

**SoftDocs SC, LLC**  
**APPENDIX C – PRICING INDEX**  
**DIR-CPO-5236**  
**Software (COTS) and Related Services**

Brand	Category	DISCOUNT OF MSRP/List Price	Unit of Measure
<b>1-Software</b>			
Softdocs	SaaS	10.00%	Annually
<b>2. Related Services</b>			
Implementation	Different Level Packages to choose	10.00%	Each/ One time Fee
Technical /Professional Services	Custom Scoped Professional Services	10.00%	P/Hour
Managed Services	Premier Services Annual Subscription	10.00%	Annually
Managed Services	Premier+ Services Annual Subscription	10.00%	Annually

BRAND	FUNCTION	SOFTWARE CATEGORY (Select from Dropdown)	PRODUCT DESCRIPTION	PRODUCT PART NUMBER	MSRP or LIST PRICE	DIR Customer Discount % off MSRP	DIR Customer Price*	Unit	AVERAGE BRAND DISCOUNT
Softdocs	Document Management	SaaS	K12 Etrieve Content Document Management - Student FTE 0-5,000 - 5 Concurrent Users	SD_TX001	\$ 13,850.00	10.00%	\$ 12,558.49	ea/year	10.00%
Softdocs	Document Management	SaaS	K12 Etrieve Content Document Management - Student FTE 0-5,000 - 10 Concurrent Users	SD_TX002	\$ 16,850.00	10.00%	\$ 15,278.74	ea/year	10.00%
Softdocs	Document Management	SaaS	K12 Etrieve Content Document Management - Student FTE 0-5,000 - 15 Concurrent Users	SD_TX003	\$ 19,850.00	10.00%	\$ 17,998.99	ea/year	10.00%
Softdocs	Document Management	SaaS	K12 Etrieve Content Document Management - Student FTE 5,001-10,000 - 5 Concurrent Users	SD_TX004	\$ 18,850.00	10.00%	\$ 17,092.24	ea/year	10.00%
Softdocs	Document Management	SaaS	K12 Etrieve Content Document Management - Student FTE 5,001-10,000 - 10 Concurrent Users	SD_TX005	\$ 24,850.00	10.00%	\$ 22,532.74	ea/year	10.00%
Softdocs	Document Management	SaaS	K12 Etrieve Content Document Management - Student FTE 5,001-10,000 - 15 Concurrent Users	SD_TX006	\$ 30,850.00	10.00%	\$ 27,973.24	ea/year	10.00%
Softdocs	Document Management	SaaS	K12 Etrieve Content Document Management - Student FTE 10,001+ - 5 Concurrent Users	SD_TX007	\$ 28,850.00	10.00%	\$ 26,159.74	ea/year	10.00%
Softdocs	Document Management	SaaS	K12 Etrieve Content Document Management - Student FTE 10,001+ - 10 Concurrent Users	SD_TX008	\$ 38,850.00	10.00%	\$ 35,227.24	ea/year	10.00%
Softdocs	Document Management	SaaS	K12 Etrieve Content Document Management - Student FTE 10,001+ - 15 Concurrent Users	SD_TX009	\$ 48,850.00	10.00%	\$ 44,294.74	ea/year	10.00%
Softdocs	Digital Forms, eSignature, and Workflow	SaaS	K12 Etrieve Forms & Flow - Student FTE 0-5,000 (Unlimited Users)	SD_TX010	\$ 15,850.00	10.00%	\$ 14,371.99	ea/year	10.00%
Softdocs	Digital Forms, eSignature, and Workflow	SaaS	K12 Etrieve Forms & Flow - Student FTE 5,001-10,000 (Unlimited Users)	SD_TX011	\$ 19,850.00	10.00%	\$ 17,998.99	ea/year	10.00%
Softdocs	Digital Forms, eSignature, and Workflow	SaaS	K12 Etrieve Forms & Flow - Student FTE 10,001+ (Unlimited Users)	SD_TX012	\$ 24,850.00	10.00%	\$ 22,532.74	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	K12 Etrieve Platform (Content, Forms, and Flow) - Student FTE 0-5,000 - 5 Concurrent Users	SD_TX013	\$ 23,850.00	10.00%	\$ 21,625.99	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	K12 Etrieve Platform (Content, Forms, and Flow) - Student FTE 0-5,000 - 10 Concurrent Users	SD_TX014	\$ 26,850.00	10.00%	\$ 24,346.24	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	K12 Etrieve Platform (Content, Forms, and Flow) - Student FTE 0-5,000 - 15 Concurrent Users	SD_TX015	\$ 29,850.00	10.00%	\$ 27,066.49	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	K12 Etrieve Platform (Content, Forms, and Flow) - Student FTE 5,001-10,000 - 5 Concurrent Users	SD_TX016	\$ 28,850.00	10.00%	\$ 26,159.74	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	K12 Etrieve Platform (Content, Forms, and Flow) - Student FTE 5,001-10,000 - 10 Concurrent Users	SD_TX017	\$ 34,850.00	10.00%	\$ 31,600.24	ea/year	10.00%

Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	K12 Etrieve Platform (Content, Forms, and Flow) - Student FTE 5,001-10,000 - 15 Concurrent Users	SD_TX018	\$ 40,850.00	10.00%	\$ 37,040.74	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	K12 Etrieve Platform (Content, Forms, and Flow) - Student FTE 10,001+ - 5 Concurrent Users	SD_TX019	\$ 43,850.00	10.00%	\$ 39,760.99	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	K12 Etrieve Platform (Content, Forms, and Flow) - Student FTE 10,001+ - 10 Concurrent Users	SD_TX020	\$ 53,850.00	10.00%	\$ 48,828.49	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	K12 Etrieve Platform (Content, Forms, and Flow) - Student FTE 10,001+ - 15 Concurrent Users	SD_TX021	\$ 63,850.00	10.00%	\$ 57,895.99	ea/year	10.00%
Softdocs	Document Management	SaaS	Higher Ed Etrieve Content Document Management - Student FTE 0-2,500 - 10 Concurrent Users	SD_TX022	\$ 18,850.00	10.00%	\$ 17,092.24	ea/year	10.00%
Softdocs	Document Management	SaaS	Higher Ed Etrieve Content Document Management - Student FTE 0-2,500 - 20 Concurrent Users	SD_TX023	\$ 26,850.00	10.00%	\$ 24,346.24	ea/year	10.00%
Softdocs	Document Management	SaaS	Higher Ed Etrieve Content Document Management - Student FTE 0-2,500 - 30 Concurrent Users	SD_TX024	\$ 37,850.00	10.00%	\$ 34,320.49	ea/year	10.00%
Softdocs	Document Management	SaaS	Higher Ed Etrieve Content Document Management - Student FTE 0-2,500 - 40 Concurrent Users	SD_TX025	\$ 48,850.00	10.00%	\$ 44,294.74	ea/year	10.00%
Softdocs	Document Management	SaaS	Higher Ed Etrieve Content Document Management - Student FTE 2,501-5,000 - 10 Concurrent Users	SD_TX026	\$ 24,850.00	10.00%	\$ 22,532.74	ea/year	10.00%
Softdocs	Document Management	SaaS	Higher Ed Etrieve Content Document Management - Student FTE 2,501-5,000 - 20 Concurrent Users	SD_TX027	\$ 34,850.00	10.00%	\$ 31,600.24	ea/year	10.00%
Softdocs	Document Management	SaaS	Higher Ed Etrieve Content Document Management - Student FTE 2,501-5,000 - 30 Concurrent Users	SD_TX028	\$ 44,850.00	10.00%	\$ 40,667.74	ea/year	10.00%
Softdocs	Document Management	SaaS	Higher Ed Etrieve Content Document Management - Student FTE 2,501-5,000 - 40 Concurrent Users	SD_TX029	\$ 54,850.00	10.00%	\$ 49,735.24	ea/year	10.00%
Softdocs	Document Management	SaaS	Higher Ed Etrieve Content Document Management - Student FTE 5,001-10,000 - 10 Concurrent Users	SD_TX030	\$ 34,850.00	10.00%	\$ 31,600.24	ea/year	10.00%
Softdocs	Document Management	SaaS	Higher Ed Etrieve Content Document Management - Student FTE 5,001-10,000 - 20 Concurrent Users	SD_TX031	\$ 46,850.00	10.00%	\$ 42,481.24	ea/year	10.00%
Softdocs	Document Management	SaaS	Higher Ed Etrieve Content Document Management - Student FTE 5,001-10,000 - 30 Concurrent Users	SD_TX032	\$ 58,850.00	10.00%	\$ 53,362.24	ea/year	10.00%
Softdocs	Document Management	SaaS	Higher Ed Etrieve Content Document Management - Student FTE 5,001-10,000 - 40 Concurrent Users	SD_TX033	\$ 70,850.00	10.00%	\$ 64,243.24	ea/year	10.00%
Softdocs	Document Management	SaaS	Higher Ed Etrieve Content Document Management - Student FTE 10,001+ - 10 Concurrent Users	SD_TX034	\$ 46,850.00	10.00%	\$ 42,481.24	ea/year	10.00%
Softdocs	Document Management	SaaS	Higher Ed Etrieve Content Document Management - Student FTE 10,001+ - 20 Concurrent Users	SD_TX035	\$ 58,850.00	10.00%	\$ 53,362.24	ea/year	10.00%

Softdocs	Document Management	SaaS	Higher Ed Etrieve Content Document Management - Student FTE 10,001+ - 30 Concurrent Users	SD_TX036	\$ 72,850.00	10.00%	\$ 66,056.74	ea/year	10.00%
Softdocs	Document Management	SaaS	Higher Ed Etrieve Content Document Management - Student FTE 10,001+ - 40 Concurrent Users	SD_TX037	\$ 84,850.00	10.00%	\$ 76,937.74	ea/year	10.00%
Softdocs	Digital Forms, eSignature, and Workflow	SaaS	Higher Ed Etrieve Forms & Flow - Student FTE 0-2,500 (Unlimited Users)	SD_TX038	\$ 24,475.00	10.00%	\$ 22,192.71	ea/year	10.00%
Softdocs	Digital Forms, eSignature, and Workflow	SaaS	Higher Ed Etrieve Forms & Flow - Student FTE 2,501-5,000 (Unlimited Users)	SD_TX039	\$ 37,850.00	10.00%	\$ 34,320.49	ea/year	10.00%
Softdocs	Digital Forms, eSignature, and Workflow	SaaS	Higher Ed Etrieve Forms & Flow - Student FTE 5,001-10,000 (Unlimited Users)	SD_TX040	\$ 56,850.00	10.00%	\$ 51,548.74	ea/year	10.00%
Softdocs	Digital Forms, eSignature, and Workflow	SaaS	Higher Ed Etrieve Forms & Flow - Student FTE 10,001+ (Unlimited Users)	SD_TX041	\$ 74,850.00	10.00%	\$ 67,870.24	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	Higher Ed Etrieve Platform (Content, Forms, and Flow) - Student FTE 0-2,500 - 10 Concurrent Users	SD_TX042	\$ 32,850.00	10.00%	\$ 29,786.74	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	Higher Ed Etrieve Platform (Content, Forms, and Flow) - Student FTE 0-2,500 - 20 Concurrent Users	SD_TX043	\$ 43,850.00	10.00%	\$ 39,760.99	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	Higher Ed Etrieve Platform (Content, Forms, and Flow) - Student FTE 0-2,500 - 30 Concurrent Users	SD_TX044	\$ 54,850.00	10.00%	\$ 49,735.24	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	Higher Ed Etrieve Platform (Content, Forms, and Flow) - Student FTE 0-2,500 - 40 Concurrent Users	SD_TX045	\$ 65,850.00	10.00%	\$ 59,709.49	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	Higher Ed Etrieve Platform (Content, Forms, and Flow) - Student FTE 2,501-5,000 - 10 Concurrent Users	SD_TX046	\$ 54,850.00	10.00%	\$ 49,735.24	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	Higher Ed Etrieve Platform (Content, Forms, and Flow) - Student FTE 2,501-5,000 - 20 Concurrent Users	SD_TX047	\$ 65,850.00	10.00%	\$ 59,709.49	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	Higher Ed Etrieve Platform (Content, Forms, and Flow) - Student FTE 2,501-5,000 - 30 Concurrent Users	SD_TX048	\$ 76,850.00	10.00%	\$ 69,683.74	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	Higher Ed Etrieve Platform (Content, Forms, and Flow) - Student FTE 2,501-5,000 - 40 Concurrent Users	SD_TX049	\$ 87,850.00	10.00%	\$ 79,657.99	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	Higher Ed Etrieve Platform (Content, Forms, and Flow) - Student FTE 5,001-10,000 - 10 Concurrent Users	SD_TX050	\$ 76,850.00	10.00%	\$ 69,683.74	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	Higher Ed Etrieve Platform (Content, Forms, and Flow) - Student FTE 5,001-10,000 - 20 Concurrent Users	SD_TX051	\$ 87,850.00	10.00%	\$ 79,657.99	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	Higher Ed Etrieve Platform (Content, Forms, and Flow) - Student FTE 5,001-10,000 - 30 Concurrent Users	SD_TX052	\$ 99,850.00	10.00%	\$ 90,538.99	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	Higher Ed Etrieve Platform (Content, Forms, and Flow) - Student FTE 5,001-10,000 - 40 Concurrent Users	SD_TX053	\$ 109,850.00	10.00%	\$ 99,606.49	ea/year	10.00%

Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	Higher Ed Etrieve Platform (Content, Forms, and Flow) - Student FTE 10,001+ - 10 Concurrent Users	SD_TX054	\$ 99,850.00	10.00%	\$ 90,538.99	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	Higher Ed Etrieve Platform (Content, Forms, and Flow) - Student FTE 10,001+ - 20 Concurrent Users	SD_TX055	\$ 110,850.00	10.00%	\$ 100,513.24	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	Higher Ed Etrieve Platform (Content, Forms, and Flow) - Student FTE 10,001+ - 30 Concurrent Users	SD_TX056	\$ 121,850.00	10.00%	\$ 110,487.49	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	Higher Ed Etrieve Platform (Content, Forms, and Flow) - Student FTE 10,001+ - 40 Concurrent Users	SD_TX057	\$ 132,850.00	10.00%	\$ 120,461.74	ea/year	10.00%
Softdocs	Document Management	SaaS	State/Local Gov Etrieve Content Document Management - Employee FTE 0-50 - 10 Concurrent Users	SD_TX058	\$ 34,850.00	10.00%	\$ 31,600.24	ea/year	10.00%
Softdocs	Document Management	SaaS	State/Local Gov Etrieve Content Document Management - Employee FTE 0-50 - 20 Concurrent Users	SD_TX059	\$ 46,850.00	10.00%	\$ 42,481.24	ea/year	10.00%
Softdocs	Document Management	SaaS	State/Local Gov Etrieve Content Document Management - Employee FTE 0-50 - 30 Concurrent Users	SD_TX060	\$ 58,850.00	10.00%	\$ 53,362.24	ea/year	10.00%
Softdocs	Document Management	SaaS	State/Local Gov Etrieve Content Document Management - Employee FTE 0-50 - 40 Concurrent Users	SD_TX061	\$ 70,850.00	10.00%	\$ 64,243.24	ea/year	10.00%
Softdocs	Document Management	SaaS	State/Local Gov Etrieve Content Document Management - Employee FTE 51-250 - 10 Concurrent Users	SD_TX062	\$ 46,850.00	10.00%	\$ 42,481.24	ea/year	10.00%
Softdocs	Document Management	SaaS	State/Local Gov Etrieve Content Document Management - Employee FTE 51-250 - 20 Concurrent Users	SD_TX063	\$ 58,850.00	10.00%	\$ 53,362.24	ea/year	10.00%
Softdocs	Document Management	SaaS	State/Local Gov Etrieve Content Document Management - Employee FTE 51-250 - 30 Concurrent Users	SD_TX064	\$ 72,850.00	10.00%	\$ 66,056.74	ea/year	10.00%
Softdocs	Document Management	SaaS	State/Local Gov Etrieve Content Document Management - Employee FTE 51-250 - 40 Concurrent Users	SD_TX065	\$ 84,850.00	10.00%	\$ 76,937.74	ea/year	10.00%
Softdocs	Document Management	SaaS	State/Local Gov Etrieve Content Document Management - Employee FTE 251-500 - 10 Concurrent Users	SD_TX066	\$ 70,275.00	10.00%	\$ 63,721.86	ea/year	10.00%
Softdocs	Document Management	SaaS	State/Local Gov Etrieve Content Document Management - Employee FTE 251-500 - 20 Concurrent Users	SD_TX067	\$ 88,275.00	10.00%	\$ 80,043.36	ea/year	10.00%
Softdocs	Document Management	SaaS	State/Local Gov Etrieve Content Document Management - Employee FTE 251-500 - 30 Concurrent Users	SD_TX068	\$ 109,275.00	10.00%	\$ 99,085.11	ea/year	10.00%
Softdocs	Document Management	SaaS	State/Local Gov Etrieve Content Document Management - Employee FTE 251-500 - 40 Concurrent Users	SD_TX069	\$ 127,275.00	10.00%	\$ 115,406.61	ea/year	10.00%
Softdocs	Document Management	SaaS	State/Local Gov Etrieve Content Document Management - Employee FTE 501+ - 10 Concurrent Users	SD_TX070	\$ 105,412.50	10.00%	\$ 95,582.78	ea/year	10.00%
Softdocs	Document Management	SaaS	State/Local Gov Etrieve Content Document Management - Employee FTE 501+ - 20 Concurrent Users	SD_TX071	\$ 132,412.50	10.00%	\$ 120,065.03	ea/year	10.00%

Softdocs	Document Management	SaaS	State/Local Gov Etrieve Content Document Management - Employee FTE 501+ - 30 Concurrent Users	SD_TX072	\$ 163,912.50	10.00%	\$ 148,627.66	ea/year	10.00%
Softdocs	Document Management	SaaS	State/Local Gov Etrieve Content Document Management - Employee FTE 501+ - 40 Concurrent Users	SD_TX073	\$ 190,912.50	10.00%	\$ 173,109.91	ea/year	10.00%
Softdocs	Digital Forms, eSignature, and Workflow	SaaS	State/Local Gov Etrieve Forms & Flow - Employee FTE 0-50 (Unlimited Users)	SD_TX074	\$ 56,850.00	10.00%	\$ 51,548.74	ea/year	10.00%
Softdocs	Digital Forms, eSignature, and Workflow	SaaS	State/Local Gov Etrieve Forms & Flow - Employee FTE 51-250 (Unlimited Users)	SD_TX075	\$ 74,850.00	10.00%	\$ 67,870.24	ea/year	10.00%
Softdocs	Digital Forms, eSignature, and Workflow	SaaS	State/Local Gov Etrieve Forms & Flow - Employee FTE 251-500 (Unlimited Users)	SD_TX076	\$ 112,275.00	10.00%	\$ 101,805.36	ea/year	10.00%
Softdocs	Digital Forms, eSignature, and Workflow	SaaS	State/Local Gov Etrieve Forms & Flow - Employee FTE 501+ (Unlimited Users)	SD_TX077	\$ 168,412.50	10.00%	\$ 152,708.03	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	State/Local Gov Etrieve Platform (Content, Forms, and Flow) - Employee FTE 0-50 - 10 Concurrent Users	SD_TX078	\$ 76,850.00	10.00%	\$ 69,683.74	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	State/Local Gov Etrieve Platform (Content, Forms, and Flow) - Employee FTE 0-50 - 20 Concurrent Users	SD_TX079	\$ 87,850.00	10.00%	\$ 79,657.99	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	State/Local Gov Etrieve Platform (Content, Forms, and Flow) - Employee FTE 0-50 - 30 Concurrent Users	SD_TX080	\$ 99,850.00	10.00%	\$ 90,538.99	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	State/Local Gov Etrieve Platform (Content, Forms, and Flow) - Employee FTE 0-50 - 40 Concurrent Users	SD_TX081	\$ 109,850.00	10.00%	\$ 99,606.49	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	State/Local Gov Etrieve Platform (Content, Forms, and Flow) - Employee FTE 51-250 - 10 Concurrent Users	SD_TX082	\$ 99,850.00	10.00%	\$ 90,538.99	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	State/Local Gov Etrieve Platform (Content, Forms, and Flow) - Employee FTE 51-250 - 20 Concurrent Users	SD_TX083	\$ 110,850.00	10.00%	\$ 100,513.24	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	State/Local Gov Etrieve Platform (Content, Forms, and Flow) - Employee FTE 51-250 - 30 Concurrent Users	SD_TX084	\$ 121,850.00	10.00%	\$ 110,487.49	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	State/Local Gov Etrieve Platform (Content, Forms, and Flow) - Employee FTE 51-250 - 40 Concurrent Users	SD_TX085	\$ 132,850.00	10.00%	\$ 120,461.74	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	State/Local Gov Etrieve Platform (Content, Forms, and Flow) - Employee FTE 251-500 - 10 Concurrent Users	SD_TX086	\$ 149,775.00	10.00%	\$ 135,808.48	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	State/Local Gov Etrieve Platform (Content, Forms, and Flow) - Employee FTE 251-500 - 20 Concurrent Users	SD_TX087	\$ 166,275.00	10.00%	\$ 150,769.86	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	State/Local Gov Etrieve Platform (Content, Forms, and Flow) - Employee FTE 251-500 - 30 Concurrent Users	SD_TX088	\$ 182,775.00	10.00%	\$ 165,731.23	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	State/Local Gov Etrieve Platform (Content, Forms, and Flow) - Employee FTE 251-500 - 40 Concurrent Users	SD_TX089	\$ 199,275.00	10.00%	\$ 180,692.61	ea/year	10.00%

Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	State/Local Gov Etrieve Platform (Content, Forms, and Flow) - Employee FTE 501+ - 10 Concurrent Users	SD_TX090	\$ 224,662.50	10.00%	\$ 203,712.72	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	State/Local Gov Etrieve Platform (Content, Forms, and Flow) - Employee FTE 501+ - 20 Concurrent Users	SD_TX091	\$ 249,412.50	10.00%	\$ 226,154.78	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	State/Local Gov Etrieve Platform (Content, Forms, and Flow) - Employee FTE 501+ - 30 Concurrent Users	SD_TX092	\$ 274,162.50	10.00%	\$ 248,596.85	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	State/Local Gov Etrieve Platform (Content, Forms, and Flow) - Employee FTE 501+ - 40 Concurrent Users	SD_TX093	\$ 298,912.50	10.00%	\$ 271,038.91	ea/year	10.00%
Softdocs	Print Customization	SaaS	K12 Serve Print Utility	SD_TX094	\$ 15,000.00	10.00%	\$ 13,601.25	ea/year	10.00%
Softdocs	Print Customization	SaaS	Higher Ed Serve Print Utility - Student FTE 0-2,500 (Unlimited Users)	SD_TX095	\$ 15,000.00	10.00%	\$ 13,601.25	ea/year	10.00%
Softdocs	Print Customization	SaaS	Higher Ed Serve Print Utility - Student FTE 2,501-5,000 (Unlimited Users)	SD_TX096	\$ 15,000.00	10.00%	\$ 13,601.25	ea/year	10.00%
Softdocs	Print Customization	SaaS	Higher Ed Serve Print Utility - Student FTE 5,001-10,000 (Unlimited Users)	SD_TX097	\$ 20,000.00	10.00%	\$ 18,135.00	ea/year	10.00%
Softdocs	Print Customization	SaaS	Higher Ed Serve Print Utility - Student FTE 10,001-15,000 (Unlimited Users)	SD_TX098	\$ 25,000.00	10.00%	\$ 22,668.75	ea/year	10.00%
Softdocs	Print Customization	SaaS	Higher Ed Serve Print Utility - Student FTE 15,001+ (Unlimited Users)	SD_TX099	\$ 35,000.00	10.00%	\$ 31,736.25	ea/year	10.00%
Softdocs	Sandbox	SaaS	Etrieve Sandbox	SD_TX100	30% of Total Software Subscription	10.00%	27.75% of Total Software Subscription	ea/year	10.00%
Softdocs	Document Retention	SaaS	Document Retention Policy Manager	SD_TX101	Greater of (a) 10% of Total Software Subscription, or (b) \$10,000	10.00%	Greater of (a) 9.75% of Total Software Subscription, or (b) \$9,075	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	K12 Etrieve Platform (Content, Forms, and Flow) - Enterprise License	SD_TX102	TBD	10.00%	TBD	ea/year	10.00%
Softdocs	Document Management	SaaS	K12 Etrieve Content Document Management - Enterprise License	SD_TX103	TBD	10.00%	TBD	ea/year	10.00%
Softdocs	Document Management	SaaS	Higher Ed Etrieve Content Document Management - Enterprise License	SD_TX104	TBD	10.00%	TBD	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	Higher Ed Etrieve Platform (Content, Forms, and Flow) - Enterprise License	SD_TX105	TBD	10.00%	TBD	ea/year	10.00%
Softdocs	Document Management, Digital Forms, eSignature, and Workflow	SaaS	State/Local Gov Etrieve Platform (Content, Forms, and Flow) - Enterprise License	SD_TX106	TBD	10.00%	TBD	ea/year	10.00%
Softdocs	Document Management	SaaS	State/Local Gov Etrieve Content Document Management - Enterprise License	SD_TX107	TBD	10.00%	TBD	ea/year	10.00%
Softdocs	Digital Forms, eSignature, and Workflow	SaaS	EdCloud Form and Process Library	SD_TX108	\$12,500	10.00%	\$ 11,334.38	ea/year	10.00%
Softdocs	Document Management	SaaS	Content Concurrent User License Add-On	SD_TX109	\$2,000	10.00%	\$ 1,813.50	ea/year	10.00%

<b>Softdocs</b>	<b>Document Management, Digital Forms, eSignature, and Workflow</b>	<i>SaaS</i>	Replicated Database	SD_TX110	\$10,000	10.00%	\$ 9,067.50	<i>ea/year</i>	10.00%
<b>Softdocs</b>	<b>Document Management, Digital Forms, eSignature, and Workflow</b>	<i>SaaS</i>	Etrieve+ Add-On Bundles - Custom	SD_TX111	TBD	10.00%	TBD	<i>ea/year</i>	10.00%
<b>Softdocs</b>	<b>Document Management</b>	<i>SaaS</i>	Data Storage	SD_TX112	\$3,000	10.00%	\$ 2,720.25	<i>Per-TB/year</i>	10.00%
<b>Softdocs</b>	<b>Document Management, Digital Forms, eSignature, and Workflow</b>	<i>SaaS</i>	Pre-Built Data Integration Connector	SD_TX113	\$10,000	10.00%	\$ 9,067.50	<i>ea/year</i>	10.00%



CATEGORY	SUBCATEGORY	BRAND Name if Applies otherwise enter N/A	SERVICE DESCRIPTION	SERVICE CATEGORY	SERVICE PART NUMBER	Service Unit	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*	AVERAGE BRAND DISCOUNT
Document Management	SaaS	Softdocs	Content Only - Enterprise Base Implementation Fee	Implementation	SD_SERV_TX001	ea/one-time	\$ 25,750.00	10.00%	\$ 23,348.81	10.00%
Document Management	SaaS	Softdocs	Content Only - Enterprise Per-Dept Fee	Implementation	SD_SERV_TX002	ea/one-time	\$ 6,500.00	10.00%	\$ 5,893.88	10.00%
Digital Forms, eSignature, and Workflow	SaaS	Softdocs	Forms & Flow Only - Enterprise Base Implementation Fee	Implementation	SD_SERV_TX003	ea/one-time	\$ 34,750.00	10.00%	\$ 31,509.56	10.00%
Document Management, Digital Forms, eSignature, and Workflow	SaaS	Softdocs	Full Platform - Enterprise Base Implementation Fee	Implementation	SD_SERV_TX004	ea/one-time	\$ 67,000.00	10.00%	\$ 60,752.25	10.00%
Document Management, Digital Forms, eSignature, and Workflow	SaaS	Softdocs	Full Platform - Enterprise Per-Dept Fee	Implementation	SD_SERV_TX005	ea/one-time	\$ 10,500.00	10.00%	\$ 9,520.88	10.00%
Document Management	SaaS	Softdocs	Document Migration - Per-Dept Fee	Implementation	SD_SERV_TX006	ea/one-time	\$ 7,250.00	10.00%	\$ 6,573.94	10.00%
Document Management	SaaS	Softdocs	Content - Quick Launch Implementation Fee	Implementation	SD_SERV_TX007	ea/one-time	\$ 18,750.00	10.00%	\$ 17,001.56	10.00%
Digital Forms, eSignature, and Workflow	SaaS	Softdocs	Forms & Flow Only - Quick Launch Implementation Fee	Implementation	SD_SERV_TX008	ea/one-time	\$ 31,250.00	10.00%	\$ 28,335.94	10.00%
Document Management, Digital Forms, eSignature, and Workflow	SaaS	Softdocs	Full Platform - Quick Launch Implementation Fee	Implementation	SD_SERV_TX009	ea/one-time	\$ 42,500.00	10.00%	\$ 38,536.88	10.00%
Print Customization	SaaS	Softdocs	Serve - One Instance Implementation Fee	Implementation	SD_SERV_TX010	ea/one-time	\$ 13,950.00	10.00%	\$ 12,649.16	10.00%
Document Management, Digital Forms, eSignature, and Workflow	SaaS	Softdocs	Custom Scoped Professional Services	Professional Services	SD_SERV_TX011	p/hour	\$ 245.00	10.00%	\$ 222.15	10.00%
Document Management, Digital Forms, eSignature, and Workflow	SaaS	Softdocs	Premier Services Annual Subscription	Managed Services	SD_SERV_TX012	Annually	Greater of (a) 35% of Total Software Subscription, or (b) \$25,000	10.00%	Greater of (a) 35.75% of Total Software Subscription, or (b) \$25,188	10.00%
Document Management, Digital Forms, eSignature, and Workflow	SaaS	Softdocs	Premier+ Services Annual Subscription	Managed Services	SD_SERV_TX013	Annually	Greater of (a) 75% of Total Software Subscription, or (b) \$45,000	10.00%	Greater of (a) 75.75% of Total Software Subscription, or (b) \$45,338	10.00%