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PRODUCTS & SOLUTIONS CONTRACT DOCUMENTS

Date Posted:

Sept 23, 2013-Nov 7, 2013

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Workforce Management Systems

Lead Agency:

Harford County Public Schools, Maryland

3 year initial term, March 18, 2014 through March 17, 2017 Option to renew for (2) additional (1) year periods

Postings

No of suppliers who responded to RFP: 4

Posting Information:

Onvia Demand Star

U.S. Communities: Current Solicitations

Canadian MERX Public Tenders

Harford County Public Schools

Association of Oregon Counties

State of Hawaii and Oregon

Contract Documents:

Contract 14-JLR-003

Amendment 1

RFP Documents:

RFP 14-JLR-003

Addendum 1

RFP Posting Document

U.S. COMMUNITIES I NATIONAL COOPERATIVE PURCHASING PROGRAM



Getting Started

- · Program Overview
- · How It Works
- · FAQs

Why Use U.S. Communities

- · What Makes Us Different
 - · Webinars & Events
 - · Supplier Commitments

Discounts on Brands

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Over 55,000 agencies trust U.S.

- · Who Uses U.S. Communities?
- · Cooperative Standards
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http://www.uscommunities.org/suppliers/kronos/kronos-contract/

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U.S. COMMUNITIES GOVERNMENT PURCHASING ALLIANCE

DATASHEET

U.S. Communities: A Better Way to Purchase Technology

With tight budgets and increased scrutiny, your organization needs to do all it can to reduce labor costs and improve productivity. Workforce management is an effective way, but going out to bid for a technology solution can be a time-consuming process that may force you to settle for the lowest-cost offering. Or worse, the idea of it may force you to forgo the project entirely.

Now there is a better way. Kronos is proud to partner with the U.S. Communities Government Purchasing Alliance to provide public sector organizations with workforce management solutions to control labor costs, minimize compliance risk, and improve workforce productivity.

The benefits are significant. U.S. Communities' supplier commitments ensure that its partners are selected through an open solicitation process. Plus, by having a lead agency hold the master agreement (in this case, Harford County Public Schools), you can satisfy competitive bid requirements — eliminating cumbersome RFP processes. And with competitive pricing and no fees or costs to participate, your agency will save taxpayer money.

For more information, please visit www.kronos.com/uscommunities today.

Key Benefits of the U.S. Communities Contract

- > GAIN ACCESS to solutions that meet the needs of organizations of all sizes
- > CHOOSE a vendor with a proven track record in the public sector
- > TAKE ADVANTAGE of competitive pricing through open solicitation
- > ELIMINATE the need for RFPs and accelerate the procurement process
- > SAVE taxpayer money no fees to register

U.S. Communities Government Purchasing Alliance

www.uscommunities.org

Contract # 14-JLR-003

Lead Agency: Harford County Public Schools

Email: uscommunities@kronos.com

Phone: +1 855 467 6667 (+1 855 4KRONOS)

Fax: +1 978 367 5954

For more information, please visit www.kronos.com/uscommunities.

About U.S. Communities

U.S. Communities is the leading national government purchasing cooperative, providing world-class government procurement resources and solutions to local and state government agencies, school districts (K-12), higher education institutions, and nonprofits looking for the best overall supplier government pricing.





Workforce Innovation That Works™

Kronos Incorporated

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Chelmsford, MA 01824

+1 800 225 1561

+1 978 250 9800

www.kronos.com

Public Sector Pri	icebook - rev2013							
Discount is based on quantities purchased at one time, not cummulative		*ee referenced below is an abbreviation for employee (i.e. 1-100ee is 1 to 100 employees)						
Item Description	Pricelist Name	List Price	Discount %	Final Price	Discount %	Final Price	Discount %	Final Price
Workforce Central			≤4,999 ee		5,000-9,999ee		≥10,000ee+	
WORKFORCE TIMEKEEPER V7	Workforce		39%	\$ 35,99		\$ 34.81	43%	\$ 33.63
WORKFORCE MANAGER V7	Workforce 5	462.00	39%	\$ 281.82		\$ 272.58	43%	\$ 263.34
WORKFORCE ACTIVITIES V7			39%	\$ 42.70		\$ 41.30	43%	\$ 39.90
WORKFORCE ANALYTICS FOR Public Sector V7	Workforce		39%	\$ 48.80		\$ 47.20	43%	\$ 45.60
WORKFORCE SCHEDULER V7	Workforce		39%	\$ 39.65		\$ 38.35 \$ 3.54	43% 43%	\$ 37.05 \$ 3.42
WORKFORCE RECORD MANAGER V7	Workforce 5		39% 39%	\$ 3.66		\$ 3.54 \$ 30.09	43%	\$ 3.42 \$ 29.07
WORKFORCE ABSENCE MANAGER V7			39%	\$ 7.93		\$ 7.67	43%	\$ 7.41
WORKFORCE INTEGRATION MANAGER V7 WORKFORCE ANALYTICS V7	Workforce Workforce Workforce Workforce Workforce Workforce	55.00	39%	\$ 33.55		5 32.45	43%	\$ 31.35
WORKFORCE EMPLOYEE V7	Workforce	40.00	39%	\$ 24.40		\$ 23.60	43%	\$ 22.80
WORKFORCE ATTESTATION TOOL KIT V7	Workforce	15.00	39%	\$ 9.15		\$ 8.85	43%	\$ 8.55
WORKFORCE LEAVE V7	Workforce	46.00	39%	\$ 28.06		\$ 27.14	43%	\$ 26.22
WORKFORCE ATTENDANCE V7	Workforce	23.00	39%	\$ 14.03	41%	\$ 13.57	43%	\$ 13.11
WORKFORCE ACCRUALS V7	Workforce	3 23.00	39%	\$ 14.03	41%	\$ 13.57	43%	\$ 13.11
WORKFORCE MOBILE MANAGER V7	Workforce	65.00	39%	\$ 39.65		\$ 38.35	43%	\$ 37.05
WORKFORCE TABLET V7	Workforce	\$ 99.00	39%	\$ 60.39		\$ 58.41	43%	\$ 56.43
WORKFORCE MOBILE EMPLOYEE V7	Workforce :		39%	\$ 4.88		\$ 4.72	43%	\$ 4.56
Workforce HR/PR Administrator V7	Workforce :		39%	\$ 256.20		\$ 247.80	43%	\$ 239.40
Workforce HR V7	Workforce		39%	\$ 41.63		\$ 40.27	43%	\$ 38.90
Workforce Payroll V7	Workforce		39%	\$ 41.63		\$ 40.27	43% 43%	\$ 38.90
Workforce Employee HR/PR V7	Workforce		39%	\$ 22.42		\$ 21.68 \$ 123.90	43%	\$ 20.95 \$ 119.70
Workforce Manager HR/PR V7	Workforce		39% 19%	\$ 128.10 \$ 4,575.00		\$ 123.90 \$ 4,425.00	43%	\$ 4,275.00
Workforce Payroll ADP Interface V7 (Site License)	Workforce		39%	\$ 4,575.00 \$ 15,250.00		\$ 14,750.00	43%	\$ 14,250.00
Workforce Payroll Ceridian Interface V7 (Site License)	Workforce W Workforce	5 25,000.00	39%	\$ 15,250.00		\$ 14,730.00	43%	\$ 14.25
QUICK TIME STAMP OFFLINE V7 Technical Account Management TIMEKEEPER V7 (one TAM per Solution)	Workforce TAM		39%	\$ 39,650.00		\$ 38,350.00	43%	\$ 37,050.00
Workforce Central SaaS	WORKIOTE TAIN	3 03,000.00	<2,499ee	33,030.00	2,500-4,999ee	30,330,00	>5,000ee	T
WORKOICE CERTIFICATIONS				ALLES CHOUGH ALLES	Zjode 4joosee	PERSONAL PROPERTY.		COMMISSION OF
Workforce Timekeeper v7 - per employee per month (Timekeper, Employee, Manager, Integration Manager, Mobile En								
and Mobile Manager) * Timekeeper to Manager Ratio is 10:1	SaaS	\$ 5.00	48%	\$ 2.60		\$ 2.40	56%	\$ 2.20
Managers for Workforce Central v7 - per Mgr per month (Capacity Increase Add/On)	SaaS		48%	\$ 1.56		\$ 1.44 \$ 0.48	56% 56%	\$ 1.32 \$ 0.44
Workforce Accruals v7 - per employee per month (Capacity Increase Add/On)	SaaS		48% 48%	\$ 0.52		\$ 0.48 \$ 0.24	56%	\$ 0.22
Quick Time Stamp Offline v7 - per employee per month (Capacity Increase Add/On)			48%	\$ 0.26		5 0.24	56%	\$ 0.22
Workforce Attestation - per employee per month (Capacity Increase Add/On)	SaaS SaaS		48%	\$ 0.16		5 0.14	56%	\$ 0.13
Workforce Record Manager v7 - per employee per month (Capacity Increase Add/On) Workforce Scheduler v7 - per employee per month (Capacity Increase Add/On)	SaaS		48%	\$ 1.30		\$ 1.20	56%	\$ 1.10
Workforce Analytics for Public Sector - per employee per month (Capacity Increase Add/On)	SaaS		48%	\$ 1.30		\$ 1.20	56%	\$ 1.10
Workforce Analytics - per employee per month (Capacity Increase Add/On)	SaaS		48%	\$ 1.30	52%	\$ 1.20	56%	5 1.10
Workforce Activities v7 - per employee per month (Capacity Increase Add/On)	SaaS	\$ 2.50	48%	\$ 1.30	52%	5 1.20	56%	\$ 1.10
Workforce Absence Manager v7 - per employee per month (Capacity Increase Add/On)	SaaS	\$ 2.50	48%	5 1.30	52%	\$ 1.20	56%	\$ 1.10
Workforce Attendance v7 - per employee per month (Capacity Increase Add/On)	SaaS		48%	\$ 0.51		\$ 0.48	56%	\$ 0.44
Workforce Tablet v7 - per employee per month (Capacity Increase Add/On)	SaaS		48%	\$ 0.53	52%	5 0.48	56%	\$ 0.44
ltem Description	Pricelist Name	List Price	Discount %	Final Price				
Workforce Ready								
Workforce Ready Time Keeping Per Employee Per Month Workforce Ready Accruals Per Employee Per Month	Workforce Ready Workforce Ready		37% 37%					
Workforce Ready Payroll Pay Statements Per Employee Per Month	Workforce Ready		37%					
Workforce Ready HR Per Employee Per Month	Workforce Ready	5.00	37%					
Workforce Ready ACA Manager Per Employee Per Month	Workforce Ready		37%					
Workforce Ready Leave Per Employee Per Month	Workforce Ready		37%					
Mastertax Admin License	Workforce Ready		37%					
Mastertax Employee Licenses (per 40 EE)	Workforce Ready	\$ 7.00	37%	1				
Mastertax Year End Fee License (per 40 EE)	Workforce Ready	\$ 10.00	37%					
Kronos WFR InTouch, Standard Enclosure, w/ Bar Code Badge Reader - monthly rental fee	Workforce Ready		37%	l				
Kronos WFR InTouch, Standard Enclosure, w/ Mag Stripe Card Reader - monthly rental fee	Workforce Ready		37%					
Kronos WFR InTouch, Standard Enclosure, w/ HID Prox Reader - monthly rental fee	Workforce Ready		37%		_			
Item Description	Pricelist Name	List Price	Discount %	Final Price		,	r	7
Workforce Telestaff			≤4,999 ee		5,000-9,999ee		≥10,000ee +	
TELESTAFF ENTERPRISE V2	Telestaff		39%	\$ 85.44		\$ 82.60	43%	\$ 79.80
TELESTAFF AUCTIONS V2	Telestaff		39%	\$ 30.50		\$ 29.50 \$ 73.75	43% 43%	\$ 28.50 \$ 71.25
TELESTAFF DATABASE SYBASE LICENSE - BASE SERVER	Telestaff		39% 39%	\$ 76.25 \$ 76.25		\$ 73.75 \$ 73.75	43%	5 71.25
TELESTAFF DATABASE SYBASE LICENSE - CONCURRENT LICENSE	Telestaff Telestaff	\$ 125.00 \$ 2,500.00	39%	\$ 76.25 \$ 1,525.00		\$ 1,475.00	43%	\$ 1,425.00
				1,525.0				
TELESTAFF DATABASE SYBASE LICENSE - CPU			30%	\$ 1500.00	Δ1%	\$ 1475.00	43%	
TELESTAFF WEB TIMECARD V2	Telestaff	\$ 2,500.00	39%	\$ 1,525.00 \$ 3,050.00		\$ 1,475.00 \$ 2,950.00	43% 43%	\$ 1,425.00 \$ 2,850.00
		\$ 2,500.00 \$ 5,000.00			41%		43% 43% 43%	

TELESTAFF WEB ACCESS V2 - TSG HOSTED	Telestaff	\$19.61	39%	\$ 11.96	41%	\$ 11.57	43%	\$ 11.18
	Telestaff \$	20.00	39%	5 12.20	41%	\$ 11.80	43%	\$ 11.40
TELESTAFF INSTITUTION FOCUS V2		20.00	39%	\$ -	41%	\$.	43%	2000 XX 45000
TELESTAFF GATEWAY V2 I/F TO WFC V6/V7							43%	\$ 79.80
Workforce TeleStaff Enterprise v4	Telestaff 5	140.00	39%	\$ 85.40	41%		43%	
Workforce Telestaff Global Access	Telestaff \$	25.00	39%	\$ 15.25	41%	\$ 14.75		\$ 14.25
Workforce TeleStaff Gateway Manager v4	Telestaff \$	5,000.00	39%	\$ 3,050.00	41%	\$ 2,950.00	43%	\$ 2,850.00
Workforce TeleStaff Institution Focus v4	Telestaff \$	20.00	39%	\$ 12.20	41%	\$ 11.80	43%	\$ 11.40
Workforce TeleStaff Contact Manager v4	Telestaff S	15.00	39%	\$ 9.15	41%	\$ 8.85	43%	\$ 8.55
Item Description	Pricelist Name	List Price	Discount %	Final Price	Discount %	Final Price	Discount %	Final Price
Hardware *Discounts are based on # of Terminals per transaction			1-24 Terminals		25-49 Terminals		50 + Terminals	
KRONOS INTOUCH H2 Standard Enclosure, with Bar Code Badge Reader	Hardware S	3,595.00	27%	\$ 2,624.35	32%	\$ 2,444.60	36%	\$ 2,300.80
KRONDS INTOUCH 9000 H2, STANDARD, MIFARE SMART CARD	Hardware S	4,395.00	27%	\$ 3,208.35	32%	\$ 2,988.60	36%	\$ 2,812.80
KRONDS INTOUCH 9000 H2,STANDARD,MAG	Hardware \$	3,745.00	27%	5 2,733.85	32%	\$ 2,546.60	36%	\$ 2,396.80
KRONDS INTOUCH 9000 H2, STANDARD, ICLASS SMART CARD	Hardware \$	4,395.00	27%	\$ 3,208.35	32%	\$ 2,988.60	36%	\$ 2,812.80
KRONOS INTOUCH 9000 H2,5TANDARD,HID PROX	Hardware S	4,295.00	27%	\$ 3,135.35	32%	\$ 2,920.60	36%	\$ 2,748.80
	Hardware S	4,395.00	27%	\$ 3,208.35	32%	\$ 2,988.60	36%	\$ 2,812.80
KRONOS INTOUCH 9000 H2, SLIM, MIFARE SMART CARD	Hardware S	3,745.00	27%	\$ 2,733.85	32%	\$ 2,546.60	36%	\$ 2,396,80
KRONOS INTOUCH 9000 H2, SLIM, MAG		4,295.00	27%	\$ 3,135.35	32%	\$ 2,920.60	36%	\$ 2,748.80
KRONOS INTOUCH 9000 H2, SLIM, ICLASS SMART CARD	Hardware \$				32%	\$ 2,920.60	36%	\$ 2,748.80
KRONOS INTOUCH 9000 H2,SLIM, HID PROX	Hardware \$	4,295.00	27%	\$ 3,135.35 \$ 2,916.35	32%	\$ 2,716.60	36%	\$ 2,556.80
4SOO,FULL,NUM,PROX,EXP MEMORY	Hardware \$	3,995.00						
4500,FULL,NUM,MAG,EXP MEMORY	Hardware \$	3,445.00	27%	\$ 2,514.85	32%	\$ 2,342.60	36%	\$ 2,204.80
4500,FULL,NUM,B/C,EXP MEMORY	Hardware \$	3,295.00	27%	\$ 2,405.35	32%	\$ 2,240.60	36%	\$ 2,108.80
4500,FULL,A/N,PROX,EXP MEMORY	Hardware \$	3,995.00	27%	\$ 2,916.35	32%	\$ 2,716.60	36%	\$ 2,556.80
4500, FULL, A/N, MAG, EXP MEMORY	Hardware \$	3,445.00	27%	\$ 2,514.85	32%	\$ 2,342.60	36%	\$ 2,204.80
4500,FULL,A/N,B/C,EXP MEMORY	Hardware \$	3,295.00	27%	\$ 2,405.35	32%	\$ 2,240.60	36%	\$ 2,108.80
Item Description	Pricelist Name	List Price	Discount %	Final Price				
Workforce Teletime								
WORKFORCE TELETIME IP V7, BASE SYSTEM, 5 LINES	Teletime IP Software \$	20,000.00	10%	\$ 18,000.00	ľ.			
WORKFORGE TELETIME IP V7,ADD'L LINE (LINES 6-10)	Teletime IP Software \$	3,000.00	10%	\$ 2,700.00				
WORKFORCE TELETIME IP V7.ADD'L LINE (LINES 5-10)	Teletime IP Software \$		10%	\$ 900.00				
	Teletime IP Software \$	3,000.00	10%	\$ 2,700.00				
WORKFORCE TELETIME IP V7,BASE SYSTEM,5 LINES,2ND LANGUAGE	Teletime IP Software S	300.00	10%	\$ 270.00	(
WORKFORCE TELETIME IP V7,ADD'L LINE (LINES 6-10), 2ND LANGUAGE		150.00	10%	\$ 135.00				
WORKFORCE TELETIME IP V7,ADD'L LINE (LINES 11+),2ND LANGUAGE								
WORKFORCE TELETIME IP V7,BASE SYSTEM,S LINES,3RD LANGUAGE	Teletime IP Software \$	3,000.00	10%	\$ 2,700.00				
WORKFORCE TELETIME IP V7,ADD'L LINE (LINES 6-10),3RD LANGUAGE	Teletime IP Software \$	3,000.00	10%	\$ 2,700.00				
WORKFORCE TELETIME IP V7,ADD'L LINE (LINES 11+),3RD LANGUAGE	Teletime IP Software \$	150.00	10%	\$ 135.00				
WORKFORCE TELETIME IP V7,FAILOVER SYSTEM,5 LINES	Teletime IP Software \$	10,000.00	10%	\$ 9,000.00				
WORKFORCE TELETIME IP V7, FAILOVER ADD'L LINE (LINES 6+)	Teletime IP Software \$	250.00	10%	\$ 225.00				_
Workforce iSeries			≤4,999 ee		5,000-9,999ee		≥10,000ee +	
ISERIES V7 TIMEKEEPER	iSeries Software \$	40.00	39%	\$ 24.40	41%	\$ 23.60	43%	\$ 22.80
ISERIES v7 MANAGER	iSeries Software \$	65.00	10%	\$ 58.50	41%	\$ 38.35	43%	\$ 37.05
ISERIES v7 EMPLOYEE	iSeries Software \$	25.00	10%	\$ 22.50	41%	\$ 14.75	43%	\$ 14.25
ISERIES v7 ABSENCE MANAGEMENT	iSeries Software \$	60.00	10%	\$ 54.00	41%	\$ 35.40	43%	\$ 34.20
ISERIES v7 ACCRUALS	iSeries Software \$	20.00	10%	\$ 18.00	41%	\$ 11.80	43%	\$ 11.40
ISERIES v7 SCHEDULER								\$ 22.80
ISERIES V7 ACTIVITIES		40.00	10%	\$ 36.00	41%	\$ 23.60	43%	
ISERIES V7 DEBIT	iSeries Software \$ iSeries Software \$	40.00 40.00	10%	\$ 36.00 \$ 36.00	41% 41%	\$ 23.60 \$ 23.60	43% 43%	\$ 22.80
	iSeries Software \$	40.00	10%	\$ 36.00	41%	\$ 23.60	43%	
ISERIES v7 ACCESS	iSeries Software \$ iSeries Software \$	40.00 20.00	10% 10%	\$ 36.00 \$ 18.00	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
ISERIES V7 ACCESS Professional Services	iSeries Software \$ iSeries Software \$ iSeries Software \$	40.00 20.00 20.00	10% 10% 10%	\$ 36.00 \$ 18.00 \$ 18.00	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
ISBNIES V7 ACCESS Professional Services Professional Services (Cost per Hour) Blended Rate	iSeries Software \$ iSeries Software \$	40.00 20.00 20.00 20.00	10% 10% 10% 10%	\$ 36.00 \$ 18.00	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
SERIES V7 ACCESS Professional Services Professional Services (Cost per Hour) Blended Rate Professional Services Bling Roles - Project Manager	iSeries Software \$ iSeries Software \$ iSeries Software \$ Professional Services \$ Professional Services \$	40.00 20.00 20.00 20.00 200.00 200.00	10% 10% 10% 10% 10%	\$ 36.00 \$ 18.00 \$ 18.00 \$ 18.00 \$ 180.00	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
ISBRIES V7 ACCESS Professional Services (Cost per Hour) Blended Rate Professional Services Blilling Botes - Project Manager Professional Services Blilling Bote - Application Consultant		20.00 20.00 20.00 20.00 200.00 200.00 200.00	10% 10% 10% 10% 10% 10%	\$ 36.00 \$ 18.00 \$ 18.00 \$ 180.00 \$ 180.00 \$ 180.00 \$ 180.00	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
ISERIES V7 ACCESS Professional Services (Cost per Hour) Blended Rate Professional Services Bling Roles - Project Manager Professional Services Bling Roles - Project Manager Professional Services Bling Role - Application Consultant Professional Services Bling Role - Fachinal Consultant	iSeries Software \$ Series Software \$ Series Software \$ Series Software \$ Series Software \$ Professional Services \$ Professional Services \$ Professional Services \$ Professional Services \$ \$ Series Series \$ Series Series \$ Series Series \$ Series Series \$ Series Series Series \$ Series Seri	40.00 20.00 20.00 20.00 200.00 200.00 215.00	10% 10% 10% 10% 10% 10% 10% 16%	\$ 36.00 \$ 18.00 \$ 18.00 \$ 180.00 \$ 180.00 \$ 180.00 \$ 180.00	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
ISBRIES V7 ACCESS Professional Services (Cost per Hour) Blended Rate Professional Services (Cost per Hour) Blended Rate Professional Services Billing Bota - Application Censultant Professional Services Billing Bota - Application Censultant Professional Services Billing Bota - Pathrialcal Consultant Professional Services Billing Bota - Education Consultant	Series Software Sieries Sional Services Professional Services Professional Services Sieries Sieries Sieries Sieries Sieries Sieries Sier	40.00 20.00 20.00 20.00 200.00 200.00 215.00 200.00	10% 10% 10% 10% 10% 10% 10% 16% 10%	\$ 36.00 \$ 18.00 \$ 18.00 \$ 180.00 \$ 180.00 \$ 180.00 \$ 180.00 \$ 180.00	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
ISERIES V7 ACCESS Professional Services (Cost per Hour) Bliended Bate Professional Services Blilling Roles - Project Manager Professional Services Blilling Roles - Project Manager Professional Services Blilling Roles - Project Manager Professional Services Blilling Role - Fedinal Consultant Professional Services Blilling Role - Education Consultant Professional Services Blilling Role - Integration Consultant	Series Software Siseries Services Siseries Siseries Services Siseries Siseries Services Siseries	40.00 20.00 20.00 20.00 200.00 200.00 215.00 200.00 200.00	10% 10% 10% 10% 10% 10% 10% 10% 10%	\$ 36.00 \$ 18.00 \$ 18.00 \$ 180.00 \$ 180.00 \$ 180.00 \$ 180.00 \$ 180.00 \$ 180.00	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
ISBRIES v7 ACCESS Professional Services (Cost per Hour) Blended Rate Professional Services (Cost per Hour) Blended Rate Professional Services Billing Bota - Application Censultant Professional Services Billing Bota - Application Censultant Professional Services Billing Bota - Exchinate Consultant Professional Services Billing Bota - Education Consultant Professional Services Billing Bota - Integration Consultant Professional Services Billing Bota - Integration Consultant		40.00 20.00 20.00 20.00 20.00 200.00 215.00 200.00 200.00 200.00	10% 10% 10% 10% 10% 10% 10% 16% 10% 10% 10%	\$ 36.00 \$ 18.00 \$ 180.00 \$ 180.00 \$ 180.00 \$ 180.00 \$ 180.00 \$ 180.00 \$ 180.00 \$ 180.00	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
ISBRIES V7 ACCESS Professional Services (Cost per Hour) Blended Rate Professional Services (Cost per Hour) Blended Rate Professional Services Bling Robe - Project Manager Professional Services Bling Robe - Project Monager Professional Services Bling Robe - Bender Bling Robe - Project Monager Professional Services Bling Robe - Exchnical Consultant Professional Services Bling Robe - Bouldarion Consultant Professional Services Bling Robe - Bouldant Organizant Professional Services Bling Robe - Solution Consultant Professional Services Bling Robe - Solution Developer	Series Software \$ Series Software \$ Series Software \$ Series Software \$ Professional Services \$ Profes	40.00 20.00 20.00 20.00 200.00 200.00 215.00 200.00 200.00 200.00 200.00 202.00	10% 10% 10% 10% 10% 10% 10% 16% 10% 10% 10% 20%	\$ 36.00 \$ 18.00 \$ 180.00 \$ 180.00 \$ 180.00 \$ 180.00 \$ 180.00 \$ 180.00 \$ 180.00 \$ 180.00 \$ 180.00 \$ 180.00	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
SERIES v7 ACCESS Professional Services	Series Software S Series Software S Series Software S Series Software S Professional Services S Professional Services	40.00 20.00 20.00 20.00 200.00 200.00 215.00 200.00 200.00 225.00 3,000.00	10% 10% 10% 10% 10% 10% 10% 16% 10% 10% 10% 20% 10%	\$ 18.00 \$ 18.00 \$ 18.00 \$ 180.00 \$ 180.	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
ISBRIES V7 ACCESS Professional Services (Cost per Hour) Blended Rate Professional Services (Cost per Hour) Blended Rate Professional Services Billing Bids - Application Cerusification Professional Services Billing Bids - Application Cerusification Professional Services Billing Bids - Indignation Cerusification Professional Services Billing Bids - Solution Consultant Professional Services Billing Bids - Solution Developer Viorisforce Ready Settup Fee Timekeeping, Ter 1 (11-100ee) Viorisforce Ready Settup Fee Timekeeping Ter 2 (101-500ee)	Series Software S Series Software S Series Software S Series Software S Professional Services S Se	4000 2000 2000 2000 2000 20000 215.00 20000 20000 20000 225.00 3,000.00 5,000.00	10% 10% 10% 10% 10% 10% 10% 10% 10% 10%	\$ 16,000 \$ 18,000 \$ 18,000 \$ 180,000 \$ 180,000 \$ 180,000 \$ 180,000 \$ 180,000 \$ 180,000 \$ 180,000 \$ 2,700,000 \$ 2,700,000 \$ 4,500,000 \$ 4,500,000	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
SERIES v7 ACCESS Professional Services	Series Software S Series Software S Series Software S Series Software S Professional Services S Professional Services	40.00 20.00 20.00 20.00 200.00 200.00 215.00 200.00 200.00 225.00 3,000.00 5,000.00 20,000.00	10% 10% 10% 10% 10% 10% 16% 10% 10% 10% 10% 10% 10% 10%	\$ 15.00 \$ 18.00 \$ 18.00 \$ 180.00 \$ 180.	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
ISBRIES V7 ACCESS Professional Services (Cost per Hour) Blended Rate Professional Services (Cost per Hour) Blended Rate Professional Services Billing Bota - Application Censustant Professional Services Billing Bota - Application Censustant Professional Services Billing Bota - Professional Services Billing Bota - Instructional Services Billing Bota - Soution Consultant Professional Services Billing Bota - Soution Developer Worksforce Ready Setup Fer Timekeeping, Time 1 (21.00ee) Worksforce Ready Setup Fer Timekeeping, Time 1 (210.1-00oee) Worksforce Ready Setup Fer Timekeeping, Time 1 (210.1-00oee) Worksforce Ready Setup Fer Timekeeping, Time 1 (210.1-00oee)	Series Software S Series Software S Series Software S Series Software S Professional Services S Professional Services S Professional Services S Workforce Ready Services S	4 0.00 20.00 20.00 20.00 20.00 20.00 20.00 20.00 215.00 200.00 200.00 225.00 3.000.00 5.000.00 5.000.00 5.000.00	10% 10% 10% 10% 10% 10% 10% 10% 10% 10%	\$ 15.00 \$ 18.00 \$ 18.00 \$ 180.00 \$ 180.00	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
SERIES v7 ACCESS Professional Services	Series Software Siseries Software Siseries Software Siseries Software Siseries Software Sizeries Software Sizeries Software Sizeries Sizer	4000 20,00 20,00 20,00 200,00 200,00 215,00 200,00 200,00 225,00 3,000,00 20,000,00 20,000,00 20,000,00	10% 10% 10% 10% 10% 10% 10% 10% 10% 10%	\$ 15.00 \$ 18.00 \$ 18.00 \$ 180.00 \$ 180.00	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
ISBRIES V7 ACCESS Professional Services (Cost per Hour) Blended Rate Professional Services (Cost per Hour) Blended Rate Professional Services Billing Bota - Application Censustant Professional Services Billing Bota - Application Censustant Professional Services Billing Bota - Professional Services Billing Bota - Instructional Services Billing Bota - Soution Consultant Professional Services Billing Bota - Soution Developer Worksforce Ready Setup Fer Timekeeping, Time 1 (21.00ee) Worksforce Ready Setup Fer Timekeeping, Time 1 (210.1-00oee) Worksforce Ready Setup Fer Timekeeping, Time 1 (210.1-00oee) Worksforce Ready Setup Fer Timekeeping, Time 1 (210.1-00oee)	Series Software S Series Software S Series Software S Series Software S Professional Services S Professional Services S Professional Services S Workforce Ready Services S	40.00 20.00 20.00 20.00 20.00 200.00 200.00 200.00 215.00 200.00	10% 10% 10% 10% 10% 10% 10% 10% 10% 10%	\$ 16.00 \$ 18.00 \$ 18.00 \$ 180.00 \$ 180.00	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
SERIES v7 ACCESS Professional Services	Series Software Siseries Software Siseries Software Siseries Software Siseries Software Sizeries Software Sizeries Software Sizeries Sizer	4000 20,00 20,00 20,00 200,00 200,00 215,00 200,00 200,00 225,00 3,000,00 20,000,00 20,000,00 20,000,00	10% 10% 10% 10% 10% 10% 10% 10% 10% 10%	\$ 15.00 \$ 18.00 \$ 18.00 \$ 180.00 \$ 180.00	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
SERIES v7 ACCESS Professional Services	Series Software Siseries Software Siseries Software Siseries Software Siseries Software Sizeries Software Sizeries Software Sizeries Software Sizeries Sizer	40.00 20.00 20.00 20.00 20.00 200.00 200.00 200.00 215.00 200.00	10% 10% 10% 10% 10% 10% 10% 10% 10% 10%	\$ 16,000 \$ 18,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 2,700,00 \$ 14,000,00 \$ 90,00 \$ 14,000,00 \$	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
ISBRIES V7 ACCESS Professional Services (Cost per Hour) Blended Rate Professional Services (Cost per Hour) Blended Rate Professional Services Billing Boles - Project Manager Professional Services Billing Boles - Project Manager Professional Services Billing Boles - Project Manager Professional Services Billing Boles - Technical Consultant Professional Services Billing Boles - Technical Consultant Professional Services Billing Boles - Services Consultant Professional Services Billing Boles - Services Consultant Professional Services Billing Boles - Services Boles - Services Billing Boles -	Series Software Series Software Sienies Software Sienies Software Sienies Software Professional Services Professional Services Professional Services Professional Services Professional Services Professional Services Services Professional Services Services Services Services Services Services Services Services Services Workforce Ready Services	4000 2000 2000 2000 20000 20000 20000 20000 20000 20000 30000 3,00000 5,00000 1,2500 1,00000 1,2500 1,00000 1,25000	10% 10% 10% 10% 10% 10% 10% 10% 10% 10%	\$ 15.00 \$ 18.00 \$ 18.00 \$ 180.00 \$ 180.00	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
SERIES v7 ACCESS Professional Services	Series Software Series Software Siseries Software Siseries Software Siseries Software Sizeries Softwar	4000 2000 2000 2000 20000 20000 20000 21500 20000 20000 20000 3,00000 5,00000 1,25000 1,25000 1,25000 1,25000 3,00000 1,25000	10% 10% 10% 10% 10% 10% 10% 10% 10% 10%	\$ 16,000 \$ 18,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 2,700,00 \$ 14,000,00 \$ 90,00 \$ 14,000,00 \$	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
ISBRIES V7 ACCESS Professional Services (Cost per Hour) Blended Rate Professional Services (Cost per Hour) Blended Rate Professional Services Blimg Bols - Application Censultant Professional Services Blimg Bols - Application Censultant Professional Services Blimg Bols - Education Consultant Professional Services Blimg Bols - Education Consultant Professional Services Blimg Bols - Integration Consultant Professional Services Blimg Bols - Integration Consultant Professional Services Blimg Bols - Integration Consultant Violation Cons	Series Software Series Software Sideries Software Sideries Software Sideries Software Professional Services Software Professional Services Software Professional Services Software Professional Services Software Woodsforce Ready Services	40 00 20 00 20 00 00 00 00 00 00 00 00 00	10% 10% 10% 10% 10% 10% 10% 10% 10% 10%	\$ 16,000 \$ 18,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 2,700,00 \$ 14,500,00 \$ 90,00 \$ 1,125,00 \$ 2,700,00 \$ 1,125,00 \$ 2,700,00 \$ 1,250,00 \$ 2,700,00 \$ 3,500,00 \$ 3,5	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
SERIES v7 ACCESS Professional Services	iseries Software Series Software Softwa	4000 2000 2000 2000 20000 20000 20000 21500 20000 20000 20000 3,00000 5,00000 1,25000 1,25000 1,25000 1,25000 5,00000 1,25000 1,25000 5,00000 1,25000 1,25000 1,25000 5,00000 1,25000 1,25000 5,00000 1,25000	10% 10% 10% 10% 10% 10% 10% 10% 10% 10%	\$ 15.00 \$ 18.00 \$ 18.00 \$ 180.00 \$ 180.00	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
ISBRIES V7 ACCESS Professional Services (Cost per Hour) Blended Rate Professional Services (Cost per Hour) Blended Rate Professional Services Blimg Bols - Application Censultant Professional Services Blimg Bols - Application Censultant Professional Services Blimg Bols - Education Consultant Professional Services Blimg Bols - Education Consultant Professional Services Blimg Bols - Integration Consultant Professional Services Blimg Bols - Integration Consultant Professional Services Blimg Bols - Boldonic Consultant Workstore Ready Settup Feet TimeAeeping Time 1 (1.0.100e) Workstore Ready Settup Feet Accusals (Jewertier 1) 1-100ee) Workstore Ready Settup Feet Payrol II Fert 1 (11-100ee) Workstore Ready Settup Feet Payrol II Fert 1 (11-100ee) Workstore Ready Settup Feet Payrol II Fert 1 (11-100ee) Workstore Ready Settup Feet Payrol II Fert 1 (11-100ee) Workstore Ready Settup Feet Payrol II Fert 1 (11-100ee) Workstore Ready Settup Feet Payrol II Fert 1 (11-100ee) Workstore Ready Settup Feet Payrol II Fert 1 (11-100ee) Workstore Ready Settup Feet Payrol II Fert 1 (11-100ee)	Series Software Series Software Sideries Software Sideries Software Sideries Software Sideries Software Professional Services Professional Services Professional Services Professional Services Professional Services Professional Services Sideries Professional Services Sideries Sideri	40 00 20 00 00 00 00 00 00 00 00 00 00 00	10% 10% 10% 10% 10% 10% 10% 10% 10% 10%	\$ 16,000 \$ 18,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 2,700,00 \$ 14,500,00 \$ 14,500,00 \$ 2,700,00 \$ 2,700,00 \$ 14,500,00 \$ 14,500,00	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
SERIES v7 ACCESS Professional Services	Series Software Series Software Series Software Software Frofessional Services Software Frofessional Services Frofessional Services Workforce Ready Services	40.00 20.00 20.00 20.00 20.00 20.00 20.00 20.00 20.00 20.00 20.00 20.00 20.00 3.000 5.000 3.000	10% 10% 10% 10% 10% 10% 10% 10% 10% 10%	\$ 16,000 \$ 18,00 \$ 18,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 2,700,00 \$ 2,700,00 \$ 2,700,00 \$ 3,000,00 \$ 3,000,00 \$ 3,000,00 \$ 3,000,00 \$ 3,000,00 \$ 4,500,00 \$ 4,500,00 \$ 4,500,00 \$ 4,500,00 \$ 4,500,00 \$ 4,500,00 \$ 5,000,00 \$ 5,00	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
ISBRIES V7 ACCESS Professional Services (Cost per Hour) Blended Rate Professional Services (Cost per Hour) Blended Rate Professional Services Blimp Bols - Application Censultant Professional Services Blimp Bols - Application Censultant Professional Services Blimp Bols - Delipation Censultant Professional Services Blimp Bols - Solution Consultant Professional Services Blimp Bols - Solution Developer Workstore Ready Stup Fol Tembelopin Time 1 (300-1000e) Workstore Ready Stup Fol Tembelopin, Time 1 (300-1000e) Workstore Ready Stup Fol Tembelopin, Time 1 (300-1000e) Workstore Ready Stup Fol Ready Bols (Reverlier II 1-1000e) Workstore Ready Stup Fol Ready Bols (Reverlier II 1-1000e) Workstore Ready Stup Fol Ready Bols (Reverlier II 1-1000e) Workstore Ready Stup Fol Reprofil Brie 1 (11-100e) Workstore Ready Stup Fol Reprofil Brie 1 (11-100e) Workstore Ready Stup Fol Perprofil Brie 1 (11-100e)	Series Software Series Software Sideries Software Sideries Software Sideries Software Sideries Software Professional Services Professional Services Professional Services Professional Services Professional Services Professional Services Sideries Professional Services Sideries Professional Services Sideries Si	40 00 20 00 00 00 00 00 00 00 00 00 00 00	10% 10% 10% 10% 10% 10% 10% 10% 10% 10%	\$ 18.00 \$ 18.00 \$ 18.00 \$ 180.00 \$ 2,700.00 \$ 2,700.00 \$ 2,700.00 \$ 2,700.00 \$ 2,700.00 \$ 2,700.00 \$ 2,700.00 \$ 3,700.00 \$ 3,700.00 \$ 3,700.00 \$ 3,700.00 \$ 3,700.00 \$ 4,500.00 \$ 3,700.00 \$ 3	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40
SERIES v7 ACCESS Professional Services	Series Software Series Software Series Software Software Frofessional Services Software Frofessional Services Frofessional Services Workforce Ready Services	40.00 20.00 20.00 20.00 20.00 20.00 20.00 20.00 20.00 20.00 20.00 20.00 20.00 3.000 5.000 3.000	10% 10% 10% 10% 10% 10% 10% 10% 10% 10%	\$ 16,000 \$ 18,00 \$ 18,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 180,00 \$ 2,700,00 \$ 2,700,00 \$ 2,700,00 \$ 3,000,00 \$ 3,000,00 \$ 3,000,00 \$ 3,000,00 \$ 3,000,00 \$ 4,500,00 \$ 4,500,00 \$ 4,500,00 \$ 4,500,00 \$ 4,500,00 \$ 4,500,00 \$ 5,000,00 \$ 5,00	41% 41%	\$ 23.60 \$ 11.80	43% 43%	\$ 11.40

Workforce Ready Tax Filing Admin Setup Fee - per Admin Workforce Ready Tax Filing One Time Setup Fee	Workforce Ready Services Workforce Ready Services	5	3,000.00 500.00	10% 10%	5	2,700.00 450.00
Item Description	Pricelist Name		List Price	Discount %		Final Price
Training						
Training Points	Training	5	1.00	10%	5	0.90
Knowledge Pass 0-150ee	Training	5	525.00	10%	\$	472.50
Knowledge Pass 151-299ee	Training	5	945.00	10%	5	850.50
Knowledge Pass 300-349ee	Training	5	1,575.00	10%	5	1,417.50
Knowledge Pass 350-399ee	Training Training	5	1,850.00 2,100.00	10%	5	1,665.00 1.890.00
Knowledge Pass 400-1500ee Knowledge Pass 1501-2500ee	Training	5	4,200.00	10%	5	3,780.00
Knowledge Pass 2501-2500ee	Training	Š	7.875.00	10%	Š	7,087.50
Knowledge Pass 5001-20000ee	Training	5	9,975.00	10%	5	8,977.50
Knowledge Pass 20000+ee	Training	5	22,000.00	10%	5	19,800.00
Cloud						
Cloud Hosting WFC Monthly Fee (WFC Monthly Fee are for the Workforce Central Suite Products)	Pricelist Name	5000	List Price	Discount %	Tal.	Final Price
Cloud Hosting WFC Monthly Fee 0 - 750 EE	Cloud	5	1,500.00	0%	\$	1,500.00
Cloud Hosting WFC Monthly Fee 751 - 1500 EE	Cloud	\$	2,100.00	0%	5	2,100.00
Cloud Hosting WFC Monthly Fee 1501 - 2500 EE	Cloud	5	2,700.00	0%	\$	2,700.00
Cloud Hosting WFC Monthly Fee 2501 - 5000 EE	Cloud	5	3,800.00	0%	5	3,800.00
Cloud Hosting WFC Monthly Fee S001 - 6250 EE	Cloud	\$	5,200.00	0%	5	5,200.00
Cloud Hosting WFC Monthly Fee 6251 - 7500 EE	Cloud	\$	6,500.00 8,000.00	0%	5	6,500.00 8,000.00
Cloud Hosting WFC Monthly Fee 7501 - 10,000 EE Cloud Hosting WFC Monthly Fee 10,001 - 15,000 EE	Cloud	5	12 140 00	0%	\$	12,140.00
Cloud Hosting WFC Monthly Fee 15,001 - 15,000 EE	Cloud	5	15,140.00	0%	Ś	15,140.00
Cloud Hosting WFC 12 Month Contract Term Startup Fee	ciodo		15,176346	0%	5	
Cloud Hosting WFC 12 Month Contract Term Startup Fee 0 - 750 EE	Cloud	5	4,050.00	0%	s	4,050.00
Cloud Hosting WFC 112 Month Contract Term Startup Fee 751 - 1500 EE	Cloud	5	5,670.00	0%	5	5,670.00
Cloud Hosting WFC 12 Month Contract Term Startup Fee 1501 - 2500 EE	Cloud	5	7,290.00	0%	5	7,290.00
Cloud Hosting WFC 12 Month Contract Term Startup Fee 2501 - 5000 EE	Cloud	5	10,260.00	0%	5	10,260.00
Cloud Hosting WFC 112 Month Contract Term Startup Fee 5001 - 6250 EE	Cloud	5	14,040.00	0%	5	14,040.00
Cloud Hosting WFC 12 Month Contract Term Startup Fee 6251 - 7500 EE	Cloud	\$	17,550.00	0%	\$	17,550.00
Cloud Hosting WFC 12 Month Contract Term Startup Fee 7501 - 10,000 EE	Cloud	\$	21,600.00	0%	5	21,600.00
Cloud Hosting WFC 112 Month Contract Term Startup Fee 10,001 - 15,000 EE	Cloud	5	35,100.00	0%	5	35,100.00
Cloud Hosting WFC 12 Month Contract Term Startup Fee 15,001 - 20,000 EE	Cloud	\$	43,200.00	0%	0005	43,200.00
Cloud Hosting WFC 24 Mo Startup Fee	Cloud	\$	2,700.00	0%	5	2 700 00
Cloud Hosting WFC 24 Month Contract Term Startup Fee 0 - 750 EE Cloud Hosting WFC 24 Month Contract Term Startup Fee 751 - 1500 EE	Cloud	5	3.780.00	0%	s	3,780.00
Cloud Hosting WFC 24 Month Contract Term Startup Fee 1501 - 2500 EE	Cloud	5	4,860.00	006	S	4.860.00
Cloud Hosting WFC 24 Month Contract Term Startup Fee 2501 - 5000 EE	Cloud	5	6,840.00	0%	5	6,840.00
Cloud Hosting WFC 24 Month Contract Term Startup Fee 5001 - 6250 EE	Cloud	\$	9,360.00	0%	5	9,360.00
Cloud Hosting WFC 24 Month Contract Term Startup Fee 6251 - 7500 EE	Cloud	5	11,700.00	0%	5	11,700.00
Cloud Hosting WFC 24 Month Contract Term Startup Fee 7501 - 10,000 EE	Cloud	5	14,400.00	0%	\$	14,400.00
Cloud Hosting WFC 24 Month Contract Term Startup Fee 10,001 - 15,000 EE	Cloud	5	23,400.00	0%	5	23,400.00
Cloud Hosting WFC 24 Month Contract Term Startup Fee 15,001 - 20,000 EE	Cloud	S	28,800.00	0%	5	28,800.00
Cloud Hosting WFC 36 Mo Startup Fee Cloud	200		1.000.00	0%	5	1 350 00
Cloud Hosting WFC 36 Month Contract Term Startup Fee 0 - 750 EE	Cloud	5	1,350.00	0% 0%	5	1,350.00
Cloud Hosting WFC 36 Month Contract Term Mo Startup Fee 751 - 1500 EE Cloud Hosting WFC 36 Month Contract Term Startup Fee 1501 - 2500 EE	Cloud	\$	2,430.00	0%	3	2,430.00
Cloud Hosting WFC 36 Month Contract Term Startup Fee 2501 - 2500 EE	Cloud	5	3,420.00	0%	s	3,420.00
Cloud Hosting WFC 36 Month Contract Term Startup Fee 5001 - 6250 EE	Cloud	5	4,680.00	0%	5	4,680.00
Cloud Hosting WFC 36 Month Contract Term Startup Fee 6251 - 7500 EE	Cloud	5	5,850.00	.0%	s	5,850.00
Cloud Hosting WFC 36 Month Contract Term Startup Fee 7501 - 10,000 EE	Cloud	5	7,200.00	0%	5	7,200.00
Cloud Hosting WFC 36 Month Contract Term Startup Fee 10,001 - 15,000 EE	Cloud	5	11,700.00	0%	5	11,700.00
Cloud Hosting WFC 36 Month Contract Term Startup Fee 15,001 - 20,000 EE	Cloud	5	14,400.00	0%	5	14,400.00
Cloud Hosting WFC Add Analytics Monthly Fee		2020000	Maria Caracana Maria			
Cloud Hosting WFC Add Analytics Monthly Fee 0 - 750 EE	Cloud	S	1,500.00	0%	5	1,500.00
Cloud Hosting WFC Add Analytics Monthly Fee 751 - 1500 EE	Cloud	\$	2,000.00	0%	5	2,000.00
Cloud Hosting WFC Add Analytics Monthly Fee 1501 - 2500 EE	Cloud	S	2,000.00 3,250.00	0% 0%	5	2,000.00 3,250.00
Cloud Hosting WFC Add Analytics Monthly Fee 2501 - 5000 EE Cloud Hosting WFC Add Analytics Monthly Fee 5001 - 6250 EE	Cloud	5	3,250.00	0%	5	3,600.00
Cloud Hosting WFC Add Analytics Monthly Fee 5251 - 7500 EE	Cloud	5	3,600,00	0%	5	3,600.00
Cloud Hosting WFC Add Analytics Monthly Fee 7501 - 10,000 EE	Cloud	\$	3,900.00	0%	5	3,900.00
Cloud Hosting WFC Add Analytics Monthly Fee 10,001 - 15,000 EE	Cloud	5	4,250.00	0%	5	4,250.00
Cloud Hosting WFC Add Analytics Monthly Fee 15,001 - 20,000 EE	Cloud	\$	4,500.00	0%	5	4,500.00
Cloud Hosting WFC Add Record Manager Monthly Fee Cloud	Cloud					I populario
Cloud Hosting WFC Add Record Manager Monthly Fee 0 - 750 EE	Cloud	\$	700.00	0%	5	700,00
Cloud Hosting WFC Add Record Manager Monthly Fee 751 - 1500 EE	Cloud	\$	750.00	0%	5	750.00
Cloud Hosting WFC Add Record Manager Monthly Fee 1501 - 2500 EE	Cloud	5	750.00	0%	\$	750.00
Cloud Hosting WFC Add Record Manager Monthly Fee 2501 - 5000 EE	Cloud	5	900.00	0%	5	900.00
Cloud Hosting WFC Add Record Manager Monthly Fee 5001 - 6250 EE	Cloud	5	1,000.00	0%	\$	1,000.00
Cloud Hosting WFC Add Record Manager Monthly Fee 6251 - 7500 EE	Cloud	\$	1,000.00	0%	\$	1,000.00
Cloud Hosting WFC Add Record Manager Monthly Fee 7501 - 10,000 EE Cloud Hosting WFC Add Record Manager Monthly Fee 10,001 - 15,000 EE	Cloud	5	1,500.00	0%	5	1,500.00
Cloud Hosting WFC Add Record Manager Monthly Fee 10,001 - 15,000 EE Cloud Hosting WFC Add Record Manager Monthly Fee 15,001 - 20,000 EE	Cloud	5	1,750.00	0%	3	1,750.00

Cloud Hosting Teletime up to 96 Ports	Cloud	400000000000000000000000000000000000000		****		and the same of
Cloud Hosting Teletime 4 Port Monthly Fee	Cloud	\$	1,585.00	0%	5	1,585.00
Cloud Hosting Teletime 4 Port 12 Mo Startup Fee	Cloud	S	4,278.00 2,852.00	0% 0%	\$	- 4,278.00 2,852.00
Cloud Hosting Teletime 4 Port 24 Mo Startup Fee	Cloud	5	1,426,00	0%	5	1,426.00
Cloud Hosting Teletime 4 Port 36 Mo Startup Fee	Cloud	Š	1,685.00	0%	5	1,685.00
Cloud Hosting Teletime 8 Port Monthly Fee Cloud Hosting Teletime 8 Port 12 Mo Startup Fee	Cloud	Š	4,551.00	0%	S	4,551.00
Cloud Hosting Teletime 8 Port 24 Mo Startup Fee	Cloud	s	3.034.00	0%	5	3,034.00
Cloud Hosting Teletime 8 Port 36 Mo Startup Fee	Cloud	\$	1,517.00	0%	5	1,517.00
Cloud Hosting Teletime 24 Port Monthly Fee	Cloud	S	1,955.00	0%	5	1,955.00
Cloud Hosting Teletime 24 Port 12 Mo Startuo Fee	Cloud	\$	5,280.00	0%	\$	5,280.00
Cloud Hosting Teletime 24 Port 24 Mo Startup Fee	Cloud	\$	3,520.00	0%	5	3,520.00
loud Hosting Teletime 24 Port 36 Mo Startup Fee	Cloud	\$	1,760.00	0%	\$	1,760.00
Cloud Hosting Teletime 48 Port Monthly Fee	Cloud	\$	2,428.00	0%	\$	2,428.00
Cloud Hosting Teletime 48 Port 12 Ma Startup Fee	Cloud	\$	6,558.00	0%	\$	6,558.00
Cloud Hosting Teletime 48 Port 24 Mo Startup Fee	Cloud	\$	4,372.00	0%	5	4,372.00
Cloud Hosting Teletime 48 Port 36 Mo Startup Fee	Cloud	\$	2,186.00 4.382.00	0%	\$ 5	2,186.00 4,382.00
Cloud Hosting Teletime 72 Port Monthly Fee	Cloud	\$	4,382.00	0%	5	11,832.00
Cloud Hosting Teletime 72 Port 12 Mo Startup Fee	Cloud	\$	7,888.00	0%	5	7,888.00
Cloud Hosting Teletime 72 Port 24 Mo Startup Fee	Cloud		3,994.00	0%	5	3,994.00
Cloud Hosting Teletime 72 Port 36 Mo Startup Fee Cloud Hosting Teletime 96 Port Monthly Fee	Cloud	\$	4.855.00	0%	5	4.855.00
Joud Hosting Teletime 96 Port Monthly Fee Sloud Hosting Teletime 96 Port 12 Mo Startup Fee	Cloud	š	13,110.00	0%	5	13,110.00
Cloud Hosting Teletime 96 Port 12 Mo Startup Fee	Cloud	\$	8,740.00	0%	Š	8,740.00
Cloud Hosting Teletime 96 Port 36 Mo Startup Fee	Cloud	Š	4,370.00	0%	5	4,370.00
Cloud Hosting Teletime Server R720 Monthly Fee	Cloud	ś	950.00	0%	\$	950.00
Cloud Hosting TeleTime Server R720 Start up Fee	Cloud	\$	855.00	0%	5	855.00
Cloud Hosting Dialogic BD 4 Port Analog Monthly Fee	Cloud	Š	66.00	0%	\$	66.00
loud Hosting Dialogic BD 4 Port Analog Start up Fee	Cloud	\$	59.40	0%	\$	59.40
loud Hosting Dialogic BD 24 Port Digital Monthly Fee	Cloud	\$	297.00	0%	\$	297.00
Cloud Hosting Dialogic BD 24 Port Digital Start up Fee	Cloud	\$	267.30	0%	\$	267.30
Cloud Hosting CT Bus Cable Monthly Fee	Cloud	\$	7.00	0%	\$	7.00
Cloud Hosting CT Bus Cable Start up Fee	Cloud	\$	6.30	0%	\$	6.30
Cloud Hosting T1 Cross Connect Monthly Fee	Cloud	\$	176.00	0%	\$	176.00
Cloud Hosting T1 Cross Connect Start up Fee	Cloud	\$	158.40	0%	S	158.40
Cloud Hosting Analog Cross Connect Monthly Fee	Cloud	\$	36.00	0%	\$	36.00
Cloud Hosting Analog Cross Connect Start up Fee	Cloud	\$	32.40	0%	,	32,40
loud Hosting Teletime IP	Cloud	\$	1.500.00	0%	s	1,500.00
Cloud Hosting Teletime IP First 25 Lines Fee Per Month	Cloud	5	500.00	0%	\$	500.00
loud Hosting Teletime IP Additional 25 Lines Fee Per Month	Cloud	9	500.00	U/A		5.00,00
loud Hosting WFC Add App Server Monthly Fee loud Hosting WFC Add App Server Monthly Fee 5001 - 6250 EE	Cloud	S	1,000.00	0%	S .	1.000.00
loud Hosting WFC Add App Server Monthly Fee 5001 - 6250 EE	Cloud	\$	1.000.00	0%	\$	1,000.00
oud Hosting WFC Add App Server Monthly Fee 7501 - 10,000 EE	Cloud	\$	1,000.00	0%	5	1,000.00
loud Hosting WFC Add App Server Monthly Fee 10,001 - 15,000 EE	Cloud	\$	1,000.00	0%	\$	1,000.00
loud Hosting WFC Add App Server Monthly Fee 15,001 - 20,000 EE	Cloud	\$	1,000.00	0%	\$	1,000.00
loud Hosting WFC Add Non Prod Monthly Fee	Cloud					
Toud Hosting WFC Add Non Prod Monthly Fee 0 - 750 EE	Cloud	5	700,00	0%	5	700.00
Cloud Hosting WFC Add Non Prad Manthly Fee 751 - 1500 EE	Cloud	\$	750.00	0%	5	750.00
Cloud Hosting WFC Add Non Prod Monthly Fee 1501 - 2500 EE	Cloud	\$	750.00	£0%	5	750.00
loud Hosting WFC Add Non Prod Monthly Fee 2501 - 5000 EE	Cloud	5	900.00	0%	\$	900.00
Cloud Hosting WFC Add Non Prod Monthly Fee 5001 - 6250 EE	Cloud	\$	1,000.00	0%	\$	1,000.00
Soud Hosting WFC Add Non Prod Monthly Fee 6251 - 7500 EE	Cloud	\$	1,000.00	0%	\$	1,000.00
loud Hosting WFC Add Non Prod Monthly Fee 7501 - 10,000 EE	Cloud	\$	1,250.00	0%	\$	1,250.00
loud Hosting WFC Add Non Prod Monthly Fee 10,001 - 15,000 EE	Cloud			0% 0%	S	1,500.00 1,750.00
loud Hosting WFC Add Non Prod Monthly Fee 15,001 - 20,000 EE	Cloud	\$	1,750.00	U76	3	1,750.00
loud Hosting WFC Disaster Recovery Monthly Fee (for 1-20,000ee)	Cloud	1911011111	1,100.00	0%	s	1,100.00
loud Hosting WFC Disaster Recovery Monthly Fee 0 - 750 EE	Cloud	\$	1,100.00	0%	\$	1,200.00
Cloud Hosting WFC Disaster Recovery Monthly Fee 751 - 1500 EE	Cloud	\$	1,200.00	0%	5	1,200.00
Cloud Hosting WFC Disaster Recovery Monthly Fee 1501 - 2500 EE	Cloud	Š	1,500.00	0%	Š	1,600.00
Cloud Hosting WFC Disaster Recovery Monthly Fee 2501 - 5000 EE	Cloud	\$	2,600.00	0%	5	2,600.00
Cloud Hosting WFC Disaster Recovery Monthly Fee 5001 - 6250 EE	Cloud		2,500.00	0%	5	2,600.00
Cloud Hosting WFC Disaster Recovery Monthly Fee 6251 - 7500 EE Cloud Hosting WFC Disaster Recovery Monthly Fee 7501 - 10,000 EE	Cloud	\$	3,200.00	0%	s	3,200.00
loud Hosting WFC Disaster Recovery Monthly Fee 1501 - 10,000 EE loud Hosting WFC Disaster Recovery Monthly Fee 10,001 - 15,000 EE	Cloud	Š	4,000.00	0%	Š	4,000.00
loud Hosting WFC Disaster Recovery Monthly Fee 15,001 - 15,000 EE	Cloud	Ś	4,800.00	0%	5	4,800.00
Cloud Hosting WFC Disaster Recovery 12 Mo Startup Fee Cloud	Cloud	-			modi. T	
Lloud Hosting WFC Disaster Recovery 12 Mo Startup Fee Cloud Lloud Hosting WFC Disaster Recovery 12Mo Startup Fee 0 - 750 EE	Cloud	\$	2,970.00	0%	5	2,970.00
Cloud Hosting WFC Disaster Recovery 12 Mo Startup Fee 7-7-30 EE	Cloud	5	3,240.00	0%	\$	3,240.00
Cloud Hosting WFC Disaster Recovery 12 Mo Startup Fee 1501 - 2500 EE	Cloud	\$	3,240.00	0%	5	3,240.00
Cloud Hosting WFC Disaster Recovery 12 Mo Startup Fee 2501 - 5000 EE	Cloud	\$	4,320.00	0%	\$	4,320.00
	Cloud	\$	7,020.00	0%	5	7,020.00
Cloud Hosting WFC Disaster Recovery 12 Mo Startup Fee 5001 - 6250 EE					100005	7,020.00
	Cloud	\$	7,020.00	0%	5	7,020.00
Cloud Hosting WFC Disaster Recovery 12 Mo Startup Fee 6251 - 7500 EE	Cloud		7,020.00 8,640.00	0% 0%	5	8,640.00
Cloud Hosting WFC Disaster Recovery 12 Mo Startup Fee 6251 - 7500 EE Cloud Hosting WFC Disaster Recovery 12 Mo Startup Fee 7501 - 10,000 EE		\$ \$ \$				8,640.00 10,800.00
Cloud Hosting WFC Disaster Recovery 12 Mo Startup Fee 5001 - 6250 EE Cloud Hosting WFC Disaster Recovery 12 Mo Startup Fee 5261 - 7500 EE Cloud Hosting WFC Disaster Recovery 12 Mo Startup Fee 1501 - 10,000 EE Cloud Hosting WFC Disaster Recovery 12 Mo Startup Fee 10,001 - 15,000 EE Cloud Hosting WFC Disaster Recovery 12 Mo Startup Fee 10,001 - 15,000 EE Cloud Hosting WFC Disaster Recovery 12 Mo Startup Fee 10,001 - 15,000 EE	Cloud	\$	8,640.00	0%	5	8,640.00

Cloud Hosting WFC Disaster Recovery 24 Mo Startup Fee 0 - 750 EE	Cloud	S	1,980.00	0%	\$	1,980.00
Cloud Hosting WFC Disaster Recovery 24 Mo Startup Fee 751 - 1500 EE	Cloud	\$	2,160.00	0%	\$	2,160.00
Cloud Hosting WFC Disaster Recovery 24 Mo Startup Fee 1501 - 2500 EE	Cloud	\$	2,160.00	0%	5	2,160.00
Cloud Hosting WFC Disaster Recovery 24 Mo Startup Fee 2501 - 5000 EE	Cloud	\$	2,880.00	0%	5	2,880.00
Cloud Hosting WFC Disaster Recovery 24 Mo Startup Fee 5001 - 6250 EE	Cloud	S	4,680.00	0%	5	4,680.00
Cloud Hosting WFC Disaster Recovery 24 Mo Startup Fee 6251 - 7500 EE	Cloud	5	4,680.00	0%	S	4,680.00
Cloud Hosting WFC Disaster Recovery 24 Mo Startup Fee 7501 - 10,000 EE	Cloud	\$	5,760.00	0%	S	5,760.00
Cloud Hosting WFC Disaster Recovery 24 Mo Startup Fee 10.001 - 15.000 EE	Cloud	\$	7,200.00	0%	\$	7,200.00
Cloud Hosting WFC Disaster Recovery 24 Mo Startup Fee 15,001 - 20,000 EE	Cloud	5	8,640.00	0%	S	8,640.00
Cloud Hosting WFC Disaster Recovery 36 Mo Startup Fee Cloud	Cloud					
Cloud Hosting WFC Disaster Recovery 36 Mo Startup Fee 0 - 750 EE	Cloud	\$	990.00	0%	\$	990.00
Cloud Hosting WFC Disaster Recovery 36 Mo Startup Fee 751 - 1500 EE	Cloud	\$	1,080.00	0%	5	1,080.00
Cloud Hosting WFC Disaster Recovery 36 Mo Startup Fee 1501 - 2500 EE	Cloud	\$	1,080.00	0%	\$	1,080.00
Cloud Hosting WFC Disaster Recovery 36 Mo Startup Fee 2501 - 5000 EE	Cloud	5	1,440.00	0%	\$	1,440.00
Cloud Hosting WFC Disaster Recovery 36 Mo Startup Fee 5001 - 6250 EE	Cloud	\$	2,340.00	0%	\$	2,340.00
Cloud Hosting WFC Disaster Recovery 36 Mo Startup Fee 6251 - 7500 EE	Cloud	5	2,340.00	0%	\$	2,340.00
Cloud Hosting WFC Disaster Recovery 36 Mo Startup Fee 7501 - 10.000 EE	Cloud	\$	2.880.00	0%	S	2,880.00
Cloud Hosting WFC Disaster Recovery 36 Mo Startup Fee 10,001 - 15,000 EE	Cloud	\$	3,600.00	0%	S	3,600.00
Cloud Hosting WFC Disaster Recovery 36 Mo Startup Fee 15,001 - 20,000 EE	Cloud	s	4,320.00	0%	\$	4,320.00
Cloud Hosting Workforce Central Base 0						
Cloud Hosting Workforce Central Base Fee per Month	Cloud 2	5	1,000.00	0%	5	1,000.00
Cloud Hosting Workforce Central Per Employee Fee Per Month 1-20,000ee	Cloud 2	5	1.00	0%	\$	1.00
Cloud Hosting Add Analytics	Cloud 2					
Cloud Hosting Add Analytics Base Fee Per Month	Cloud 2	\$	1,000.00	0%	5	1,000.00
Cloud Hosting Add Analytics Per Employee Fee Per Month 1-20,000ee	Cloud 2	\$	0.15	0%	\$	0.15
Cloud Hosting Add Record Manager	Cloud 2					
Cloud Hosting Add Record Manager Fee Per Month 1-20,000ee	Cloud 2	\$	1,000.00	0%	\$	1,000.00
Cloud Hosting Add Record Manager Per Employee Fee Per Month 1-20,000ee	Cloud 2	\$	0.15	0%	\$	0.15
Cloud Hosting Teletime IP	Cloud 2					
Cloud Hosting Teletime IP Base Fee Per Month	Cloud 2	\$ \$	1,000.00	0%	\$	1,000.00
Cloud Hosting Teletime IP per 25 Lines Fee Per Month	Cloud 2	\$	500.00	0%	\$	500.00
Cloud Hosting WFC Add App Server	Cloud 2					
Cloud Hosting WFC Add App Server Monthly Fee 1-20,000ee	Cloud 2	\$	1,000.00	0%	\$	1,000.00
Cloud Hosting WFC Add Non Prod	Cloud 2					
Cloud Hosting WFC Add Non Prod Monthly Fee 1-20,000ee	Cloud 2	\$	1,000.00	0%	\$	1,000.00
Cloud Hosting WFC Disaster Recovery	Cloud 2					
Cloud Hosting Disaster Recovery Base Fee Per Month 1-20,000ee	Cloud 2	\$	1,000.00	0%	5	1,000.00
Cloud Hosting Disaster Recovery Per Employee Fee Per Month 1-20,000ee	Cloud 2	S	0.25	0%	\$	0.25
Cloud Hosting Temporary Non-Prod Monthly Fee	Cloud 2	5	1,600.00	0%	\$	1,600.00
Additional Cloud Addon Fees	Cloud 2					
Cloud Hosting WFC Add One VPN Monthly Fee	Cloud 2	\$	75.00	0%	\$	75.00
Cloud Hosting WFC Add One Citrix License Monthly Fee	Cloud 2	\$	50.00	0%	\$	50.00
Cloud Hosting WFC Add One FTP License Monthly Fee	Cloud 2	\$	25.00	0%	\$	25.00
Cloud Hosting WFC Add 100GB Storage Monthly Fee	Cloud 2	\$	43.00	0%	\$	43.00
Cloud Hosting WFC Add 100GB Backup Monthly Fee	Cloud 2	5	18.00	0%	\$	18.00