

SmartBUY ESA Discounts, Concessions

(Describe here SmartBUY ESA discounts offered and/or concessions beyond GSA Schedule, including any adjustments in policies, prices, terms and conditions consistent with your proposed SmartBUY ESA Product and Price List.)

Please see Exhibit for relevant Terms and Conditions relating to these discounts.

Discounts

Per User
 Shield Licensing

\$1.00	-	\$100,000.00	0.00%
\$100,001.00	-	\$500,000.00	14.60%
\$500,001.00	-	\$2,000,000.00	28.00%
\$2,000,001.00	-	\$5,000,000.00	68.00%
\$5,000,001.00	-	and up	75.00%

Shield Support and Maintenance

\$1.00	-	\$25,000.00	0.00%
\$25,001.00	-	\$125,000.00	14.60%
\$125,001.00	-	\$500,000.00	28.00%
\$500,001.00	-	\$1,250,000.00	68.00%
\$1,250,001.00	-	and up	75.00%

Gatekeeper Licensing*

\$1.00	-	\$13,000.00	0.00%
\$13,001.00	-	\$65,000.00	12.00%
\$65,001.00	-	\$130,000.00	28.00%
\$130,001.00	-	\$325,000.00	39.00%
\$325,001.00	-	\$650,000.00	63.00%
\$650,001.00	-	and up	74.00%

* Included in Shield License Range

Per Device
 Shield Licensing++

\$1.00	-	\$64,000.00	0.00%
\$64,001.00	-	\$275,000.00	3.00%
\$275,001.00	-	\$460,000.00	4.00%
\$460,001.00	-	\$929,000.00	5.00%
\$929,001.00	-	\$1,415,000.00	6.00%
\$1,415,001.00	-	and up	7.00%

++ Based on pre-discounted tiered pricing

Shield Support and Maintenance++

\$1.00	-	\$18,560.00	0.00%
\$18,561.00	-	\$79,750.00	3.00%
\$79,751.00	-	\$133,400.00	4.00%
\$133,401.00	-	\$269,410.00	5.00%
\$269,411.00	-	\$410,350.00	6.00%
\$410,351.00	-	and up	7.00%

Gatekeeper License

\$1.00	-	\$10,600.00	0.00%
\$10,601.00	-	\$44,210.00	3.00%
\$44,211.00	-	\$70,710.00	4.00%
\$70,711.00	-	\$132,740.00	5.00%
\$132,741.00	-	\$176,822.00	6.00%
\$176,823.00	-	and up	7.00%

Gatekeeper Support and Maintenance

\$1.00	-	\$ 4,000.00	0.00%
\$4,001.00	-	\$ 17,000.00	12.00%
\$17,001.00	-	\$ 33,000.00	28.00%
\$33,001.00	-	\$ 82,000.00	39.00%
\$82,001.00	-	\$ 163,000.00	63.00%
\$163,001.00		and up	74.00%

Gatekeepers & Servers Support and Maintenance

\$1.00	-	\$3,074.00	0.00%
\$3,075.00		\$12,820.90	3.00%
\$12,822.00		\$20,505.90	4.00%
\$20,507.00		\$38,494.60	5.00%
\$38,495.00		\$51,278.38	6.00%
\$51,279.00		and up	7.00%

Server Licenses

\$1.00	-	and up	0.00%
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Server Licenses

\$1.00	-	and up	0.00%
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Servers Support and Maintenance

\$1.00	-	and up	0.00%
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Servers Support and Maintenance

\$1.00	-	and up	0.00%
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Training***

\$1.00	-	and up	0.00%
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Training***

\$1.00	-	and up	0.00%
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*** Minimum of 5 trainees

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Implementation Services+

\$1.00	-	\$4,000.00	0.00%
\$4,001.00	-	\$20,000.00	7.00%
\$20,001.00	-	and up	10.00%

Implementation Services+

\$1.00	-	\$4,000.00	0.00%
\$4,001.00	-	\$20,000.00	7.00%
\$20,001.00	-	and up	10.00%

+Material, Travel, Lodging, Meals not included

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ID will track customer purchases per agency and offer higher discount brackets based on accumulative purchases
Customer that have existing licenses may receive additional discounts above the discounts listed on an accumulative basis.

