



MeetingOne

Web & Audio Communications
for Meetings, Training and Events



Pricing Detail 7.3

OVERVIEW:

VITA has selected MeetingOne to be a provider of the Adobe Connect web-conferencing solution, Adobe eLearning solutions, and MeetingOne audio teleconferencing services. MeetingOne has been hosting an on-going monthly webinar series covering the availability of these products and services.

Adobe® Connect™ is a web conferencing platform for web meetings, eLearning, and webinars. Adobe Connect provides high quality webcam video (HD), integrated 2-way audio with telephone and VoIP, ability to share content, screen sharing, videos, exchange files, chat and archive recordings. Adobe Connect applications are free for the following mobile devices: iPad, iPhone, Android Pad, Android 2.1 or later phones.

Adobe's eLearning platform includes easy-to-use tools for content creation such as Adobe Presenter 8, Captivate 6 and the Concurrent Learner modules for creating your own on-demand courses.

MeetingOne is the leading audio developer for the Adobe Connect platform, providing traditional audio conference capabilities and top notch customer service. Service options from MeetingOne include: Adobe Connect, audio teleconferencing, user training, operator assist, end user support, seminars, Adobe eLearning tools and training.

If you have not been able to join, please find a link to the recording below:

https://meetingone.adobeconnect.com/_a41854534/p2kkazuep8w/?launcher=false&fcsContent=true&pbMode=normal

http://meetingone.myconferenceportal.com/pub/MeetingOne/VITA_20130213.mp4

http://meetingone.myconferenceportal.com/pub/MeetingOne/VITA_20130213.flv

SUMMARY OF CHANGES

Please find below pricing detail 7.3 reflecting the following changes to offerings for VITA Statewide Contract: Contract VA-120901-MTG1

- Additional offerings have been added to Addendum D (listed below)

ACMS – 100 Concurrent Seats
ACMS – 200 Concurrent Seats
ACMS – 300 Concurrent Seats
ACMS – 500 Concurrent Seats
ACMS – 200 Seat Seminar Room
ACMS – 500 Seat Seminar Room
ACMS – 1000 Seat Seminar Room
ACMS – 1500 Seat Seminar Room
ACMS – 300 Seat Seminar Room Add On
ACMS – 500 Seat Seminar Room Add On
ACMS - optional add on of a staging cluster
ACMS - optional add on for additional storage
ACMS - optional add on for additional data transfer
ACMS - optional add on for mp4 conversion pack
ACMS - optional add on for 10 Concurrent Learners
ACMS - optional add on for 25 Concurrent Learners
ACMS – MeetingOne Gold Support for ACMS

5 Concurrent Learner AddOn
25 Concurrent Learner AddOn
MP4 conversion pack

Training and Services:

eLearning Support SLA
3 days virtual technical consulting
5 days virtual technical consulting
2 days onsite training for Adobe Connect
2 days virtual training for Adobe Connect
Role Based Training - 2 days onsite training

Open PO for audio services:

Subscribers can set an OPEN PO line item for audio services in the amount \$500
Subscribers can set an OPEN PO line item for audio services in the amount \$1000
Subscribers can set an OPEN PO line item for audio services in the amount \$2000
Subscribers can set an OPEN PO line item for audio services in the amount \$5000

Customization:

- Users can purchase a customized item sku to add to existing hosted environment.

Operator Facilitation flat rate:

-Users seeking operator assistance for a webinar event may choose to pay a flat rate of \$595 for the entire engagement.

Operator Facilitation flat rate bundle:

-Users seeking operator assistance for a webinar event may choose to pay a flat rate of \$2475 for a bundle of 5 event engagements.

The following categories have had pricing updates made to them:

- Pricing update to existing training courses
- Pricing updates / configuration changes to existing eLearning bundles

VITA GOVERNMENT offerings:

Concurrent Seats	Annual term	Monthly +.15 cents PPU above	3 month term	Audio – Annual unlimited Toll * See area codes	Audio-Monthly unlimited Toll * See area codes	Audio - Pay per min Toll Free	*Annual MeetingOne Gold Support Plan
Up to 15	\$7,425	\$619	N/A	\$1000	\$100	.025	\$500
Up to 25	\$12,375	\$1,031	N/A	\$1600	\$150	.025	\$700
Up to 50	\$24,750	\$2,063	\$6,188	\$3200	\$300	.025	\$1000
Up to 100	\$49,500	\$4,125	\$12,375			.025	\$2000
Up to 150	\$74,250	\$6,188	\$18,563			.025	\$3000
Up to 500	\$247,500	\$20,625	\$61,875			.025	\$5000
Up to 1000	\$495,000	\$41,250	\$123,750			.025	\$10,000
Seminar Room	Annual	Monthly				Audio - Pay per min Toll Free	
Up to 200	\$8,500	\$2,000				.025	
Up to 500	\$17,000	\$4,000				.025	
Up to 1000	\$22,750	\$5,000				.025	
Up to 1500	\$27,300	\$6,000				.025	

Seminar Room AddOn seats	Cost
300 seats (add to a 200 seat room)	\$8,670
500 seats (add to a 500 or 1000 seat room)	\$6,800

Adobe Connect Instructor-led training courses	Participants
Up to 15 participants	\$550

Additional offerings available to VITA: Training Center / eLearning bundle

Adobe would like to extend special pricing to VITA users interested in creating on-demand training or eLearning courses. The eLearning bundle can be used in conjunction with an annual Adobe Connect license to provide a live element to an online (or on-demand) learning course.

The VITA eLearning bundles include:

- Concurrent Learners licenses
- Adobe Presenter licenses
- Content Publish licenses
- Training sessions on Concurrent Learner and Adobe Presenter
- SLA for on-going eLearning Support

Concurrent Learners – Concurrent Learner seats allow you to create a self-paced course online, invite participants, track attendance (who viewed and for how long) and tally test scores. The pricing is scalable according to how many maximum participants might be logging in at one peak moment in time to take your course. <http://tv.adobe.com/watch/learn-adobe-connect-8/training-overview/>

Content Authoring:

Adobe offers easy-to-use content authoring tools like Adobe Presenter and Adobe Captivate. These tools can help you create engaging content for Adobe Connect sessions, or online courses you wish to track inside an LMS.

Adobe Presenter allows you to easily turn any existing PPT into a piece of eLearning content. (It is a one-time purchase for the license, then each following year there is a M&S fee.)

- PPT authoring
- Use out-of-the-box assets such as actors and learning interactions to convert slides into interactive training content
- Support for PowerPoint 2010
- Audio normalization controls per slide
- Simultaneously capture video feeds of yourself and your screen, and easily mix and edit them to create experiences as impactful as real life.
- Live preview of the slide or entire presentation, without having to publish to preview
- Deliver to the web, video sharing sites, desktops, and mobile devices
- Create transitions, timed object animations, hyperlinks
- Customize quizzes and track with your LMS
- Integrate multimedia, edit audio, images, SWF, FLV

- Still easy to use!

<http://www.adobe.com/products/presenter.edu.html>
<http://tv.adobe.com/watch/new-in-adobe-presenter-8/whats-new-in-adobe-presenter-8/>

Content Publish license provides individual Named Authors with rights to publish Adobe Presenter, Adobe Captivate, or other authoring tools to the Hosted or Server platform content library. It is necessary if you are using the Adobe Concurrent Learner modules as the LMS. This library supports the following formats: *.ppt, *.pptx, *.flv, *.swf, *.pdf, *.gif, *.jpg, *.png, *.mp3, *.html, *.mp4, *.f4v or *.zip.
 (It is an annual subscription fee.)

On-demand Training Center / eLearning bundles	Participants
Up to 10 Concurrent Learner bundle	\$9,866.76
Up to 15 Concurrent Learner bundle	\$11,900.83
Up to 25 Concurrent Learner bundle	\$17,694.90
Up to 50 Concurrent Learner bundle	\$26,185.32
Up to 100 Concurrent Learner bundle	\$42,910.62

Product Summaries and Offerings - The MeetingOne cost proposal offerings include the following items:

- Adobe Connect for web conferencing
- MeetingOne Audio for audio conferencing
- MeetingOne Gold Support
- MeetingOne User Training

Adobe Connect for web conferencing

Web-conferencing licensing options:

Annual Plan: (recurring)

The Adobe Connect annual plan allows for recordings to be stored for the 1 year term. It allows full access to web meeting reports throughout the year. It is recommended to purchase with the MeetingOne Gold Support Plan. (This is not required, but highly recommended to ensure faster support,

issue tracking and resolution.) We offer an additional discount for audio packages purchased with the annual license agreement.

Monthly payment arrangements can be made through our financing division, if desired. Burst packs are available to add to Concurrent Users annual license agreements. The cost is \$1500 per pack which allows for 5000 prepaid overage minutes.

Single 1 Month Plan: (non-recurring)

Adobe Connect is not typically offered in a monthly fashion. However, we are making an exception to offer a single 1 month plan. This plan will last for 4 weeks and recordings will be accessible during this timeframe. After the month is complete, the credentials will expire and content removed from the system. Users must purchase another 1 month plan to begin another term and new credentials will be issued. There is a 15 cent per minute /per connection charge for additional participants beyond the original purchase amount.

-For new users, we highly suggest reserving an Operator in Stand By for the first few web sessions to assist with on the fly questions/issues. (see Operator Assisted sessions area)

3 month term: (recurring)

As an exception for VITA, Adobe has approved a special 3 month term license. This term can be paired with the monthly audio plan.

Here is how it differs from the Single Month Plan: Users will have access to recordings, content and meeting reports throughout the 3 month term. The Adobe Connect license is purchased for a 3 month term upfront. This term can be renewed and the same credentials will apply to the account, recording content will carry over to the next term.

*It is recommended to purchase with the MeetingOne Gold Support Plan. (This is not required, but highly recommended to ensure faster support, issue tracking and resolution.)

Web-conferencing licensing descriptions:

Concurrent Users- think of this as a pool of seats. For example say you purchase 100 seats- you can have one meeting with 100 attendees. OR you could have 2 meetings with 50 in each. OR 1 meeting with 25, another with 50, another with 10 and another with 15 attendees all simultaneous. (These are also not specifically assigned and you can have as many meeting rooms running concurrently as long as you don't exceed you're total number of seats). The Concurrent Seat model offers the most flexibility because it offers an unlimited number of meeting hosts, can easy be share within a department.

Seminar Room - the Seminar room can only be used for one meeting at a time, anyone can be authorized to do so (not specifically assigned). If you purchase multiple seminar rooms, they can operate simultaneously. You may purchase up to 1500 seats. Minimum purchase of 200 seats.

***SPECIAL NOTE #1:**

For large scale meetings, it is more cost effective to license an annual seminar room than to license Concurrent Seats in a large amount for a few large scale events. The Cost Proposal outlines options for Concurrent Seats and Seminar rooms. If users purchase an annual license, these may be included on the same agreement. (Example: 40 users annual + 400 seat Seminar room) Please defer to the Cost Proposal to assess all offerings. The specific uses have the potential to reduce the total evaluation cost drastically.

MeetingOne Audio Conferencing

Toll Only numbers: (based on local area codes)

The MeetingOne Audio plans offered above are for unlimited localized plans. Call in numbers will be assigned based on area codes within Virginia. Unlimited audio packages with a * indicated are for Dial In only. The proper call in procedures must be followed.

For users to avoid long distance charges, participants must follow the Procedure for Dial In or Dial Out from an audio conference:

-To Dial In to a conference, participants will first dial the Toll/local access number for their area code found in the list below then the conference room phone number (over 70 cities available).

<http://www.meetingone.com/node/133>

-Participants can Dial Out to themselves from within the Connect meeting room.

MeetingOne offers localized numbers for the unlimited monthly Toll Only plans in the following area codes: 571, 276, 434, 757, 804, 540

Restrictions:

*Maximum capacity of 50 participants per call. If the user requires capacity for >50 participants, they must instead use the "Pay Per Use" Toll Free option below. For calls with >150 participants, reservations must be made. Please refer to the Reservation-based call policy listed further below.

*Does not allow for two-way audio VoIP and telephone mixed on same session.

Pay Per Use Audio: (Toll Free)

MeetingOne offers Toll Free numbers (866#) to users at 2.5 cents per minute/per connection. This is a pay as you go structure. Users will be billed at the end of each month directly. With this service, users can have 2-way audio streaming (VOIP and telephone) and have reservation-less calls with up to 150 participants.

USF and CCRF fees (FCC mandated) will be applied to all invoices. Please view our Terms of Use: <http://www.meetingone.com/us/Customer/termsOfUse.cfm>

International rates: local access numbers \$0.12 per minute (where available)

http://www.meetingone.com/Access_Phone_Numbers

(If users have a participant in a country not on this list, please contact MeetingOne for rates and dialing instructions)

Canadian Calls:

For calls originating from Canada, \$0.05/min will apply in addition to the negotiated US toll free per minute rate - for dial out to Canada, international rates apply.

Reservation-based calls for 150 > more participants:

If you are planning for a larger audio call with >150 participants, please refer to link below for more details on rates, reservation and cancellation policy. *A reservation is required for calls > 150 participants. http://www.meetingone.com/customers/Reservation_Based_Call_Request.pdf

Operator Assisted sessions:

*A reservation must be made for operator assisted sessions. The Operator Stand By or Operator Facilitation reservation charges will apply along with the Operator Assist rates.

Operator Stand By:

Operator available to open and close session room, in stand-by mode for urgent questions

Audio Only = \$100

Audio + Web = \$150

Operator Facilitation:

Operator is scheduled to assist with running the entire session, dry-run, Q&A, Dial Out, mute-un-mute lines.

Audio Only = \$199

Audio + Web = \$299

Operator Assist rates will then be applied as follows:

8 cents per minute per participant on call (Audio only)

11 cents per minute per participant logged in via web (Audio + Web)

Audio transcriptions:

\$4.50 per minute for total length of Connect recording

MeetingOne Gold Support

MeetingOne offers annual Gold Support packages which offer priority response turnaround time for end user requests. Let us be your Help Desk for end user support of Adobe Connect and MeetingOne integrated audio. Support includes priority escalation to Adobe for Adobe Connect related issues requiring further follow up, tracking or resolution.

Support Services Overview:

Toll-free phone and Email Support:

- Hours of availability: Monday through Friday 8am - 8pm EST | 7am - 7pm CST | 5am - 5pm PST (Excluding some statutory holidays)
- Target Response time: 3 hours (see below for details)

MeetingOne Expertise and Focus:

- Product Features / How To: MeetingOne supports product use, including commands, menu items, core and advanced features outlined in the User Guide and online Help.
- Standard Installation / Product Defects: MeetingOne provides technical support for standard product installation, troubleshooting for verified product defects and possible solutions to new technical issues.

Target response times: 3 hours average based on case priority definitions below:
(During normal business hours)

Priority 1*: 1 hour

Priority 2*: 2 hours

Priority 3*: 4 hours

Priority 4*: 1 business day

MeetingOne User Training

MeetingOne offers a 2 hour virtual instructor-led group training course. Training is essential to a more effective roll out. Users will get started using the tool at a much faster rate and take better advantage of the technology investment.

Other useful training resources:

Learn Adobe Connect: <http://tv.adobe.com/show/learn-adobe-connect-8/>

ADDENDUM A: VITA EDU offerings

Addendum A includes additional Adobe Connect licensing offerings for educational institutions. These orders are processed through the EDU channel and have a different pricing structure. However, they must meet the qualifying requirements and the Purchase Order must come directly through the organization itself.

Educational institution eligibility:

http://www.adobe.com/mena_en/education/institution-eligibility-guide.html

Requirements:

The pricing reflected in the charts below will allow for annual terms only. If a requestor has interest in the single month plan, the rates for the VITA GOV offering will apply. The pricing for audio offerings and instructor-led training courses will remain the same. Requesting entity must meet the qualifying requirements and the Purchase Order must come directly through the institution itself.

EDU PRICING	
Concurrent Seats	Annual term
Up to 15	\$4,050
Up to 25	\$6,210
Up to 50	\$12,420
Up to 100	\$24,300
Up to 150	\$36,450
Up to 500	\$101,250
Up to 1000	\$189,000

EDU PRICING		
Seminar Room	Annual term	Monthly
Up to 200	\$3,000	\$600
Up to 500	\$6,000	\$1,200
Up to 1000	\$7,125	\$1,500
Up to 1500	\$8,550	\$1,800

Seminar Room AddOn seats -EDU	Cost
300 seats (add to a 200 seat room)	\$3,000
500 seats (add to a 500 or 1000 seat room)	\$2,500

EDU PRICING	
eLearning bundles	Annual term
Up to 25	\$5,747.60
Up to 50	\$9,497.60
Up to 100	\$15,725.79

ADDENDUM B: Named Organizer bundles (5 pack and 10 pack of rooms)

Addendum B includes additional room bundles for GOV and EDU entities. This licensing is different from the concurrent user license in that it is limited to only 5 or 10 specifically named meeting hosts. (The concurrent seat model offers an unlimited number of Meeting Hosts and is more flexible.)

Named Organizer 5 pack bundle pricing	
GOV pricing	\$2,154.56

Named Organizer 10 pack bundle pricing	
GOV pricing	\$4,309.12
EDU pricing	\$1,349

Named Organizers- Allows for 5 or 10 rooms with up to 100 participants in each live virtual meeting room. Each room is assigned to specific individual who must be consistently present to host the meetings. The individual (host) can invite up to 100 participants (you may have more participants, additional fees would apply). These meetings can run simultaneously. No limitations on how often you use them.

ADDENDUM C:

This section includes additional requested “a la carte” items requested such as:

- Adobe Event Manager
- Content Publish
- Adobe Presenter
- Adobe Presenter Training

Adobe Event Manager:

Adobe Event Manager is a great tool to pair up with Adobe Connect in cases when there is a seminar or webinar format. It allows users to build custom branded registration pages, allowing participants to self-register for a session, sending registration & confirmation emails, reminders and notifications, branded emails, additional email options, and absentee/attendee reporting for meetings, courses, curriculums,

presentations and other content. Create customized survey questions. (It is an annual subscription.)

<http://tv.adobe.com/watch/learn-adobe-connect-8/events-module-overview-promoting-your-event/>

Adobe Event Manager	GOV
1 user license	\$750
5 user license	\$3,750

Content Publish license provides individual Named Authors with rights to publish Adobe Presenter, Adobe Captivate, or other authoring tools to the Hosted or Server platform content library. It is necessary if you are using the Adobe Concurrent Learner modules as the LMS. This library supports the following formats: *.ppt, *.pptx, *.flv, *.swf, *.pdf, *.gif, *.jpg, *.png, *.mp3, *.html, *.mp4, *.f4v or *.zip. (It is an annual subscription fee.)

Content Publish	GOV
1 user license	\$500
5 user license	\$2,250

Adobe Presenter allows you to easily turn any existing PPT into a piece of eLearning content. (It is a one-time purchase for the license, then each following year there is a M&S fee.)

- PPT authoring
- Use out-of-the-box assets such as actors and learning interactions to convert slides into interactive training content
- Support for PowerPoint 2010
- Audio normalization controls per slide
- Simultaneously capture video feeds of yourself and your screen, and easily mix and edit them to create experiences as impactful as real life.
- Live preview of the slide or entire presentation, without having to publish to preview
- Deliver to the web, video sharing sites, desktops, and mobile devices
- Create transitions, timed object animations, hyperlinks
- Customize quizzes and track with your LMS
- Integrate multimedia, edit audio, images, SWF, FLV
- Still easy to use!

<http://www.adobe.com/products/presenter.edu.html>

<http://tv.adobe.com/watch/new-in-adobe-presenter-8/whats-new-in-adobe-presenter-8/>

Adobe Presenter	GOV
5 user license	\$2495 + \$499 M&S

To recap, users may purchase Adobe Presenter 5 packs. The cost is \$2994 initially, and then \$499 is the recurring M&S charge each following year.

Adobe Presenter Training (up to 15 may attend 2hr. virtual course)

Adobe Presenter	\$550
------------------------	--------------

Concurrent Learner Training (up to 15 may attend 2hr. virtual course)

Adobe Concurrent Learner Training	\$550
--	--------------

Adobe Event Manager Training (up to 15 may attend 2hr. virtual course)

Adobe Event Manager	\$550
----------------------------	--------------

ADDENDUM D:

Below are the latest additions to the licensing options:

Adobe Connect Managed Services (ACMS) is our hosted platform allowing for further customization such as Single Sign On, integration with 3rd party systems and APIs, settings can be further applied to assist your organization in meeting internal HIPAA requirements.

- Rapid deployment and scalable capacity
- Private and secured environment
- Customizable integrations
- Flexible maintenance and upgrade schedules

ACMS options and Add On configurations are below:

ACMS	GOV
100 Concurrent Seats	\$135,000
200 Concurrent Seats	\$189,000
300 Concurrent Seats	\$259,200
500 Concurrent Seats	\$384,750
+100 Concurrent Seat AddOn (further discount may be applied, if original purchase was for 200 seats or greater)	\$135,000
MeetingOne Gold Support for ACMS	\$3,000
Staging Cluster	\$40,000
Additional Storage (1 extra TB per year)	\$6,000
Additional Data Transfer (1 GB extra data transfer per year)	\$200
ACMS – Mp4 conversion pack (5000 prepaid conversion minutes) Converts FLV to mp4.	\$6,000

ACMS – 10 Concurrent Learner Add On	\$7,181.90
ACMS – 25 Concurrent Learner Add On	\$18,750
Advantage Support ACMS	\$60,000
200 Seat Seminar Room	\$15,000
500 Seat Seminar Room	\$30,000
1000 Seat Seminar Room	\$37,500
1500 Seat Seminar Room	\$45,000
+ 300 seat add on to seminar room	\$15,300
+ 500 seat add on to seminar room	\$12,000

The options below may be added to an existing BASIC hosted license agreement, these do not apply to ACMS. The Concurrent Learner AddOns may be purchased in addition to any of the existing BASIC hosted eLearning bundles.

Basic Hosted AddOn options

Basic Hosted Add Ons	GOV
5 Concurrent Learner Add On	\$2,250
25 Concurrent Learner Add On	\$10,625
MP4 conversion pack (5000 prepaid conversion minutes) Converts FLV to mp4.	\$4,000

The training and service options below are new additions. They may be purchased with a BASIC hosted or Adobe ACMS hosted environment.

Training and Services options

Training and Services options	GOV
eLearning SLA - annual	\$1,300
3 days virtual technical consulting	\$5,100
5 days virtual technical consulting	\$8,500
2 days onsite Adobe Connect training	\$6,000
2 days virtual Adobe Connect training	\$4,000
2 days onsite Role Based Training for Instructional Design	\$6,000
Customization	\$10,000

Descriptions:

eLearning Support SLA:

This is an annual agreement for additional support regarding Adobe Presenter or Concurrent Learner. This may only be purchased in addition to one of the eLearning bundles, once initial the trainings session have already taken place. This offers 5 total hours of additional support, to be scheduled in 30 minute segments throughout the year.

3 days virtual technical consulting - Connect Server Administration Training, SSO configuration/customization

5 days virtual technical consulting - Connect Server Administration Training, SSO configuration/customization

2 days onsite training for Adobe Connect - Onsite course can handle up to 15 participants. Cost includes travel.

2 days virtual training for Adobe Connect - Virtual course can handle up to 15 participants.

Role Based Training - 2 days onsite training - Onsite course can handle up to 15 participants. Cost includes travel.

Customization - May be purchased if user would like to add a customization to an existing hosted environment. The dollar amount due for this sku may vary depending on request.

AUDIO SERVICE OPTIONS: The following options have been added for procurement of audio services.

OPEN PO for audio service, options:
Open PO for \$500
Open PO for \$1,000
Open PO for \$2,000
Open PO for \$5,000

OPEN PO for audio services - By setting an open PO amount for audio services, MeetingOne can bill against this amount for monthly audio usage.

Operator Assist – flat rate packages	Cost
1 event	\$595
5 events	\$2,475

Operator Assist – flat rate packages

-Users seeking operator assistance for a webinar event may choose to pay a flat rate of \$595 for the entire engagement.

-Users seeking operator assistance for a webinar event may choose to pay a flat rate of \$2475 for a bundle of 5 event engagements.

To ask questions regarding the offerings, sign up for a service, or request a free 30–day trial, please visit the VITA service request form: <http://www.myconferenceportal.com/VITA/>

*Please also find MeetingOne product offerings available through the EVA online catalog.

Kind Regards,

Jackie Specht
Director of Education - Government - eLearning
MeetingOne
direct 303-244-0025 / cell 303-618-4697 / fax 303-623-1294
jspecht@meetingone.com

