

**SmartBUY ESA Quotes for 10K, 33K, and 100K Users**

*(Provide three quotes of products and services necessary for successful Enterprise implementation and maintenance of organizations for 10,000, 33,000 or 100,000 users, including spot discounts and/or other concessions beyond those in your SmartBUY ESA Product and Price List. All products/services must track to your GSA Schedule(s) and prices, including spot discounts (and any items offered at no additional cost), and citing all concessions in policies, terms and conditions. Include all assumptions.)*

Type	Name	Qty	Part Number	Part Description	MSRP	GSA Price	Extended GSA Price	SmartBUY Price	Extended SmartBUY Discount/ Price	Concessions	Discounted Price
<b>10,000 Users - Product</b>											
License	Shields	10,000	EE-SLP2-1	Per User Perpetual Shield	\$108.00	\$94.67	\$946,700.00	\$93.67	\$936,700.00	28.00%	\$674,424.00
Gatekeeper	Gatekeepers	10,000	EEGKP2-1	Credant Technologies C	\$13.00	\$12.01	\$120,100.76	\$11.88	\$118,800.00	28.00%	\$85,536.00
Server	Servers	1	EE-SP00	Credant Technologies C	\$35,000.00	\$30,944.58	\$30,944.58	\$30,616.57	\$30,616.57	0.00%	\$30,616.57
Maintenance	Shields	10,000	ES-M003-G-EE-SLP2-1	Standard Maintenance f	\$21.60	\$19.98	\$199,800.00	\$19.77	\$197,700.00	28.00%	\$142,344.00
Maintenance	Gatekeepers	10,000	ES-M003-G-EE-GKP2-1	Standard Maintenance f	\$2.34	\$2.17	\$21,662.47	\$2.14	\$21,400.00	28.00%	\$15,408.00
Maintenance	Servers	1	ES-M003-G-EE-ES-25000	Standard Maintenance f	\$7,000.00	\$5,570.03	\$5,570.03	\$5,510.99	\$5,510.99	0.00%	\$5,510.99
<b>Total Product for 10,000 Users</b>							<b>\$1,324,777.83</b>		<b>\$1,310,727.56</b>		<b>\$953,839.56</b>

<b>10,000 Users - Services</b>											
Hourly Svcs	Initial Assessment	8	Consultant Software Category I	Minimum/General Exper	\$250.00	\$233.75	\$1,870.00	\$231.27	No Charge	100.00%	No Charge
Hourly Svcs	Installation	100	Consultant Software Category I	Minimum/General Exper	\$250.00	\$233.75	\$23,375.00	\$231.27	\$23,127.00	10.00%	\$20,814.30
Class	Admin Training	5	TR-ETECH-000	2 Day Enterprise Edition	\$1,500.00	\$1,496.22	\$7,481.10	\$1,480.36	\$7,401.80	0.00%	\$7,401.80
<b>Total Services for 10,000 Users</b>							<b>\$32,726.10</b>		<b>\$30,528.80</b>		<b>\$28,216.10</b>
<b>Total Product and Services for 10,000</b>							<b>\$1,357,503.93</b>		<b>\$1,341,256.36</b>		<b>\$982,055.66</b>
<b>Includes GSA IFF and ACT FEES</b>											

<b>33,000 Users - Product</b>											
License	Shields	33,000	EE-SLP2-1	Per User Perpetual Shield	\$108.00	\$94.67	\$3,124,110.00	\$93.67	\$3,091,110.00	68.00%	\$989,155.20
Gatekeeper	Gatekeepers	33,000	EEGKP2-1	Credant Technologies C	\$13.00	\$12.01	\$396,332.49	\$11.88	\$392,040.00	63.00%	\$145,054.80
Server	Servers	2	EE-SP00	Credant Technologies C	\$35,000.00	\$30,944.58	\$61,889.16	\$30,616.57	\$61,233.14	0.00%	\$61,233.14
Maintenance	Shields	33,000	ES-M003-G-EE-SLP2-1	Standard Maintenance f	\$21.60	\$19.98	\$659,340.00	\$19.77	\$652,410.00	68.00%	\$208,771.20
Maintenance	Gatekeepers	33,000	ES-M003-G-EE-GKP2-1	Standard Maintenance f	\$2.34	\$2.17	\$71,486.15	\$2.14	\$70,620.00	39.00%	\$43,078.20
Maintenance	Servers	2	ES-M003-G-EE-ES-25000	Standard Maintenance f	\$7,000.00	\$5,570.03	\$11,140.06	\$5,510.99	\$11,021.98	0.00%	\$11,021.98
<b>Total for 33,000 Users</b>							<b>\$4,324,297.86</b>		<b>\$4,278,435.12</b>		<b>\$1,458,314.52</b>

<b>33,000 Users - Services</b>											
Hourly Svcs	Initial Assessment	8	Consultant Software Category I	Minimum/General Exper	\$250.00	\$233.75	\$1,870.00	\$231.27	No Charge	100.00%	No Charge
Hourly Svcs	Installation	140	Consultant Software Category I	Minimum/General Exper	\$250.00	\$233.75	\$32,725.00	\$231.27	\$32,377.80	10.00%	\$29,140.02
Class	Admin Training	10	TR-ETECH-000	2 Day Enterprise Edition	\$1,500.00	\$1,496.22	\$14,962.20	\$1,480.36	\$14,803.60	0.00%	\$14,803.60

<b>Total Services for 33,000 Users</b>	<b>\$49,557.20</b>	<b>\$47,181.40</b>	<b>\$43,943.62</b>
<b>Total Product and Services for 33,000</b>	<b>\$4,373,855.06</b>	<b>\$4,325,616.52</b>	<b>\$1,502,258.14</b>
<b>Includes GSA IFF and ACT FEES</b>			

100,000 Users - Product											
License	Shields	100,000	EE-SLP2-1	Per User Perpetual Shie	\$108.00	\$94.67	\$9,467,000.00	\$93.67	\$9,367,000.00	75.00%	\$2,341,750.00
Gatekeeper	Gatekeepers	100,000	EEGKP2-1	Credant Technologies C	\$13.00	\$12.01	\$1,201,007.56	\$11.88	\$1,188,000.00	74.00%	\$308,880.00
Server	Servers	4	EE-SP00	Credant Technologies C	\$35,000.00	\$30,944.58	\$123,778.32	\$30,616.57	\$122,466.28	0.00%	\$122,466.28
Maintenance	Shields	100,000	ES-M003-G-EE-SLP2-1	Standard Maintenance f	\$21.60	\$19.98	\$1,998,000.00	\$19.77	\$1,977,000.00	75.00%	\$494,250.00
Maintenance	Gatekeepers	100,000	ES-M003-G-EE-GKP2-1	Standard Maintenance f	\$2.34	\$2.17	\$216,624.69	\$2.14	\$214,000.00	74.00%	\$55,640.00
Maintenance	Servers	4	ES-M003-G-EE-ES-25000	Standard Maintenance f	\$7,000.00	\$5,570.03	\$22,280.12	\$5,510.99	\$22,043.96	0.00%	\$22,043.96
<b>Total for 100,000 Users</b>							<b>\$13,028,690.68</b>		<b>\$12,890,510.24</b>		<b>\$3,345,030.24</b>

100,000 Users - Services											
Hourly Svcs	Initial Assessment	8	Consultant Software Category I	Minimum/General Exper	\$250.00	\$233.75	\$1,870.00	\$231.27	No Charge	100.00%	No Charge
Hourly Svcs	Installation	160	Consultant Software Category I	Minimum/General Exper	\$250.00	\$233.75	\$37,400.00	\$231.27	\$37,003.20	10.00%	\$33,302.88
Class	Admin Training	15	TR-ETECH-000	2 Day Enterprise Edition	\$1,500.00	\$1,496.22	\$22,443.30	\$1,480.36	\$22,205.40	0.00%	\$22,205.40
<b>Total Services for 100,000 Users</b>							<b>\$61,713.30</b>		<b>\$59,208.60</b>		<b>\$55,508.28</b>
<b>Total Product and Services for 100,000</b>							<b>\$13,090,403.98</b>		<b>\$12,949,718.84</b>		<b>\$3,400,538.52</b>