

**Exhibit B**  
**Application Options List**

Supplier to insert price break range based on number of users.	Monthly cost per user	Yearly cost**
State & Local Employee Notifications & Higher Education*		
0 - 5,000 Contacts	N/A	\$4,500 + \$1.50 Per Contact
5,001 - 10,000 Contacts	N/A	\$4,500 + \$1.25 Per Contact
10,001+ Contacts	N/A	\$4,500 + \$1.00 Per Contact

**State and Local Citizen Notifications (Minimum Order of \$5,000)\***

0 - 25,000 Population	N/A	\$.27 Per Citizen/Business
25,001 - 125,000 Population	N/A	\$.23 Per Citizen/Business
125,001 - 375,000 Population	N/A	\$.19 Per Citizen/Business
375,000+ Population	N/A	Custom Price

\*ALL ABOVE PRICES ARE FOR MASS NOTIFICATION (MN) WITH UNLIMITED EMERGENCY/URGENT USE. SEE MN INCLUSION PAGE

\*\* Yearly cost includes access to new Network Effect Functionality (June Release) - Provides the sharing of information between cities, counties, universities, hospitals, utilities and corporate customers in a defined area in the midst of an emergency.

\*\*Yearly costs also include access to our new CMAS/WEA functionality which will be available in our June Release

*OTHER USAGE BASED PLANS CAN BE QUOTED.*

ALL PRICING PLANS ALSO HAVE AN OPTIONAL 5% DISCOUNT FOR 3 YEAR PREPAYMENT OR 10% FOR 5 YEAR PREPAYMENT

Setup cost	One-time fee
Setup Cost	Included

Importing of existing user data	One-time fee
Included	Included*

\*Must be provided in a common format (ie .csv)

Any customization costs needed to meet all requirements in Section 5.	One-time fee
Custom API Integrations - Based On Usage Profile	Custom Price

Training	Cost per hour **
Everbridge University 24/7 Online Training Module	Included
6 1-Day Regional Onsite Training Sessions*	Included
Additional Cost per hour for on-site training**	\$250.00

\* Under this master purchase agreement a total of 6 1 day onsite training sessions are included with NO charge for Travel and Expenses

\*\*Travel and Expenses Not Included for Additional Onsite Training

<b>VDEM NOTES</b>	
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\* Includes license, hardware, warranty, patches, system documentation, backups, redundancy, maintenance and support, etc. If additional costs could be incurred, please provide those in the tab labeled "Alternate Supplier Pricing"

\*\* Pre-approved travel expenses will be reimbursable at the then current per diem amounts set forth by the Virginia Department of Accounts and published at: <http://www.doa.virginia.gov/> or a successor URL(s).

## Additional Items

Item description	Cost	Each, hourly, seat, etc.
Interactive Visibility* - Automated Twitter Monitoring & Recipient Apps	Custom Price	
Automated Weather Alerts**	Custom Price	
Matrix - Logic Based/Playbook Notifications	Custom Price	

\*See Inclusions Page for Interactive Visibility

\*\*See Inclusions Page for SmartWeather