Appendix C Pricing Index
DIR-CPO-5672
CobbleStone Systems Corp

Software Products: Software as a Service (SaaS)/Server and SaaS Products. CobbleStone Brand
Note asterisks in first column below and explanation of asterisks at the end of table

Category	Subcategory	Product Description	Unit of Measure	DIR Customer Discount % off MSRP	DIR Customer Price
Contract Management Software Module	SaaS	Hosted Core Traditional License	p/bundle	13.18%	$5,293.86
Contract Management Software Module	SaaS	5 Named User Annual Traditional License requires Core license	p/bundle	9.41%	$1,935.00
Solicitation/Sourcing Software Module	SaaS	5 Named User Annual Traditional License requires Contract Management Software	p/bundle	9.49%	$3,725.65
IntelliSign & Document Collaboration Module	SaaS	5 Named User Annual Traditional License requires Contract Management Software	p/bundle	9.50%	$3,183.85
Vendor Collaboration Module	SaaS	5 Named User Annual Traditional License requires Contract Management Software	p/bundle	9.50%	$4,721.19
Contract Public Access Gateway Module	SaaS	5 Named User Annual Traditional License requires Contract Management Software	p/bundle	9.50%	$4,721.19
Purchase Order/Spend Module	SaaS	5 Named User Annual Traditional License requires Contract Management Software	p/bundle	9.50%	$2,655.17
Database Integration Manager Applicable when integrating with 3rd party solutions	SaaS	5 Named User Annual Traditional License requires Contract Management Software	p/bundle	1.00%	$5,745.17
Database Integration Manager Module License(s) - On Premise Agent	SaaS	5 Named User Annual Traditional License requires Contract Management Software	p/bundle	1.00%	$992.44
Dun & Bradstreet Company Integration Connection Manager Annual License	SaaS	5 Named User Annual Traditional License requires Contract Management Software	p/bundle	1.00%	$6,159.10
OFAC Company/Employee Integration Connection Manager Annual License	SaaS	5 Named User Annual Traditional License requires Contract Management Software	p/bundle	1.00%	$5,236.48
Onsite Backup Manager Annual License	SaaS	5 Named User Annual Traditional License requires Contract Management Software	p/bundle	1.00%	$3,907.92
SaaS Test/Dev Environment	SaaS	5 Named User Annual Traditional License requires Contract Management Software @ 50% of licensing (50% SLA, No Backups) Discount not offered for VISDOM+ or DBI	p/bundle	1.00%	50% of Licensing Discount not offered for VISDOM+ or DBI

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One-time License/Environment Setup	SaaS	One-time deployment setup fee	p/bundle	1.00%	10% of user/module license fees
VISDOM+ Starter Annual License	SaaS	Up to 500K words per month requires Contract Management Software. For additional details please see: https://www.cobblestonesoftware.com/visdom-gen-ai	p/bundle	1.00%	$3,984.71
VISDOM+ Pro Annual License	SaaS	Up to 1M words per month requires Contract Management Software. For additional details please see: https://www.cobblestonesoftware.com/visdom-gen-ai	p/bundle	1.00%	$6,976.99
VISDOM+ Elite Annual License	SaaS	Up to 5M words per month requires Contract Management Software. For additional details please see: https://www.cobblestonesoftware.com/visdom-gen-ai	p/bundle	1.00%	$29,917.76
Contract Management Software Module	Server	Hosted Core Traditional License	p/bundle	9.52%	$8,540.62
Contract Management Software Module	Server	5 Named User Annual Traditional License requires Contract Management Software	p/bundle	5.78%	$3,246.62
Solicitation/Sourcing Software Module	Server	5 Named User Annual Traditional License requires Contract Management Software	p/bundle	5.73%	$6,258.84
IntelliSign & Document Collaboration Module	Server	5 Named User Annual Traditional License requires Contract Management Software	p/bundle	5.57%	$5,349.79
Vendor Collaboration Module	Server	5 Named User Annual Traditional License requires Contract Management Software	p/bundle	5.72%	$7,933.13
Contract Public Access Gateway Module	Server	5 Named User Annual Traditional License requires Contract Management Software	p/bundle	5.72%	$7,933.13
Purchase Order/Spend Module	Server	5 Named User Annual Traditional License requires Contract Management Software	p/bundle	5.72%	$4,461.64

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Database Integration Manager Applicable when integrating with 3rd party solutions	Server	5 Named User Annual Traditional License requires Contract Management Software Assumes 1 integration point with 1 production environment unless otherwise stated	p/bundle	1.00%	$5,745.17
Database Integration Manager Module License(s) - On Premise Agent	Server	Database Integration Manager Module License(s) - On Premise Agent For Installed Integration (requires Database Integration Manager Module) Assumes third-party systems are located on same server (if more than 1 integration)	p/bundle	1.00%	$992.44
Dun & Bradstreet Company Integration Connection Manager Annual License	Server	5 Named User Annual Traditional License requires Contract Management Software Up to 1000 vendors records per year then $4 per record (overage invoiced monthly) *Primary Company Profile data on-demand or scheduled integration *Requires license purchased from D&B	p/bundle	1.00%	$6,159.10
OFAC Company/Employee Integration Connection Manager Annual License *Primary Company or Employee Profile data scheduled service	Server	5 Named User Annual Traditional License requires Contract Management Software Up to 1000 vendors/employee records per year then $4 per record (overage invoiced monthly)	p/bundle	1.00%	$5,236.48
Test/Dev Environment	Server	5 Named User Annual Traditional License requires Contract Management Software @ 50% of licensing (50% SLA, No Backups) Discount not offered for VISDOM+ or DBI	p/bundle	1.00%	50% of Licensing Discount not offered for VISDOM+ or DBI
VISDOM+ Starter Annual License	Server	Up to 500K words per month requires Contract Management Software. For additional details please see: https://www.cobblestonesoftware.com/visdom-gen-ai	p/bundle	1.00%	$3,984.71

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Category	Subcategory	Product Description	Unit of Measure	DIR Customer Discount % off MSRP	DIR Customer Price
VISDOM+ Pro Annual License	Server	Up to 1M words per month requires Contract Management Software. For additional details please see: https://www.cobblestonesoftware.com/visdom-gen-ai	p/bundle	1.00%	$6,976.99
VISDOM+ Elite Annual License	Server	Up to 5M words per month requires Contract Management Software. For additional details please see: https://www.cobblestonesoftware.com/visdom-gen-ai	p/bundle	1.00%	$29,917.76
Annual Support & Maintenance for Installed/Server Software	Server	Annual Support & Maintenance for Installed/Server Software	p/bundle	1.00%	20% of user/module license fees

(Applies to all categories)	CobbleStone reserves the right to reject Customer purchase order if mistakes are found; Module/add-on license pricing must include (in-addition to) Contract Management Software; Subject to CobbleStone annual Software License Agreement as additional terms to this agreement. Full features can be found at: https://www.cobblestonesoftware.com/solutions/compare-contract-management-software-editions; All licensing requires Core license and contract management software license and user licenses

Software Services: Software as a Service (SaaS)/Server. Offered by CobbleStone Systems LLC

Note asterisks and explanations at the end of table

Services Category	Subcategory	Service Description	Service Category	Service Unit	DIR Customer Discount % off MSRP	DIR Customer Price
Training	Onsite	Onsite Training	Training	P/day	5.00%	$2,297.10
Training	Remote	Remote Training	Training	P/hour	2.00%	$123.42
Configuration Consultation Work Sessions	Onsite	Onsite Configuration Consultation Work Sessions	Configuration	P/day	1.00%	$2,393.82
Configuration Consultation Work Sessions	Remote	Remote Configuration Consultation Work Sessions	Configuration	P/hour	1.00%	$134.65
Project Coordination	Remote	Remote Project Management	Project Coordination	P/hour	1.00%	$149.61
Data Import	Remote	Remote Data Import	Data Import	P/job	1.00%	$149.61
System Integration	Remote	Remote System Integration	Integration	P/job	1.00%	$149.61
User Acceptance Testing	Remote	Remote UAT	User Acceptance Testing	P/hour	1.00%	$149.61
User Acceptance Testing	Onsite	Onsite UAT	User Acceptance Testing	P/day	1.00%	$2,393.82
Technical Configuration	Remote	Remote Technical Configuration	Technical Configuration	P/job	1.00%	$149.61
Requirements Gathering	Onsite	Onsite Requirements Gathering	Requirements Gathering	P/day	1.00%	$2,393.82
Requirements Gathering	Remote	Remote Requirements Gathering	Requirements Gathering	P/hour	1.00%	$134.65
Workflow Configuration	Onsite	Onsite Workflow Configuration	Configuration	P/day	1.00%	$2,393.82
Workflow Configuration	Remote	Remote Workflow Configuration	Configuration	P/hour	1.00%	$134.65
Template Configuration	Onsite	Onsite Template Configuration	Configuration	P/day	1.00%	$2,393.82
Template Configuration	Remote	Remote Template Configuration	Configuration	P/hour	1.00%	$134.65
SaaS Single Sign-on Services	Remote	SSO setup	Technical Configuration	P/job	1.00%	$1,845.24

Additional Discount Based on Quantity of Named Users . Offered by CobbleStone Systems LLC

Type of Volume By QTY	Product Category	DIR Customer Discount % off MSRP
5 to 9 Named Users	Contract management software named user license	1.00%
10 to 19 Named Users	Contract management software named user license	1.50%
20 to 39 Named Users	Contract management software named user license	2.00%
40 to 59 Named Users	Contract management software named user license	2.50%
60 to 79 Named Users	Contract management software named user license	3.00%
80 to 99 Named Users	Contract management software named user license	3.50%
100 to 199 Named Users	Contract management software named user license	4.00%
200 to 299 Named Users	Contract management software named user license	4.50%
300 to 399 Named Users	Contract management software named user license	5.00%
400 to 599 Named Users	Contract management software named user license	5.50%
600 to 999 Named Users	Contract management software named user license	5.75%
1000 + Named Users	Contract management software named user license	6.00%