

Exhibit B
Instructions

Suppliers are to provide their pricing for the proposed software solution on the tab labeled "Supplier Pricing". Supplier should list each software that they proposing, the cost of the software and how the software is priced (per seat, per server, subscription based, etc.). Suppliers then can provide any additional items that are relevant to the software being proposed such as training, maintenance, etc. on the tab labeled "Additional Items".

Appendix C – Pricing

Item	Description	List Price	Per user, server, etc.	Discount Percentage to Commonwealth	Extended Price	Revised Price Additional 2% Discount	License Use Limitations
HiSoftware Compliance Sheriff- Hosted	Unlimited Scans (annual fee)	\$36,000.00	Unlimited	10.00%	\$32,400.00	\$31,752.00	License authorizes the use by any qualified Virginia public body (Agency or Institution) or Quasi-Governmental body for a Single Domain and associated sub-domains of that qualified Virginia public body (Agency or Institution) or Quasi-Governmental body
HiSoftware Compliance Sheriff-Hosted	1,000,000 Scans per year (annual fee)	\$25,000.00	1,000,000.00	10.00%	\$22,500.00	\$22,050.00	License authorizes the use by any qualified Virginia public body (Agency or Institution) or Quasi-Governmental body for a Single Domain and associated sub-domains of that qualified Virginia public body (Agency or Institution) or Quasi-Governmental body
HiSoftware Compliance Sheriff-Hosted	250,000 Scans per year (annual fee)	\$15,000.00	250,000.00	10.00%	\$13,500.00	\$13,230.00	License authorizes the use by any qualified Virginia public body (Agency or Institution) or Quasi-Governmental body for a Single Domain and associated sub-domains of that qualified Virginia public body (Agency or Institution) or Quasi-Governmental body
HiSoftware Compliance Sheriff- VITA Hosted	Unlimited Scans (annual fee)	\$30,000.00	Unlimited	10.00%	\$27,000.00	\$26,460.00	License authorizes the use by any qualified Virginia public body (Agency or Institution) or Quasi-Governmental body for a Single Domain and associated sub-domains of that qualified Virginia public body (Agency or Institution) or Quasi-Governmental body

HiSoftware Compliance Sheriff- VITA Hosted	1,000,000 Scans per year (annual fee)	\$20,000.00	1,000,000.00	10.00%	\$18,000.00
HiSoftware Compliance Sheriff- VITA Hosted	250,000 Scans per year (annual fee)	\$15,000.00	250,000.00	10.00%	\$13,500.00
CommonLook Clarity Cloud - Hosted	20,000 PDFs	\$15,630.80	20,000 PDFs	22.80%	\$12,066.98
CommonLook Clarity Server- VITA Hosted	20,000 PDFs	\$15,630.80	20,000 PDFs	22.80%	\$12,066.98
CommonLook Clarity - Additional 10,000 PDFs	Add 10,000 PDFs to above	\$5,000.00	add 10,000 PDFs	22.80%	\$3,860.00
CommonLook PDF Global Access Advanced - Named User licensing	1 Named User license	\$1,688.70	1 user	22.80%	\$1,303.68

\$17,640.00	License authorizes the use by any qualified Virginia public body (Agency or Institution) or Quasi-Governmental body for a Single Domain and associated sub-domains of that qualified Virginia public body (Agency or Institution) or
\$13,230.00	License authorizes the use by any qualified Virginia public body (Agency or Institution) or Quasi-Governmental body for a Single Domain and associated sub-domains of that qualified Virginia public body (Agency or Institution) or
\$11,825.64	License authorizes the use by any qualified Virginia public body (Agency or Institution) or Quasi-Governmental body for a Single Domain and associated sub-domains of that qualified Virginia public body (Agency or Institution) or
\$11,825.64	License authorizes the use by any qualified Virginia public body (Agency or Institution) or Quasi-Governmental body for a Single Domain and associated sub-domains of that qualified Virginia public body (Agency or Institution) or Quasi-Governmental body
\$3,782.80	License authorizes the use by any qualified Virginia public body (Agency or Institution) or Quasi-Governmental body for a Single Domain and associated sub-domains of that qualified Virginia public body (Agency or Institution) or Quasi-Governmental body
\$1,277.61	

CommonLook PDF Global Access Advanced - Named User licensing	5 Named Users license	\$8,190.00	5 users	22.80%	\$6,322.68	\$6,196.23
CommonLook PDF Global Access Advanced - Named User licensing	10 Named Users license	\$16,237.00	10 users	22.80%	\$12,534.96	\$12,284.26
CommonLook PDF Global Access Advanced - Named User licensing	25 Named Users license	\$38,944.10	25 users	22.80%	\$30,064.85	\$29,463.55
CommonLook PDF Global Access Advanced - Named User licensing	50 Named Users license	\$74,685.00	50 users	22.80%	\$57,656.82	\$56,503.68
CommonLook PDF Global Access Advanced - Named User licensing	100 Named Users license	\$128,700.00	100 users	22.80%	\$99,356.40	\$97,369.27
CommonLook PDF Global Access Advanced-Annual Subscription licensing	Price per concurrent user (annual fee)	\$936.00	1 concurrent use	22.80%	\$737.65	\$722.90
CommonLook PDF Global Access Advanced-Annual Subscription licensing	Price per installation (annual fee)	\$19.50	1 installation	22.80%	\$15.05	\$14.75
						\$0.00
CommonLook Office Professional - Named User licensing	1 Named User license	\$599.00	1 user	22.80%	\$462.43	\$453.18
CommonLook Office Professional - Named User licensing	5 Named Users license	\$2,499.00	5 users	22.80%	\$1,929.23	\$1,890.65
CommonLook Office Professional - Named User licensing	10 Named Users license	\$4,672.20	10 users	22.80%	\$3,606.94	\$3,534.80
CommonLook Office Professional - Named User licensing	25 Named Users license	\$11,081.50	25 users	22.80%	\$8,554.92	\$8,383.82
CommonLook Office Professional - Named User licensing	50 Named Users license	\$21,564.00	50 users	22.80%	\$16,647.41	\$16,314.46
CommonLook Office Professional - Named User licensing	100 Named Users license	\$40,732.00	100 users	22.80%	\$31,445.10	\$30,816.20

						\$0.00
CommonLook Office Professional -Annual Subscription licensing	Price per concurrent user (annual fee)	\$399.00	1 concurrent use	22.80%	\$308.03	\$301.87
CommonLook Office Professional -Annual Subscription licensing	Price per installation (annual fee)	\$10.00	1 installation	22.80%	\$7.72	\$7.57

Item	Description	Cost	Notes
<u>Maintenance and Support</u>			
HiSoftware Compliance Sheriff- Hosted	Unlimited Scans (M&S- annual fee)	\$2,700.00	
HiSoftware Compliance Sheriff-Hosted	1,000,000 Scans per year (M&S annual fee)	\$1,875.00	
HiSoftware Compliance Sheriff-Hosted	250,000 Scans per year (M&S annual fee)	\$1,125.00	
HiSoftware Compliance Sheriff- VITA Hosted	Unlimited Scans (M&S annual fee)	\$2,250.00	
HiSoftware Compliance Sheriff- VITA Hosted	1,000,000 Scans per year (M&S annual fee)	\$1,500.00	
HiSoftware Compliance Sheriff- VITA Hosted	250,000 Scans per year (M&S annual fee)	\$1,125.00	
CommonLook Clarity Cloud - Hosted	Maintenance and Support (included in annual fee)	\$0.00	
CommonLook Clarity Server- VITA Hosted	Maintenance and Support (2nd and subsequent years)	\$2,413.40	
CommonLook PDF Global Access Advanced - Named User licensing	1 Named User License Maintenance and Support (2nd and subsequent years)	\$260.74	
CommonLook PDF Global Access Advanced - Named User licensing	5 Named User License Maintenance and Support (2nd and subsequent years)	\$1,264.54	
CommonLook PDF Global Access Advanced - Named User licensing	10 Named User License Maintenance and Support (2nd and subsequent years)	\$2,506.99	
CommonLook PDF Global Access Advanced - Named User licensing	25 Named User License Maintenance and Support (2nd and subsequent years)	\$6,012.97	
CommonLook PDF Global Access Advanced - Named User licensing	50 Named User License Maintenance and Support (2nd and subsequent years)	\$11,531.36	
CommonLook PDF Global Access Advanced - Named User licensing	100 Named User License Maintenance and Support (2nd and subsequent years)	\$19,871.28	
CommonLook PDF Global Access Advanced-Annual Subscription licensing	Maintenance and Support (included in annual fee)	\$0.00	

CommonLook PDF Global Access Advanced-Annual Subscription licensing	Maintenance and Support (included in annual fee)	\$0.00
CommonLook Office Professional - Named User licensing	1 Named User License Maintenance and Support (2nd and subsequent years)	\$92.49
CommonLook Office Professional - Named User licensing	5 Named User License Maintenance and Support (2nd and subsequent years)	\$385.85
CommonLook Office Professional - Named User licensing	10 Named User License Maintenance and Support (2nd and subsequent years)	\$721.39
CommonLook Office Professional - Named User licensing	25 Named User License Maintenance and Support (2nd and subsequent years)	\$1,710.98
CommonLook Office Professional - Named User licensing	50 Named User License Maintenance and Support (2nd and subsequent years)	\$3,329.48
CommonLook Office Professional - Named User licensing	100 Named User License Maintenance and Support (2nd and subsequent years)	\$6,289.02
CommonLook Office Professional -Annual Subscription licensing	Maintenance and Support (included in annual fee)	\$0.00
CommonLook Office Professional -Annual Subscription licensing	Maintenance and Support (included in annual fee)	\$0.00

Training

HiSoftware Compliance Sheriff	On-Demand video training is available for a per year per u	\$295.00 Subscription basis for on-demand video training
CommonLook PGP100	Transition to CommonLook PDF Global Access	\$795.00 Price per class per student. Minimum of 5 per class

CommonLook GP-101	CommonLook PDF Global Access - Basic Training	\$795.00	for onsite training - classes available in our DC offices
CommonLook GP-201	CommonLook PDF Global Access - Advanced Training	\$795.00	each month for quantities of less
CommonLook O103	Introduction to CommonLook Office for Word	\$795.00	than 5 students
CommonLook O104	Introduction to CommonLook Office for PowerPoint	\$795.00	
CommonLook O201	Mastering CommonLook for Word	\$795.00	
CommonLook OW	MS Word to PDF Workshop	\$795.00	
CommonLook CU	CommonLook Update - Major Release & Refresh	\$795.00	

Implementation/Consulting

Compliance Sheriff	Implementation services to setup scans, URL's and genera	\$2,500.00	Estimated labor cost to setup tool for a particular agency
CommonLook Clarity	Implementation services to setup scans, URL's and genera	\$2,500.00	Estimated labor cost to setup tool for a particular agency
Accessibility Consulting	Expert consulting on web and document accessibility best	T&M	Dependent upon requirements