INFODAT INTERNATIONAL, INC.
APPENDIX C – PRICING INDEX
DIR-CPO-5834
Software (COTS) and Related Services

Brand	Category	DISCOUNT OF MSRP/List Price	Unit of Measure
1-Software			
Sectigo	SaaS / a Secure Sockets Layer (SSL) security protocol for encrypted link between a web server and a web browser software subscription Solution (Subscription includes Maintenance and Support)	22.00%	Annual Subscription Per Certificate
SELLTIS	SaaS / Customer Relationship Management (CRM) software designed for industrial sales teams, helping them manage sales processes, track opportunities, and improve sales channel effectiveness (Subscription includes Maintenance and Support)	5.00%	Annual Subscription
SELLTIS	SaaS / Customer Relationship Management (CRM) software SELLTIS SALES PLUS QUOTING/CPQ MODULE and SELLTIS CLOSED LOOP MARKETING (CLM) (Subscription includes Maintenance and Support)	10.00%	Annual Subscription
Xcitium	Endpoint Protection (AEP) software, also known as Endpoint Detection and Response (EDR) is a cybersecurity solution that uses AI, machine learning, and behavioral analysis to proactively detect, prevent, and respond to sophisticated cyber threats on endpoints (devices connected to a network).	15.00%	Per Bundle
Xcitium	Xcitium Advanced Endpoint Protection	22.00%	Annual Subscription
2. Related Services Provided by Vendor			
On-Site Services Travel expenses will be billed separately in accordance with Exhibit A DIR Standard Terms and Conditions Section 8.5 Travel Expense Reimbursement			
All Brands	Implementation	10.00%	Per Hour
All Brands	Sr. Project Manager - 5+ years experience	10.00%	Per Hour
All Brands	Project Manager - 1-5 years experience	10.00%	Per Hour
All Brands	Configuration - 5+ years experience	10.00%	Per Hour
All Brands	Sr. Business Analyst - 5+ years experience	10.00%	Per Hour

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All Brands	Business Analyst - 1-5 years experience	10.00%	Per Hour
All Brands	Intergration - 5+ years experience	10.00%	Per Hour
All Brands	Intergration - 1-5 years experience	10.00%	Per Hour
All Brands	Data Migration - 5+ years experience	10.00%	Per Hour
All Brands	Data Migration - 1-5 years experience	10.00%	Per Hour

Services not covered under this RFO scope are: Cloud Hosting, Development, Cloud Broker and Cloud Assessment Services, Customization of Core Software, Professional or Consulting services as defined in Chapter 2254 of the Texas Government Code.

3. Volume Discounts

Qty	Brand & Category	Original Discount	Additonal Discount	Total Discount
1-99 units	Software Xcitium Minimum Quantity	**15.00%**	0.00%	15.00%
100-500 Units	Software Xcitium	**15.00%**	10.00%	25.00%
500+ Units	Software Xcitium	**15.00%**	15.00%	30.00%
1-99 units	Software Sectigo Minimum Quantity	**5.00%**	0.00%	5.00%
100-500 Units	Software Sectigo	**5.00%**	10.00%	15.00%
500+ Units	Software Sectigo	**5.00%**	15.00%	20.00%
1-99 units	Related Services Provided by Vendor	**10.00%**	10.00%	0.00%
100-500 Units	Related Services Provided by Vendor	**10.00%**	5.00%	15.00%
500+ Units	Related Services Provided by Vendor	**10.00%**	10.00%	20.00%

NOTE: Vendor's quote to DIR Customers shall include the Administrative Fee. The fee will be added to the Firm Fixed Price and/or MSRP after the DIR Discount % off MSRP is applied.