



EXHIBIT B PRICING
CONTRACT NUMBER VA-150915-VION
BETWEEN
VIRGINIA INFORMATION TECHNOLOGIES AGENCY
AND
VION CORPORATION

Exhibit B is hereby incorporated into and made an integral part of Contract Number VA-150915-VION (“Contract”) between the Virginia Information Technologies Agency (“VITA” or “Commonwealth” or “State”) and ViON Corporation (“Supplier”). In the event of any discrepancy between this Exhibit B and the Contract, the provisions of the Contract shall control.

ViON’s DataAdapt A3000 is a commercial off-the-shelf appliance solution consisting of Cisco server, storage and networking hardware combined with Big Data Ecosystem (BDE) software developed by our partner L-3 DataTactics. The solution may be procured via outright purchase or by subscription for delivery by VITA to its customers (Options 1 and 2). Licensing is based on the total amount of data ingested into the DataAdapt 3000 appliance. The A3000’s Unified Dataspace is capable of ingesting data from a myriad number of sources, including data from a public cloud. Once ingested, the data is made available to end-users for analysis and visualization. The role-based access to the A3000’s analysis and visualization tools is accessible through an intuitive GUI delivered to standard web browsers, such as Internet Explorer, Google Chrome, Mozilla Firefox, and Apple Safari. Management of the data and appliance is also accessible via the same GUI, as well as Command Line Interface.

There are two different methods to acquire the A3000 Appliance as follows:

- Purchase (Option 1) — Standard purchase for a 36 month term
- ViON on Demand (Option 2) — Private infrastructure-as-a-service subscription

Both acquisition options contain all of the components of the ViON DataAdapt A3000 Appliance and support the data capacities listed. The pricing in each case also includes:

- Application costs
- Implementation costs
- Training costs
- Post deployment support and maintenance costs
- ViON maintains ownership of all equipment deployed under a ViON On Demand program (Option 2)

Pricing of the various DataAdapt A3000 solutions are based upon data capacity of the associated appliance.

All software licensing options in this Exhibit B are for solutions hosted at the Authorized User’s location.

STANDARD PRICING (OPTION 1)

Product	Description	Price
A3000 DataAdapt Development Platform Appliance	Development Platform Appliance for up to 100TB Data. (Non-Production License) including three years Basic Support Services with 9-5 support 5 days a week with bug fixes, patches, and ticketing/phone support. Includes onsite BDE installation and configuration for a maximum of 5 days, one week onsite training, Information and Assurance Security Architecture and Basic	\$ 1,352,720.97

	Monitoring Package. Also includes Enterprise Hadoop Platform Annual Subscription Node Licensing for the three year term. Not for use in Production as features supporting high availability and data backup are not included.	
A3000 DataAdapt Entry Production Platform Appliance	Entry Production Environment Appliance and Licensing for up to 100TB including three years Basic Support Services with 9-5 support 5 days a week with bug fixes, patches, and ticketing/phone support. Includes onsite BDE installation and configuration for a maximum of 5 days, one week onsite training, Information and Assurance Security Architecture and Basic Monitoring Package. Also includes Enterprise Hadoop Platform Annual Subscription Node Licensing for the three year term.	\$ 1,775,312.96
A3000 DataAdapt Medium Scale Production Platform Appliance	MediumScale Production Environment Appliance and Licensing for up to 500 TB including three years of Basic Support Services. Includes onsite BDE Installation and Configuration for a maximum of 5 days, one week onsite training, Information and Assurance Security Architecture, and Basic Monitoring Package. Also includes Enterprise Hadoop Platform Annual Subscription Node Licensing for the three year term.	\$ 4,251,518.40
A3000 DataAdapt Large Scale Production Platform Appliance]Large Scale Production Environment Appliance and Licensing for up to 1.5 PB including three years of Basic Support Services. Includes onsite BDE Installation and Configuration for a maximum of 5 days, one week onsite training, Information and Assurance Security Architecture, and Basic Monitoring Package. Also includes Enterprise Hadoop Platform Annual Subscription Node Licensing for the three year term.	\$ 10,387,646.13

<i>Annual Maintenance and License Renewals after 3 years</i>		
A3000 DataAdapt Development Platform Appliance - Annual Renewal	Maintenance and Software License Renewal year 4	\$ 374,359.53
A3000 DataAdapt Development Platform Appliance-Annual Renewal	Maintenance and Software License Renewal year 5	\$ 380,330.02
A3000 DataAdapt Entry Production Platform Appliance-Annual Renewal	Maintenance and Software License Renewal year 4	\$ 472,240.18
A3000 DataAdapt Entry Production Platform Appliance-Annual Renewal	Maintenance and Software License Renewal year 5	\$ 479,807.39
A3000 DataAdapt Medium Scale Production Platform Appliance-Annual Renewal	Maintenance and Software License Renewal Year 4	\$ 1,052,489.27
A3000 DataAdapt Medium Scale Production Platform Appliance-Annual Renewal	Maintenance and Software License Renewal Year 5	\$ 1,057,757.28
A3000 DataAdapt Large Scale Production Platform Appliance-Annual Renewal	Maintenance and Software License Renewal Year 4	\$ 2,466,535.92
A3000 DataAdapt Large Scale Production Platform Appliance-Annual Renewal	Maintenance and Software License Renewal Year 5	\$ 2,480,583.94

ON DEMAND PRICING (OPTION 2)

Description	Qty		Contract Year 1	Contract Year 2	Contract Year 3
A3000 Development Platform Appliance	1	Base Monthly Service Fee	\$55,908.9	\$50,318.05	\$44,727.15
		Contract Year Total	\$670,907.28	\$603,816.60	\$536,725.80

Description	Q		Contract Year 1	Contract Year 2	Contract Year 3
A3000 DataAdapt Entry Production Platform Appliance	1	Base Monthly Service Fee	\$70,622.05	\$63,559.85	\$56,497.64
		Contract Year Total	\$847,464.60	\$762,718.20	\$677,971.68

Description	Qty		Contract Year 1	Contract Year 2	Contract Year 3
A3000 DataAdapt Medium Scale Production Platform Appliance	1	Base Monthly Service Fee	\$163,732.99	\$147,359.69	\$130,986.39
		Contract Year Total	\$1,964,795.88	\$1,768,316.28	\$1,571,836.68

Description	Qty		Contract Year 1	Contract Year 2	Contract Year 3
A3000 DataAdapt Large Scale Production Platform Appliance	1	Base Monthly Service Fee	\$390,474.32	\$351,426.89	\$312,379.46
		Contract Year Total	\$4,685,691.84	\$4,217,122.68	\$3,748,553.52

ON DEMAND (OPTION 2) TERMS AND CONDITIONS

1	All assets deployed by ViON in fulfillment of this Capacity Services program remain the property of ViON Corporation.		
2	Details of Authorized User’s license term to be defined in the applicable Statement of Work.		
3	Authorized User shall be responsible for ensuring sufficient facilities (i.e., power, A/C, network connectivity, floor space) are available to ViON for the installation and configuration of all equipment provided by ViON.		
4	Capacity Services are inclusive of acquisition; equipment de-installation; transportation and packaging; hardware maintenance and software support; as well as installation and configuration of capacity upgrades following initial equipment deployment.		
5	The minimum initial term of any order is 12 full months.		
6	The following Contract Year Index (CYI) is applied to the Base Monthly Service Fees in the Rate Table of this Quote		
	Contract Year 1	1 X Base Monthly Service Fee	100%
	Contract Year 2	0.9 X Base Monthly Service Fee	90%
	Contract Year 3	0.8 X Base Monthly Service Fee	80%
	Contract Year 4	0.7 X Base Monthly Service Fee	70%
	Contract Year 5	0.6 X Base Monthly Service Fee	60%