

MFG	Item Description	List Price	Sell Price	Discount
Amazon Web Services	Amazon Web Services Infrastructure Bundle Base Year	3,000,000.00	2,940,000.00	2%
Appian Corporation	FOR CONTRACTED OPTIONS ONLY - An Enterprise User Cloud License grants the right to use the software to one, specific named user in for the duration of the term. (12 Month Term)	224.00	168.00	25%
Appian Corporation	FOR CONTRACTED OPTIONS ONLY - Cloud Software License that has 3 elements defined: (1) the application the license is granted for, (2) a maximum number of users, articulated as "xxxx" up to xxx"xxxx", who are licensed to use the software for that application, and (3) the organization, department or division the license is being granted to. (12 Month Term)	84.00	72.24	14%
Appian Corporation	FOR CONTRACTED OPTIONS ONLY - Cloud Subscription - Application Input-Only User (12 Month Term)	2.24	2.08	7%
Appian Corporation	The features of the Appian Software available to Advanced Users are set out at docs.appian.com. Authorizes the licensed individual to use the software on one application as defined in the license grant which should have three elements, (1) the definition of the application articulated in sufficient detail to identify processes or functions that are covered by the grant, (2) the number of users who are licensed to use the software for the specified purpose, and (3) the organization, department, or division that is being licensed. (12 Month Term)	1,200.00	1,116.00	7%
Appian Corporation	The features of the Cloud Offering available to Advanced Platform Users are set out at docs.appian.com. A Cloud Platform User License authorizes the licensed individual to use the software for any purpose on any number of applications (12 Month Term) A Minimal User may use the licensed application under either of the following limitations: (i) the User uses the application solely for the purpose of completing a single Appian form and viewing the status of the User's submission or (ii) An external user (non-employee or contractor) uses the application for managing their account. (12 Month Term)	989,175.00	741,881.25	25%
Appian Corporation	Adds functionality of Advanced tier (35%); for existing customers only. The published \$0.01 price is not the Customer's final price. The purchase price of this Upgrade is based on a Commercial List Price that is 35% of total current license charges for the subscription to the software. (12 Month Term)	4.00	3.44	14%
Appian Corporation	Appian Awards Management Solution - Small (Cloud) - Solution plus application license (12 Month Term)	1,000,000.00	930,000.00	7%
Appian Corporation	Appian Government Contract Writing Solution (Small,Cloud) - Solution plus application license (12 Month Term)	261,940.34	243,604.52	7%
Appian Corporation	Appian Government Source Selection Solution (Small) - Solution plus application license (12 Month Term)	14,050.00	13,066.50	7%
Appian Corporation	Appian Government Clause Automation Solution (Small) - Solution plus application license (12 Month Term)	21,000.00	19,530.00	7%
Appian Corporation	Appian Government Vendor Management Solution (Small) - Solution plus application license (12 Month Term)	6,400.00	5,952.00	7%
Appian Corporation	Appian RPA - Complimentary Bot	21,000.00	19,530.00	7%
Appian Corporation	Appian RPA - Included 25 Bots (12 Month Term)	-	-	#DIV/0!
Appian Corporation	Appian RPA - Included 5 Bots (12 Month Term)	-	-	#DIV/0!
Appian Corporation	Appian RPA for Solution Cloud Subscription	-	-	#DIV/0!
Appian Corporation	Cloud Setup (One Time Fee)	2,643.47	2,458.43	7%
Appian Corporation	FOR CONTRACTED OPTIONS ONLY - Appian Platform User II (12 Month Term)	224.00	168.00	25%
Appian Corporation	FOR CONTRACTED OPTIONS ONLY - Appian Application User II (12 Month Term)	44.80	38.53	14%
Appian Corporation	Individual Account User Up to 3,000 Users (12 Month Term)	4,330.67	4,027.52	7%
Appian Corporation	Individual Account User Up to 10,000 Users (12 Month Term)	4,666.67	4,340.00	7%
Appian Corporation	Appian Unauthenticated Portals (12 Month Term)	-	-	#DIV/0!
Appian Corporation	FOR EXISTING CONTRACTED OPTIONS ONLY - Appian Unlimited II Annual - Usage Subscription (Cloud) (12 Month Term)	972.22	904.16	7%
Appian Corporation	For IL2 Cloud Offering - Initial Standard Base Production Cloud xLarge Instance - xLarge production instance of the Cloud Offering with 200 GB of storage and vCPU: 4 (12 Month Term)	-	-	#DIV/0!
Appian Corporation	For IL2 Cloud Offering - Initial Base Non-Production Cloud Large Instance - Large non-production instance of the Cloud Offering with 75 GB of storage and vCPU: 2 (12 Month Term)	-	-	#DIV/0!
Appian Corporation	Initial Advanced Base Production Cloud xLarge Instance HA	-	-	#DIV/0!
Appian Corporation	For IL2 Cloud Offering - Initial Enterprise Base Non-Production Cloud xLarge Instance - xLarge non-production instance of the Cloud Offering with 200 GB of storage and vCPU: 4 (12 Month Term)	25,000.00	23,250.00	7%
Appian Corporation	For IL2 Cloud Offering - Cloud Instance w/ RAM: 15 GB and vCPU: 2 (12 Month Term)	2,800.00	2,604.00	7%
Appian Corporation	For IL2 Cloud Offering - Cloud Instance w/ RAM: 60 GB and vCPU: 8 (12 Month Term)	25,080.00	23,324.40	7%
Appian Corporation	For IL2 Cloud Offering - Cloud Instance Upgrade - L to XL (12 Month Term)	504.00	468.72	7%
Appian Corporation	For IL2 Cloud Offering - Cloud Instance Upgrade - L to 2XL (12 Month Term)	1,400.00	1,302.00	7%
Appian Corporation	For IL2 Cloud Offering - Cloud Instance Upgrade - XL to 2XL (12 Month Term)	652.50	606.83	7%
Appian Corporation	For IL2 Cloud Offering - Cloud Instance Upgrade - 2XL to 4XL (12 Month Term)	20,000.00	18,600.00	7%
Appian Corporation	For IL2 Cloud Offering - 100GB of Storage added to an existing Cloud Instance (12 Month Term)	112.00	104.16	7%
Appian Corporation	For IL2 Cloud Offering - PCI Compliance for the cloud instance being purchased (12 Month Term)	4,500.00	4,185.00	7%
Appian Corporation	HIPAA compliance for the cloud instance being purchased (12 Month Term)	-	-	#DIV/0!
Appian Corporation	FOR CONTRACTED OPTIONS ONLY - Available at a charge of 18% of the customer's total current license charges (excludes other recurring charges) and includes High Availability. No discount; minimum charge \$2,500 per month per production instance with High Availability. 99.95% SLA	63,829.79	59,361.70	7%
Appian Corporation	FOR EXISTING CONTRACTED OPTIONS ONLY - Standard Support for Cloud Subscription (currently bundled with cloud Foundation-level Success Plan (18%) for cloud customers. The published \$0.01 price is not the Customer's final price. The purchase price of the Success Plan is based on a Commercial List Price that is 18% of total current license charges for the subscription	-	-	#DIV/0!
Appian Corporation	Professional-level Success Plan (25%) for cloud customers. The published \$0.01 price is not the Customer's final price. The purchase price of the Success Plan is based on a Commercial List Price that is 25% of total current license charges for the subscription	-	-	#DIV/0!
Appian Corporation	FOR CONTRACTED OPTIONS ONLY - for Appian Accelerate, features include an assigned CSM, Environment Health Review Sessions,	254,541.72	236,723.80	7%
Appian Corporation	Capacity Readiness Review Sessions, Accelerate Forum Access, Success Sessions, and Ask an Expert. Minimum period is 12 First tier for Appian Accelerate; features include an assigned CSM, Environment Health Review Sessions, Capacity Readiness Review Sessions,	147,559.91	137,230.72	7%
Appian Corporation	Second tier for Appian Accelerate; features include an assigned CSM, Environment Health Review Sessions, Capacity Readiness Review Sessions,	100,000.00	93,000.00	7%
Appian Corporation	Apptio® Business Insights: - Office365 Module \$0-\$25M (Annual)	200,000.00	186,000.00	7%
Apptio, Inc.	Apptio® Business Insights: - Office365 Module \$0-\$25M (Annual)	97,165.70	95,222.39	2%
Apptio, Inc.	Apptio® Business Insights: SaaS Insights Suite Module \$0-\$25M (Annual)	133,332.00	130,665.36	2%
Apptio, Inc.	Apptio® Business Insights: - Salesforce Module \$0-\$25M (Annual)	97,165.70	95,222.39	2%
Apptio, Inc.	Apptio® Business Insights: - ServiceNow Module \$0-\$25M (Annual)	97,165.70	95,222.39	2%
Apptio, Inc.	Apptio® IT Financial Management Foundation 5-Named User Pack (Annual)	3,888.85	3,811.07	2%
Apptio, Inc.	Apptio® Business Insights: Vendor Insights Module \$0-\$25M (Annual)	133,332.00	130,665.36	2%
Apptio, Inc.	Apptio® Project Financial Planning \$0-\$25M (Annual)	70,559.29	69,148.10	2%
Apptio, Inc.	Apptio® Services Demand Planning \$0-\$25M (Annual)	70,559.29	69,148.10	2%
Apptio, Inc.	Apptio® IT Financial Management Foundation \$0-\$25M incl 25 Named Users (Annual)	301,584.76	295,553.06	2%
Apptio, Inc.	Apptio® IT Financial Management Foundation Named User (Annual)	933.32	914.65	2%
Apptio, Inc.	Apptio® Jumpstart Service: Service Demand Planning	22,222.00	21,777.56	2%
Apptio, Inc.	Apptio® All Access Education Pass - AAEP Named User (Annual)	15,000.00	14,700.00	2%
Apptio, Inc.	ApptioOne Billing	30,000.00	29,400.00	2%
Apptio, Inc.	IT Planning	25,000.00	24,500.00	2%
Apptio, Inc.	ApptioOne Billing: Includes 100 Named Users	350,000.00	343,000.00	2%
Apptio, Inc.	Cloudability Total Cost/TBM Studio Deployment	28,000.00	27,440.00	2%
Apptio, Inc.	Cloudability Total Cost - Cloudability + TBM Studio	47,500.00	46,550.00	2%
DLT Solutions	FIRM Fixed Price Professional Services	1,000,000.00	900,000.00	10%
DLT Solutions	Consultant I/Staff Consultant	211.21	190.09	10%
DLT Solutions	Consultant II/Senior Consultant	242.90	218.61	10%
DLT Solutions	Consultant III/Principal Consultant	296.87	267.18	10%
DLT Solutions	Consultant IV/Technical Manager	364.34	327.91	10%
DLT Solutions	Consultant V/Sr. Technical Director	516.45	464.81	10%

DLT Solutions	IT Architect I	241.73	217.56	10%
DLT Solutions	IT Architect II	290.08	261.07	10%
DLT Solutions	IT Architect III	348.09	313.28	10%
DLT Solutions	IT Architect IV	417.71	375.94	10%
DLT Solutions	Project Assistant I	129.13	116.22	10%
DLT Solutions	Project Engineer I	129.13	116.22	10%
DLT Solutions	Project Engineer II	154.96	139.46	10%
DLT Solutions	Project Engineer III	201.44	181.30	10%
DLT Solutions	Project Engineer IV	241.73	217.56	10%
DLT Solutions	Project Engineer V	290.08	261.07	10%
DLT Solutions	Project Manager I	241.73	217.56	10%
DLT Solutions	Project Manager II	290.08	261.07	10%
DLT Solutions	Project Manager III	348.09	313.28	10%
DLT Solutions	System Administrator I	103.31	92.98	10%
DLT Solutions	System Administrator II	129.13	116.22	10%
DLT Solutions	System Administrator III	154.96	139.46	10%
DLT Solutions	System Administrator IV	187.24	168.52	10%
DLT Solutions	System Administrator V	273.76	246.38	10%
DLT Solutions	Subject Matter Expert I	220.82	198.74	10%
DLT Solutions	Subject Matter Expert II	264.98	238.48	10%
DLT Solutions	Subject Matter Expert III	317.97	286.17	10%
DLT Solutions	Subject Matter Expert IV	381.57	343.41	10%
DLT Solutions	Subject Matter Expert V	457.88	412.09	10%
Microsoft	Microsoft 365 F1	2.30	2.28	1%
Microsoft	Office 365 Extra File Storage	0.20	0.20	0%
Microsoft	Azure Active Directory Premium P2	9.00	8.91	1%
Microsoft	Visio Plan 1 for GCC	5.00	4.95	1%
Microsoft	Microsoft Teams Rooms Pro for GCC	32.00	31.68	1%
Microsoft	Windows Server Standard Core 2022 - 16 Core License Pack	1,069.00	1,058.31	1%
Microsoft	SQL Server 2019 Standard Edition	898.00	889.02	1%
Microsoft	SQL Server Standard Core 2022	3,944.00	3,904.56	1%
Microsoft	SQL Server Standard 2022	987.00	977.13	1%
Orock Technologies	FaaS Base Hosting (per Month)	14,583.72	14,000.37	4%
Orock Technologies	FAAS Processor - additional core (per Month)	43.69	41.94	4%
Orock Technologies	FAAS Memory additional GB (per Month)	11.26	10.81	4%
Orock Technologies	Compute Optimized: c1.2xlarge - includes: 8 vCPU and 16GB Memory (On-Demand) (per Month)	227.05	217.97	4%
Orock Technologies	Compute Optimized: c1.4xlarge - includes: 16 vCPU and 32GB Memory (On-Demand) (per Month)	454.10	435.94	4%
Orock Technologies	Compute Optimized: c1.8xlarge - includes: 32 vCPU and 64GB Memory (On-Demand) (per Month)	908.19	871.86	4%
Orock Technologies	Compute Optimized: c1.xlarge - includes: 4 vCPU and 8GB Memory (On-Demand) (per Month)	132.44	127.14	4%
Orock Technologies	GPU Optimized: g1.16xlarge - includes: 2 vGPU, 16 vCPU and 128GB Memory (On-Demand) (Per Month)	4,857.05	4,662.77	4%
Orock Technologies	GPU Optimized: g1.2xlarge - includes: 1 vGPU, 2 vCPU and 16GB Memory (On-Demand) (Per Month)	2,122.67	2,037.76	4%
Orock Technologies	GPU Optimized: g1.4xlarge - includes: 1 vGPU, 4 vCPU and 32GB Memory (On-Demand) (Per Month)	2,237.37	2,147.88	4%
Orock Technologies	GPU Optimized: g1.8xlarge - includes: 2 vGPU, 8 vCPU and 64GB Memory (On-Demand) (Per Month)	4,398.27	4,222.34	4%
Orock Technologies	General Purpose: t1.2xlarge - includes: 8 vCPU and 32GB Memory (On-Demand) (per Month)	304.29	292.12	4%
Orock Technologies	General Purpose: t1.large - includes: 2 vCPU and 8GB Memory (On-Demand) (per Month)	101.43	97.37	4%
Orock Technologies	General Purpose: t1.medium - includes: 2 vCPU and 4GB Memory (On-Demand) (per Month)	75.68	72.65	4%
Orock Technologies	General Purpose: t1.micro - includes: 1 vCPU and 1GB Memory (On-Demand) (per Month)	31.40	30.14	4%
Orock Technologies	General Purpose: t1.small - includes: 1 vCPU and 2GB Memory (On-Demand) (per Month)	37.84	36.33	4%
Orock Technologies	General Purpose: t1.xlarge - includes: 4 vCPU and 16GB Memory (On-Demand) (per Month)	177.50	170.40	4%
Orock Technologies	Memory Optimized: m1.2xlarge - includes: 8 vCPU and 64GB Memory (On-Demand) (per Month)	458.78	440.43	4%
Orock Technologies	Memory Optimized: m1.4xlarge - includes: 16 vCPU and 128GB Memory (On-Demand) (per Month)	917.55	880.85	4%
Orock Technologies	Memory Optimized: m1.large - includes: 2 vCPU and 16GB Memory (On-Demand) (per Month)	152.93	146.81	4%
Orock Technologies	Memory Optimized: m1.medium - includes: 1 vCPU and 8GB Memory (On-Demand) (per Month)	76.46	73.40	4%
Orock Technologies	Memory Optimized: m1.xlarge - includes: 4 vCPU and 32GB Memory (On-Demand) (per Month)	267.62	256.92	4%
Orock Technologies	On-Prem to Cloud (OPC) Internet 100 Mb/s CIR (per Month)	756.02	725.78	4%
Orock Technologies	On-Prem to Cloud (OPC) Setup GigE (per Instance)	3,500.00	3,360.00	4%
Orock Technologies	ORockCloud Internet: 100 Mb/s CIR (per Month)	378.01	362.89	4%
Orock Technologies	Private Autonomous Infrastructure (PAI) Additional 8 Cores (per Month)	307.25	294.96	4%
Orock Technologies	Private Autonomous Infrastructure (PAI) Additional 128GB Memory (per Month)	535.08	513.68	4%
Orock Technologies	Private Autonomous Infrastructure (PAI) Additional 4TB Storage (per Month)	414.79	398.20	4%
Orock Technologies	Private Autonomous Infrastructure (PAI) Additional Rack U - High Density (per Unit/Month)	691.83	664.16	4%
Orock Technologies	Private Autonomous Infrastructure (PAI) Additional Rack U - Low Density (per Unit/Month)	138.37	132.84	4%
Orock Technologies	Compute Optimized: c1.2xlarge - includes: 8 vCPU and 16GB Memory (Reserved) (per Month)	204.34	196.17	4%
Orock Technologies	Compute Optimized: c1.4xlarge - includes: 16 vCPU and 32GB Memory (Reserved) (per Month)	408.69	392.34	4%
Orock Technologies	Compute Optimized: c1.8xlarge - includes: 32 vCPU and 64GB Memory (Reserved) (per Month)	817.37	784.68	4%
Orock Technologies	Compute Optimized: c1.xlarge - includes: 4 vCPU and 8GB Memory (Reserved) (per Month)	106.90	102.62	4%
Orock Technologies	GPU Optimized: g1.16xlarge - includes: 2 vGPU, 16 vCPU and 128GB Memory (Reserved) (Per Month)	4,005.54	3,845.32	4%
Orock Technologies	GPU Optimized: g1.2xlarge - includes: 1 vGPU, 2 vCPU and 16GB Memory (Reserved) (Per Month)	1,702.65	1,634.54	4%
Orock Technologies	GPU Optimized: g1.4xlarge - includes: 1 vGPU, 4 vCPU and 32GB Memory (Reserved) (Per Month)	1,805.88	1,733.64	4%
Orock Technologies	GPU Optimized: g1.8xlarge - includes: 2 vGPU, 8 vCPU and 64GB Memory (Reserved) (Per Month)	3,592.64	3,448.93	4%
Orock Technologies	General Purpose: t1.2xlarge - includes: 8 vCPU and 32GB Memory (Reserved) (per Month)	273.86	262.91	4%
Orock Technologies	General Purpose: t1.large - includes: 2 vCPU and 8GB Memory (Reserved) (per Month)	74.80	71.81	4%
Orock Technologies	General Purpose: t1.medium - includes: 2 vCPU and 4GB Memory (Reserved) (per Month)	55.82	53.59	4%
Orock Technologies	General Purpose: t1.micro - includes: 1 vCPU and 1GB Memory (Reserved) (per Month)	23.16	22.23	4%
Orock Technologies	General Purpose: t1.small - includes: 1 vCPU and 2GB Memory (Reserved) (per Month)	27.91	26.79	4%
Orock Technologies	General Purpose: t1.xlarge - includes: 4 vCPU and 16GB Memory (Reserved) (per Month)	143.27	137.54	4%
Orock Technologies	Memory Optimized: m1.2xlarge - includes: 8 vCPU and 64GB Memory (Reserved) (per Month)	412.90	396.38	4%
Orock Technologies	Memory Optimized: m1.4xlarge - includes: 16 vCPU and 128GB Memory (Reserved) (per Month)	825.80	792.77	4%
Orock Technologies	Memory Optimized: m1.large - includes: 2 vCPU and 16GB Memory (Reserved) (per Month)	112.78	108.27	4%
Orock Technologies	Memory Optimized: m1.medium - includes: 1 vCPU and 8GB Memory (Reserved) (per Month)	56.39	54.13	4%
Orock Technologies	Memory Optimized: m1.xlarge - includes: 4 vCPU and 32GB Memory (Reserved) (per Month)	216.01	207.37	4%