE	1	300.00	300.00	60.0%	120.00	120.00	21.60	21.60
308428	ACSAP R/3 2.x Exp Conc User Lic-J2EE	1	750.00	750.00	60.0%	300.00	300.00	54.00	54.00
308430	ACSAP R/3 2.x Gateway Server-J2EE	1	20,000.00	20,000.00	60.0%	8,000.00	8,000.00	1,440.00	1,440.00
308890	Dev Add'l ACSAP R/3 2.x Gateway Svr-J2EE	1	3,750.00	3,750.00	60.0%	1,500.00	1,500.00	270.00	270.00
<b>Portlets</b>									
308332	FN P8 Portlets 3.5.0	1	0.00	0.00	60.0%	0.00	0.00	0.00	0.00

## Schedule A

Model Number	Description	Qty Ordered	Unit Price	Ext. Price	Sales Discount %	Unit Net Price	Ext. Net Price	Premium Maintenance	
								Unit Price	Ext. Price
307385	FN P8 Portal Integration for IBM 2.x	1	0.00	0.00	60.0%	0.00	0.00	0.00	0.00
308477	Capture Toolkit 5.x	1	5,000.00	5,000.00	60.0%	2,000.00	2,000.00	360.00	360.00
502909	System Designer (Toolkit for FN P8)	1	10,000.00	10,000.00	60.0%	4,000.00	4,000.00	720.00	720.00

**Special Enterprise Licensing for the public at large  
For viewing content**

Model Number	Description	Qty Ordered	Unit Price	Ext. Price	Sales Discount %	Unit Net Price	Ext. Net Price	Unit Price	Ext.P Price
503342	ELA for 100,000 external customers	1	\$ 100,000.00	\$ 100,000.00	60.0%	40,000.00	40,000.00	7,200.00	7,200.00
503250	Content Mgr 3.x ELA Ext 100K Users	1	\$ 300,000.00	\$ 300,000.00	60.0%	120,000.00	120,000.00	21,600.00	21,600.00

Software for Public at large - Content Manager	\$ 185,000.00		
Annual Software Maintenance - Year 1	\$ 40,700.00	Add'l Disc Savings	\$ 215,000.00
Total Quote:	<u>\$ 225,700.00</u>	Total Product Savings	<u>\$ 215,000.00</u>

### Schedule B

Model Number	Description	Qty Ordered	Unit Price	Ext. Price	Sales Discount %	Unit Net Price	Ext. Net Price	Premium Maintenance	
								Unit Price	Ext. Price
<b>Business Activity Monitor</b>									
308643	BAM 3.x 2-CPU Lic	1	100,000.00	100,000.00	30.0%	70,000.00	70,000.00	15,400.00	15,400.00
308669	Dev BAM 3.x 2-CPU Lic	1	25,000.00	25,000.00	30.0%	17,500.00	17,500.00	3,850.00	3,850.00
308644	BAM 3.x Std Agent-JDBC/JMS/WS/XML/Flat	1	10,000.00	10,000.00	30.0%	7,000.00	7,000.00	1,540.00	1,540.00
503579	BAM 3.x 10-Concurrent User Lic	1	15,000.00	15,000.00	30.0%	10,500.00	10,500.00	2,310.00	2,310.00
503578	BAM 3.x Named User Lic	1	3,500.00	3,500.00	30.0%	2,450.00	2,450.00	539.00	539.00
308645	BAM 3.x Messaging Agent-Tibco	1	30,000.00	30,000.00	30.0%	21,000.00	21,000.00	4,620.00	4,620.00
<b>Other</b>									
307982	Rendition Engine 3.x Adds capability to publish documents to PDF & HTML formats. Works with CM, BPM, RM, TCM, and CF.	1	10,000.00	10,000.00	30.0%	7,000.00	7,000.00	1,540.00	1,540.00
308835	Fax Server 5.x RightFax Enterprise Server and Connector with 1 port license. Fax Server requires additional Capture Prof Inbound Link license for Inbound Fax. Also requires Print for Outbound Fax.	1	6,000.00	6,000.00	30.0%	4,200.00	4,200.00	924.00	924.00
502926	Fax Server Port Lic-A license must be purchased for each phone line used. T1=24 ports.	1	800.00	800.00	30.0%	560.00	560.00	123.20	123.20
308566	SysMon 3.x for Dev FN P8 Svr Pkg	1	3,750.00	3,750.00	30.0%	2,625.00	2,625.00	577.50	577.50
308568	SysMon 3.x for Prof FN P8 Svr Pkg	1	30,000.00	30,000.00	30.0%	21,000.00	21,000.00	4,620.00	4,620.00
503528	SysMon 3.x Named User Lic	1	100.00	100.00	30.0%	70.00	70.00	15.40	15.40
503529	SysMon 3.x Concurrent User Lic	1	400.00	400.00	30.0%	280.00	280.00	61.60	61.60
308545	SysMon 3.x for FN P8 Platform Svr	1	10,000.00	10,000.00	30.0%	7,000.00	7,000.00	1,540.00	1,540.00
308547	SysMon 3.x for FN P8 App Svr	1	5,000.00	5,000.00	30.0%	3,500.00	3,500.00	770.00	770.00
308608	SysMon 3.x for Dev FN P8 Platform Svr	1	2,500.00	2,500.00	30.0%	1,750.00	1,750.00	385.00	385.00
308609	SysMon 3.x for Dev FN P8 App Svr	1	1,250.00	1,250.00	30.0%	875.00	875.00	192.50	192.50
308571	SysMonIBM 3.x for Dev FN P8 Svr Pkg	1	3,750.00	3,750.00	30.0%	2,625.00	2,625.00	577.50	577.50
308573	SysMonIBM 3.x for Prof FN P8 Svr Pkg	1	30,000.00	30,000.00	30.0%	21,000.00	21,000.00	4,620.00	4,620.00
503538	SysMonIBM 3.x Named User Lic	1	100.00	100.00	30.0%	70.00	70.00	15.40	15.40
503539	SysMonIBM 3.x Concurrent User Lic	1	400.00	400.00	30.0%	280.00	280.00	61.60	61.60
308554	SysMonIBM 3.x for FN P8 Platform Svr	1	10,000.00	10,000.00	30.0%	7,000.00	7,000.00	1,540.00	1,540.00
308555	SysMonIBM 3.x for FN P8 App Svr	1	5,000.00	5,000.00	30.0%	3,500.00	3,500.00	770.00	770.00
308610	SysMonIBM 3.x for Dev FN P8 Platform Svr	1	2,500.00	2,500.00	30.0%	1,750.00	1,750.00	385.00	385.00
308611	SysMonIBM 3.x for Dev FN P8 App Svr	1	1,250.00	1,250.00	30.0%	875.00	875.00	192.50	192.50

### Schedule C - Development Environment

Model Number	Description	Qty Ordered	Unit Price	Ext. Price	Sales Discount %	Unit Net Price	Ext. Net Price	Premium Maintenance	
								Unit Price	Ext. Price
308115	Development FN P8 Server Pkg	1	12,500.00	12,500.00	70.0%	3,750.00	3,750.00	675.00	675.00
	Development FN P8 Platform Server	1		0.00		0.00			
	Development FN P8 Application Server Lic	1		0.00		0.00			
308139	Compliance Framework 3.x Named User Lic	10	2,600.00	26,000.00	70.0%	780.00	7,800.00	140.40	1,404.00
	CF/Content Mgr 3.x Named User Lic	1		0.00		0.00			
	CF/BPM 3.x Expansion Named User Lic	1		0.00		0.00			
	CF/Records Mgr 3.x Exp Named User Lic	1		0.00		0.00			
	CF/eForms/FN P8 3.x Exp Named User Lic	1		0.00		0.00			
308918	Dev Email Mgr 3.x Server Lic-RMM	2	6,250.00	12,500.00	60.0%	2,500.00	5,000.00	450.00	900.00
503442	Email Mgr Mailbox Fee Lic	2	30.00	60.00	60.0%	12.00	24.00	2.16	4.32
308614	Dev Records Crawler 3.x Server Lic	1	18,750.00	18,750.00	60.0%	7,500.00	7,500.00	1,350.00	1,350.00
308240	TCM 3.x Expansion Named User Lic	10	200.00	2,000.00	60.0%	80.00	800.00	14.40	144.00
308642	Dev Business Proc Framework 3.x Lic	1	25,000.00	25,000.00	60.0%	10,000.00	10,000.00	1,800.00	1,800.00
308472	Capture Prof File Import 5.x	1	2,500.00	2,500.00	60.0%	1,000.00	1,000.00	180.00	180.00
308474	Capture DocProcessing 5.x	1	1,500.00	1,500.00	60.0%	600.00	600.00	108.00	108.00
308477	Capture Toolkit 5.x	1	5,000.00	5,000.00	60.0%	2,000.00	2,000.00	360.00	360.00
308471	Capture Prof Addl DocEntry 5.x	2	1,000.00	2,000.00	60.0%	400.00	800.00	72.00	144.00
308473	Capture Prof Inbound Link 5.x	1	3,000.00	3,000.00	60.0%	1,200.00	1,200.00	216.00	216.00
308675	Data Archive Solution 2.x-J2EE	1	35,000.00	35,000.00	60.0%	14,000.00	14,000.00	2,520.00	2,520.00
308427	ACSAP R/3 2.x Exp Named User Lic-J2EE	2	300.00	600.00	60.0%	120.00	240.00	21.60	43.20
308920	Dev ACSAP EP-KM 1.x CPU Lic	1	3,750.00	3,750.00	60.0%	1,500.00	1,500.00	270.00	270.00
308332	FN P8 Portlets 3.5.0	1	0.00	0.00	60.0%	0.00	0.00	0.00	0.00
307385	FN P8 Portal Integration for IBM 2.x	1	0.00	0.00	60.0%	0.00	0.00	0.00	0.00
502909	System Designer (Toolkit for FN P8)	1	10,000.00	10,000.00	60.0%	4,000.00	4,000.00	720.00	720.00
307982	Rendition Engine 3.x	1	10,000.00	10,000.00	30.0%	7,000.00	7,000.00	1,540.00	1,540.00
308669	Dev BAM 3.x 2-CPU Lic	1	25,000.00	25,000.00	30.0%	17,500.00	17,500.00	3,850.00	3,850.00
503578	BAM 3.x Named User Lic	2	3,500.00	7,000.00	30.0%	2,450.00	4,900.00	539.00	1,078.00
308835	Fax Server 5.x	1	6,000.00	6,000.00	30.0%	4,200.00	4,200.00	924.00	924.00
502926	Fax Server Port Lic	1	800.00	800.00	30.0%	560.00	560.00	123.20	123.20
308566	SysMon 3.x for Dev FN P8 Svr Pkg	1	3,750.00	3,750.00	30.0%	2,625.00	2,625.00	577.50	577.50
503528	SysMon 3.x Named User Lic	1	100.00	100.00	30.0%	70.00	70.00	15.40	15.40
503529	SysMon 3.x Concurrent User Lic	1	400.00	400.00	30.0%	280.00	280.00	61.60	61.60
308608	SysMon 3.x for Dev FN P8 Platform Svr	1	2,500.00	2,500.00	30.0%	1,750.00	1,750.00	385.00	385.00
308609	SysMon 3.x for Dev FN P8 App Svr	1	1,250.00	1,250.00	30.0%	875.00	875.00	192.50	192.50
308571	SysMonIBM 3.x for Dev FN P8 Svr Pkg	1	3,750.00	3,750.00	30.0%	2,625.00	2,625.00	577.50	577.50
503538	SysMonIBM 3.x Named User Lic	1	100.00	100.00	30.0%	70.00	70.00	15.40	15.40
503539	SysMonIBM 3.x Concurrent User Lic	1	400.00	400.00	30.0%	280.00	280.00	61.60	61.60
308610	SysMonIBM 3.x for Dev FN P8 Platform Svr	1	2,500.00	2,500.00	30.0%	1,750.00	1,750.00	385.00	385.00
308611	SysMonIBM 3.x for Dev FN P8 App Svr	1	1,250.00	1,250.00	30.0%	875.00	875.00	192.50	192.50

**Services**

201232	Content Mgr Installation Pkg	1	18,000.00	18,000.00	5.0%	17,100.00	17,100.00
201407	BPM Add-on Installation Pkg	1	15,000.00	15,000.00	5.0%	14,250.00	14,250.00
201478	Records Mgr Add-on Installation Pkg	1	18,000.00	18,000.00	5.0%	17,100.00	17,100.00
201470	eForms for FN P8 Install Pkg	1	15,000.00	15,000.00	5.0%	14,250.00	14,250.00
201801	Business Process Framework Install Pkg	1	25,000.00	25,000.00	5.0%	23,750.00	23,750.00
201515	Email Manager Install Pkg	1	11,500.00	11,500.00	5.0%	10,925.00	10,925.00
201769	Records Crawler Install Pkg	1	8,000.00	8,000.00	5.0%	7,600.00	7,600.00
201595	Team Collaboration Mgr Installation Pkg	1	15,000.00	15,000.00	5.0%	14,250.00	14,250.00
201771	Business Activity Monitor Install Pkg	1	12,500.00	12,500.00	5.0%	11,875.00	11,875.00
201252	Fax Field Integration	1	2,200.00	2,200.00	5.0%	2,090.00	2,090.00
201249	Capture Professional Install Pkg	1	8,500.00	8,500.00	5.0%	8,075.00	8,075.00
201910	ACSAP EP-KM Install & Mentoring Pkg	1	9,000.00	9,000.00	5.0%	8,550.00	8,550.00
201754	ACSAP J2EE Core+1 Add-on Cmp Install Pkg	1	16,000.00	16,000.00	5.0%	15,200.00	15,200.00
201290	PS Consulting-120 Hr Block (project mgmt, volume discounted)	1	52,800.00	52,800.00	0.0%	52,800.00	52,800.00
200295	Technical Consulting Onsite.25 Hrs (volume discounted)	1	5,750.00	5,750.00	0.0%	5,750.00	5,750.00
201728	System Monitor Install Package	1	30,000.00	30,000.00	0.5%	29,850.00	29,850.00
201989	System Monitor Add-on Install Pkg	1	10,000.00	10,000.00	0.5%	9,950.00	9,950.00
201349	Content Mgr Installation & Launch Pkg	1	37,000.00	37,000.00	5.0%	35,150.00	35,150.00
201922	Email Manager Launch Pkg	1	50,000.00	50,000.00	5.0%	47,500.00	47,500.00

**Education (Pricing for In Class at a FileNet an IBM Company Education Center)**

201898	Bus Proc Foundation (3 Days)	1	2,250.00	2,250.00	5.0%	2,137.50	2,137.50
201746	BPM Administration Add-On (5 days)	1	3,750.00	3,750.00	5.0%	3,562.50	3,562.50
201836	Proc A/S for Administrators (2 Days)	1	1,500.00	1,500.00	5.0%	1,425.00	1,425.00
201745	P8 Platform (CM) Administration (5 days)	1	3,750.00	3,750.00	5.0%	3,562.50	3,562.50
201749	RM Administration Add-On (3 Days)	1	2,250.00	2,250.00	5.0%	2,137.50	2,137.50
201680	Email Mgr Administration (2 Days)	1	1,500.00	1,500.00	5.0%	1,425.00	1,425.00
201177	Capture Prof Admin (4 Days)	1	3,000.00	3,000.00	5.0%	2,850.00	2,850.00
201487	BPM Process Designer (5 Days)	1	3,750.00	3,750.00	5.0%	3,562.50	3,562.50
201907	Proc A/S for Bus Proc Analyst (3 Days)	1	2,250.00	2,250.00	5.0%	2,137.50	2,137.50
201494	FN P8 Rec Mgr for Rec Mgmt Prof (3 Days)	1	2,250.00	2,250.00	5.0%	2,137.50	2,137.50
201446	eForms Design for Workplace (3 Days)	1	2,250.00	2,250.00	5.0%	2,137.50	2,137.50
201288	PS Consulting-80 Hr Block (skills transfer, volume discounted)	1	19,200.00	19,200.00	0.0%	19,200.00	19,200.00
201620	Workplace End User Training (1 day)	1	250.00	250.00	5.0%	237.50	237.50
201756	FN P8 Web Appl Toolkit Prgmg (5 days)	1	3,750.00	3,750.00	5.0%	3,562.50	3,562.50
201829	FSM Operator Training (1 Day)	1	750.00	750.00	5.0%	712.50	712.50
201912	FSM Tivoli Operator Training (1 Hr)	1	125.00	125.00	5.0%	118.75	118.75

**Other Third Party Products**

								<b>Premium Maintenance</b>	
	<b>Spicer Impact Freedom - View and Redaction Software</b>								
	Development System License (includes 10 Licenses)	1	3,495.00	3,495.00	40.0%	2,097.00	2,097.00	419.40	419.40
	Professional Services <sup>1</sup> - Technical - per diem	1	1,800.00	1,800.00	20.0%	1,440.00	1,440.00		
	User Training - per diem <sup>2</sup>	1	1,500.00	1,500.00	20.0%	1,200.00	1,200.00		

1-Prices for Professional Services are exclusive of expenses (travel, accommodation, etc.). Scope of effort to be determined based on customer requirements.

Technical services include enhancement and customization of the integration with FileNet, API and integration training, or feature enhancements.

2-Training services - 1 day is typically adequate to train two groups of individuals or one support team. 3 days of effort is typical for preparation of training materials tailored to customer requirements.

**Other Third Party Products**

							Premium Maintenance	
<b>ASE Technologies</b>								
Dev ASE Output Archiver for AFP and Metacode (per server)	1	110,000.00	110,000.00	70.0%	33,000.00	33,000.00	5,940.00	5,940.00
Dev ASE ContentOutput Server (per server)	1	40,000.00	40,000.00	70.0%	12,000.00	12,000.00	2,160.00	2,160.00
ASE Professional Services <sup>3</sup>	5	1,500.00	7,500.00	0.0%	1,500.00	7,500.00		

<sup>3</sup>-Installation and Setup is based on number of print formats and report types. Services are sold in 5 day blocks.  
 Training for operations and administrators are customized to meet clients requirements. ASE day rates are \$1,500 per day plus Travel and Expenses.  
 Software License and Maintenance is 18% per year.

## Schedule D - Third Party Software

### Other Third Party Products

Model Number	Description	Qty Ordered	Unit Price	Ext. Price	Sales Discount %	Unit Net Price	Ext. Net Price	Maintenance	
								Unit Price	Ext. Price
<b>Spicer Impact Freedom - View and Redaction Software</b>									
	Named User License	1	495.00	495.00	40.0%	297.00	297.00	59.40	59.40
	Concurrent User License (10:1)	1	1,995.00	1,995.00	40.0%	1,197.00	1,197.00	239.40	239.40
	Reference Integration with FileNet - per site	1	4,995.00	4,995.00	40.0%	2,997.00	2,997.00	599.40	599.40
	Development System License (Includes 10 Licenses)	1	3,495.00	3,495.00	40.0%	2,097.00	2,097.00	419.40	419.40
	Paired Named Users Licensing (1/1 with IBM FileNet Named Licenses)	1	150.00	150.00	40.0%	90.00	90.00	18.00	18.00
	Paired Concurrent Licenses (1/1 with IBM FileNet Concurrent Licenses) at 10:1	1	595.00	595.00	40.0%	357.00	357.00	71.40	71.40
<b>Spicer Professional Services<sup>1</sup></b>									
	Technical - per diem	1	1,800.00	1,800.00	20.0%	1,440.00	1,440.00		
	User Training - per diem <sup>2</sup>	1	1,500.00	1,500.00	20.0%	1,200.00	1,200.00		

1-Prices for Professional Services are exclusive of expenses (travel, accommodation, etc.). Scope of effort to be determined based on customer requirements. Technical services include enhancement and customization of the integration with FileNet, API and integration training, or feature enhancements.

2-Training services - 1 day is typically adequate to train two groups of individuals or one support team. 3 days of effort is typical for preparation of training materials tailored to customer requirements.

### Other Third Party Products

Model Number	Description	Qty Ordered	Unit Price	Ext. Price	Sales Discount %	Unit Net Price	Ext. Net Price	Maintenance	
								Unit Price	Ext. Price
<b>ASE Technologies</b>									
	ASE Output Archiver for AFP and Metacode (per server)	1	110,000.00	110,000.00	60.0%	44,000.00	44,000.00	7,920.00	7,920.00
	ASE Content/Output Server (per server)	1	40,000.00	40,000.00	60.0%	16,000.00	16,000.00	2,880.00	2,880.00
	ASE Professional Services <sup>3</sup>	5	1,500.00	7,500.00	0.0%	1,500.00	7,500.00		

3-Installation and Setup is based on number of print formats and report types. Services are sold in 5 day blocks.

Training for operations and administrators are customized to meet clients requirements. ASE day rates are \$1,500 per day plus Travel and Expenses.

Software License and Maintenance is 18% per year.

### Other Third Party Products (Optional)

Model Number	Description	Qty Ordered	Unit Price	Ext. Price	Sales Discount %	Unit Net Price	Ext. Net Price	Maintenance	
								Unit Price	Ext. Price
<b>Spicer ViewCafe<sup>3</sup> - (Engineering Drawing View and Markup)</b>									
	Sever License	1	4,995.00	4,995.00	50.0%	2,497.50	2,497.50	499.50	499.50
	Named User License	1	395.00	395.00	50.0%	197.50	197.50	39.50	39.50
	Shared User License	1	1,195.00	1,195.00	50.0%	597.50	597.50	119.50	119.50

3-Viewcafe is additional software that may be of interest, but not required for redaction.

**Notes:**

Annual maintenance is 20% of VITA price, and provides:

- 8 x 5 telephone and email access to standard Spicer support services from designated contacts within the customer organization.
- Access to service packs and bug fixes as they become available.