

**GENERAL SERVICES ADMINISTRATION  
FEDERAL SUPPLY SERVICE  
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST**

*On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The Internet address for GSA Advantage! is: <http://www.gsaadvantage.gov>*

**WORLDWIDE FEDERAL SUPPLY SCHEDULE CONTRACT  
SCHEDULE TITLE: GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY  
EQUIPMENT, SOFTWARE, AND SERVICES  
FSC GROUP: 70**

**CONTRACT NUMBER:  
GS-35F-294GA**

**PERIOD COVERED BY CONTRACT:  
3/15/2017 THROUGH 3/14/2022**

**Fig Leaf Software, Inc.  
1400 16th St NW #450  
Washington, DC 20036  
Phone: 202-797-7711  
Fax: 202-797-7715  
[www.figleaf.com](http://www.figleaf.com)**

**Contractor's Administration Source:  
Bret Peters  
[bpeters@figleaf.com](mailto:bpeters@figleaf.com)**

**General Services Administration  
Management Services Center Acquisition Division  
Modification # P0-0004, dated 8/1/2017**

**Business Size:  
Small Business  
Veteran Owned Small Business  
Service Related Disabled Veteran Owned**

**DUNS: 96-961-7620**

**For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://www.fss.gsa.gov>.**

**GSA AWARDED TERMS AND CONDITIONS**  
**Fig Leaf Software, Inc.**

1a. **TABLE OF AWARDED SPECIAL ITEM NUMBERS (SINs)**

132-32 TERM SOFTWARE LICENSES  
132-33 PERPETUAL SOFTWARE LICENSES  
132-34 MAINTENANCE OF SOFTWARE AS A SERVICE  
132-50 TRAINING COURSES  
132-51 INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES  
132-52 ELECTRONIC COMMERCE AND SUBSCRIPTION SERVICES

1b. **LOWEST PRICED MODEL NUMBER AND PRICE FOR EACH SIN:** See attached GSA Pricelist

1c. **HOURLY RATES (Services Only):** See attached GSA pricelist

2. **MAXIMUM ORDER\*:**

**The Maximum Order value for the following Special Item Numbers (SINs) is \$500,000:**

Special Item Number 132-32 - Term Software Licenses  
Special Item Number 132-33 – Perpetual Software Licenses  
Special Item Number 132-34 – Maintenance Of Software as a Service  
Special Item Number 132-51 - Information Technology Professional Services  
Special Item Number 132-52 Electronic Commerce And Subscription Services

**The Maximum Order value for the following Special Item Numbers (SINs) is \$25,000:**

Special Item Number 132-50 - Training Courses

**\*If the “best value” selection places your order over this Maximum Order identified in this catalog/pricelist, you have an opportunity to obtain a better schedule contract price. Before placing your order, contact the aforementioned contractor for a better price. The contractor may (1) offer a new price for this requirement; (2) offer the lowest price available under this contract; or (3) decline the order. A delivery order that exceeds the maximum order may be placed under the Schedule contract in accordance with FAR 8.404**

3. **MINIMUM ORDER:** \$100

4. **GEOGRAPHIC COVERAGE:** Domestic - 48 Contiguous States including Washington, DC, Alaska, Hawaii, and Puerto Rico

5. **POINT(S) OF PRODUCTION:** US

6. **DISCOUNT FROM LIST PRICES:** Refer to attached Pricelist

7. **QUANTITY DISCOUNT(S):**

Quantity: 132-50 Training Courses: 10.5% off when 6 or more students are registered at the same time.

Please refer to pricelist for additional volume discounts.

8. **PROMPT PAYMENT TERMS:** 0%, Net 30 Days
- 9a. Government purchase cards **are accepted** at or below the micro-purchase threshold
- 9b. Government purchase cards **are not accepted** above the micro-purchase threshold
10. **FOREIGN ITEMS:** N/A
- 11a. **TIME OF DELIVERY:** SPECIAL ITEM NUMBER AND DELIVERY TIME (Days ARO)
  - 132-32 To be negotiated with individual ordering agency
  - 132-33 To be negotiated with individual ordering agency
  - 132-34 To be negotiated with individual ordering agency
  - 132-50 30 Days
  - 132-51 To be negotiated with individual ordering agency
  - 132-51 To be negotiated with individual ordering agency
  - 132-52 To be negotiated with individual ordering agency
- 11b. **EXPEDITED DELIVERY:** To be negotiated at the task order level
- 11c. **OVERNIGHT AND 2-DAY DELIVERY:** To be negotiated at the task order level
- 11d. **URGENT REQUIREMENTS:** To be negotiated at the task order level
12. **FOB POINT:** Destination
- 13a. **ORDERING ADDRESS:**
  - Fig Leaf Software, Inc.
  - 1400 16th St NW #450
  - Washington, DC 20036
  - Phone: 202-797-7711
  - Fax: 202-797-7715
  - [www.figleaf.com](http://www.figleaf.com)
- 13b. **ORDERING PROCEDURES:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in FAR 8.405-3
14. **PAYMENT ADDRESS:**
  - Fig Leaf Software, Inc.
  - 1400 16th St NW #450
  - Washington, DC 20036
  - Phone: 202-797-7711
  - Fax: 202-797-7715
  - [www.figleaf.com](http://www.figleaf.com)
15. **WARRANTY PROVISION:** N/A

16. **EXPORT PACKING CHARGES:** N/A
17. **TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE:**  
Accepted at or below the micro-purchase threshold
18. **TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR (if applicable):** N/A
19. **TERMS AND CONDITIONS OF INSTALLATION (IF APPLICABLE):** N/A
20. **TERMS AND CONDITIONS OF REPAIR PARTS INDICATING DATE OF PARTS PRICE LISTS AND ANY DISCOUNTS FROM LIST PRICES (IF AVAILABLE):** N/A
- 20a. **TERMS AND CONDITIONS FOR ANY OTHER SERVICES (IF APPLICABLE):** N/A
21. **LIST OF SERVICE AND DISTRIBUTION POINTS (IF APPLICABLE):**  
Fig Leaf Software, Inc.  
1400 16th St NW #450  
Washington, DC 20036  
Phone: 202-797-7711  
Fax: 202-797-7715  
[www.figleaf.com](http://www.figleaf.com)
22. **LIST OF PARTICIPATING DEALERS (IF APPLICABLE):** N/A
23. **PREVENTIVE MAINTENANCE (IF APPLICABLE):** N/A
- 24a. **SPECIAL ATTRIBUTES SUCH AS ENVIRONMENTAL ATTRIBUTES (e.g. recycled content, energy efficiency, and/or reduced pollutants):** N/A
- 24b. **Section 508 Compliance for EIT:** As applicable
25. **DUNS NUMBER:** 96-961-7620
26. **NOTIFICATION REGARDING REGISTRATION IN SYSTEM FOR AWARD MANAGEMENT (SAM) DATABASE:** Active

## Contents

<b>TERMS AND CONDITIONS APPLICABLE TO TERM SOFTWARE LICENSES (SPECIAL ITEM NUMBER 132-32), PERPETUAL SOFTWARE LICENSES (SPECIAL ITEM NUMBER 132-33) AND MAINTENANCE AS A SERVICE (SPECIAL ITEM NUMBER 132-34) OF GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY SOFTWARE.....</b>	<b>6</b>
<b>Fig Leaf Software Inc.....</b>	<b>10</b>
<b>Google Search Awarded Pricing.....</b>	<b>10</b>
<b>Fig Leaf Software Inc. – Episerver, Inc. Awarded GSA Pricelist .....</b>	<b>15</b>
<b>TERMS AND CONDITIONS APPLICABLE TO PURCHASE OF TRAINING COURSES FOR GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT AND SOFTWARE (SPECIAL ITEM NUMBER 132-50).....</b>	<b>17</b>
<b>Fig Leaf Software, Inc. Training Courses GSA Awarded Pricelist:.....</b>	<b>20</b>
<b>TERMS AND CONDITIONS APPLICABLE TO INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES (SPECIAL ITEM NUMBER 132-51) .....</b>	<b>28</b>
<b>Fig Leaf GSA 132-51 Labor Rates and Labor Descriptions .....</b>	<b>32</b>
<b>TERMS AND CONDITIONS APPLICABLE TO ELECTRONIC COMMERCE AND SUBSCRIPTION SERVICES (SPECIAL IDENTIFICATION NUMBER 132-52) .....</b>	<b>39</b>
<b>Awarded GSA Pricing Google Vault Apps. ....</b>	<b>42</b>
<b>Google Apps Volume Discount Schedule .....</b>	<b>53</b>
<b>Hubspot GSA Awarded Pricing: .....</b>	<b>60</b>
<b>Mindbreeze GSA Awarded Pricing:.....</b>	<b>65</b>

**TERMS AND CONDITIONS APPLICABLE TO TERM SOFTWARE LICENSES (SPECIAL ITEM NUMBER 132-32), PERPETUAL SOFTWARE LICENSES (SPECIAL ITEM NUMBER 132-33) AND MAINTENANCE AS A SERVICE (SPECIAL ITEM NUMBER 132-34) OF GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY SOFTWARE**

**1. INSPECTION/ACCEPTANCE**

The Contractor shall only tender for acceptance those items that conform to the requirements of this contract. The ordering activity reserves the right to inspect or test any software that has been tendered for acceptance. The ordering activity may require repair or replacement of nonconforming software at no increase in contract price. The ordering activity must exercise its post acceptance rights (1) within a reasonable time after the defect was discovered or should have been discovered; and (2) before any substantial change occurs in the condition of the software, unless the change is due to the defect in the software.

**2. ENTERPRISE USER LICENSE AGREEMENTS REQUIREMENTS (EULA)**

The Contractor shall provide all Enterprise User License Agreements in an editable Microsoft Office (Word) format.

**3. GUARANTEE/WARRANTY**

a. Unless specified otherwise in this contract, the Contractor's standard commercial guarantee/warranty as stated in the contract's commercial pricelist will apply to this contract.

**Licensor warrants only that for a period of ninety (90) days from the date of acceptance (the "warranty period") the service will perform substantially in accordance with the functional specifications contained in the documentation. any written or oral information or representations provided by licensor's agents, employees, consultants or service providers with respect to the use or operation of the service will in no way increase the scope of the warranty stated in this section. To the maximum extent permitted by applicable law, licensor and its licensors disclaim all other warranties, either express, implied, or statutory, including but not limited to, any implied warranties of merchantability and fitness for a particular purpose. Without limiting the foregoing provisions, (i) you assume sole responsibility for selecting the service to achieve your intended results, and sole responsibility for the installation of, use of, and results obtained from the service, and (ii) licensor makes no warranty that the service will be error-free, virus free, or free from interruptions or other failures or that the service will satisfy your specific requirements. Licensor and its licensors do not warrant the validity of any patents or copyrights embodied or incorporated in the service or that the practice under such patents or copyrights shall be free of infringement.**

b. The Contractor warrants and implies that the items delivered hereunder are merchantable and fit for use for the particular purpose described in this contract.

c. Limitation of Liability. Except as otherwise provided by an express or implied warranty, the Contractor will not be liable to the ordering activity for consequential damages resulting from any defect or deficiencies in accepted items.

**4. TECHNICAL SERVICES**

For Fig Leaf Software please call 202-797-7711 from 9AM to 5PM EST.

**5. SOFTWARE MAINTENANCE**

a. Software maintenance as it is defined: (select software maintenance type) :

X   1. Software Maintenance as a Product (SIN 132-32 or SIN 132-33)

Software maintenance as a product includes the publishing of bug/defect fixes via patches and updates/upgrades in function and technology to maintain the operability and usability of the software product. It may also include other no charge support that are included in the purchase price of the product in the commercial marketplace. No charge support includes items such as user blogs, discussion forums, on-line help libraries and FAQs (Frequently Asked Questions), hosted chat rooms, and limited telephone, email and/or web-based general technical support for user's self diagnostics.

Software maintenance as a product does NOT include the creation, design, implementation, integration, etc. of a software package. These examples are considered software maintenance as a service.

Software Maintenance as a product is billed at the time of purchase.

  X   2. Software Maintenance as a Service (SIN 132-34)

Software maintenance as a service creates, designs, implements, and/or integrates customized changes to software that solve one or more problems and is not included with the price of the software. Software maintenance as a service includes person-to-person communications regardless of the medium used to communicate: telephone support, on-line technical support, customized support, and/or technical expertise which are charged commercially. Software maintenance as a service is billed arrears in accordance with 31 U.S.C. 3324.

Software maintenance as a service is billed in arrears in accordance with 31 U.S.C. 3324.

b. Invoices for maintenance service shall be submitted by the Contractor on a quarterly or monthly basis, after the completion of such period. Maintenance charges must be paid in arrears (31 U.S.C. 3324). PROMPT PAYMENT DISCOUNT, IF APPLICABLE, SHALL BE SHOWN ON THE INVOICE.

**6. PERIODS OF TERM LICENSES (SIN 132-32) AND MAINTENANCE (SIN 132-34)**

a. The Contractor shall honor orders for periods for the duration of the contract period or a lessor period of time.

b. Term licenses and/or maintenance may be discontinued by the ordering activity on thirty (30) calendar days written notice to the Contractor.

c. Annual Funding. When annually appropriated funds are cited on an order for term licenses and/or maintenance, the period of the term licenses and/or maintenance shall automatically expire on September 30 of the contract period, or at the end of the contract period, whichever occurs first. Renewal of the term licenses and/or maintenance orders citing the new appropriation shall be required, if the term licenses and/or maintenance is to be continued during any remainder of the contract period.

d. Cross-Year Funding Within Contract Period. Where an ordering activity's specific appropriation authority provides for funds in excess of a 12 month (fiscal year) period, the ordering activity may place an order under this schedule contract for a period up to the expiration of the contract period, notwithstanding the intervening fiscal years.

e. Ordering activities should notify the Contractor in writing thirty (30) calendar days prior to the expiration of an order, if the term licenses and/or maintenance is to be terminated at that time. Orders for the continuation of term licenses and/or maintenance will be required if the term licenses and/or maintenance is to be continued during the subsequent period.

## **7. CONVERSION FROM TERM LICENSE TO PERPETUAL LICENSE**

a. The ordering activity may convert term licenses to perpetual licenses for any or all software at any time following acceptance of software. At the request of the ordering activity the Contractor shall furnish, within ten (10) calendar days, for each software product that is contemplated for conversion, the total amount of conversion credits which have accrued while the software was on a term license and the date of the last update or enhancement.

b. Conversion credits which are provided shall, within the limits specified, continue to accrue from one contract period to the next, provided the software remains on a term license within the ordering activity.

c. The term license for each software product shall be discontinued on the day immediately preceding the effective date of conversion from a term license to a perpetual license.

d. The price the ordering activity shall pay will be the perpetual license price that prevailed at the time such software was initially ordered under a term license, or the perpetual license price prevailing at the time of conversion from a term license to a perpetual license, whichever is the less, minus an amount equal to \_\_\_\_\_% of all term license payments during the period that the software was under a term license within the ordering activity.

## **7. TERM LICENSE CESSATION**

a. After a software product has been on a continuous term license for a period of, a fully paid-up, non-exclusive, perpetual license for the software product shall automatically accrue to the ordering activity. The period of continuous term license for automatic accrual of a fully paid-up perpetual license does not have to be achieved during a particular fiscal year; it is a written Contractor commitment which continues to be available for software that is initially ordered under this contract, until a fully paid-up perpetual license accrues to the ordering activity. However, should the term license of the software be discontinued before the specified period of the continuous term license has been satisfied, the perpetual license accrual shall be forfeited.

b. The Contractor agrees to provide updates and maintenance service for the software after a perpetual license has accrued, at the prices and terms of Special Item Number I32-34, if the licensee elects to order such services. Title to the software shall remain with the Contractor.

## **8. UTILIZATION LIMITATIONS - (SIN 132-32, SIN 132-33, AND SIN 132-34)**

a. Software acquisition is limited to commercial computer software defined in FAR Part 2.101.

b. When acquired by the ordering activity, commercial computer software and related documentation so legend shall be subject to the following:

(1) Title to and ownership of the software and documentation shall remain with the Contractor, unless otherwise specified.

(2) Software licenses are by site and by ordering activity. An ordering activity is defined as a cabinet level or independent ordering activity. The software may be used by any subdivision of the ordering activity (service, bureau, division, command, etc.) that has access to the site the software is placed at, even if the subdivision did not participate in the acquisition of the software. Further, the software may be used on a sharing basis where multiple agencies have joint projects that can be satisfied by the use of the software placed at one ordering activity's site. This would allow other agencies access to one ordering activity's database. For ordering activity public



domain databases, user agencies and third parties may use the computer program to enter, retrieve, analyze and present data. The user ordering activity will take appropriate action by instruction, agreement, or otherwise, to protect the Contractor's proprietary property with any third parties that are permitted access to the computer programs and documentation in connection with the user ordering activity's permitted use of the computer programs and documentation. For purposes of this section, all such permitted third parties shall be deemed agents of the user ordering activity.

(3) Except as is provided in paragraph 8.b(2) above, the ordering activity shall not provide or otherwise make available the software or documentation, or any portion thereof, in any form, to any third party without the prior written approval of the Contractor. Third parties do not include prime Contractors, subcontractors and agents of the ordering activity who have the ordering activity's permission to use the licensed software and documentation at the facility, and who have agreed to use the licensed software and documentation only in accordance with these restrictions. This provision does not limit the right of the ordering activity to use software, documentation, or information therein, which the ordering activity may already have or obtains without restrictions.

(4) The ordering activity shall have the right to use the computer software and documentation with the computer for which it is acquired at any other facility to which that computer may be transferred, or in cases of Disaster Recovery, the ordering activity has the right to transfer the software to another site if the ordering activity site for which it is acquired is deemed to be unsafe for ordering activity personnel; to use the computer software and documentation with a backup computer when the primary computer is inoperative; to copy computer programs for safekeeping (archives) or backup purposes; to transfer a copy of the software to another site for purposes of benchmarking new hardware and/or software; and to modify the software and documentation or combine it with other software, provided that the unmodified portions shall remain subject to these restrictions.

(5) "Commercial Computer Software" may be marked with the Contractor's standard commercial restricted rights legend, but the schedule contract and schedule pricelist, including this clause, "Utilization Limitations" are the only governing terms and conditions, and shall take precedence and supersede any different or additional terms and conditions included in the standard commercial legend.

## **9. SOFTWARE CONVERSIONS - (SIN 132-32 AND SIN 132-33)**

Full monetary credit will be allowed to the ordering activity when conversion from one version of the software to another is made as the result of a change in operating system, or from one computer system to another. Under a perpetual license (132-33), the purchase price of the new software shall be reduced by the amount that was paid to purchase the earlier version. Under a term license (132-32), conversion credits which accrued while the earlier version was under a term license shall carry forward and remain available as conversion credits which may be applied towards the perpetual license price of the new version.

## **10. DESCRIPTIONS AND EQUIPMENT COMPATIBILITY**

The Contractor shall include, in the schedule pricelist, a complete description of each software product and a list of equipment on which the software can be used. Also, included shall be a brief, introductory explanation of the modules and documentation which are offered.

## **11. RIGHT-TO-COPY PRICING**

The Contractor shall insert the discounted pricing for right-to-copy licenses.

**Fig Leaf Software Inc.**

**Google Search Awarded Pricing**

SIN	MANUFACTURER	MFR PART #	PRODUCT NAME	PRODUCT DESCRIPTION	GSA Price w IFF	COO	Warranty
		<b>SUPPORT OPTIONS</b>					
132-34	Google, Inc.	GSASUPCOLLABDN	10% uplift to entire order to include Collab	GSA COLLABORATION SUP	\$0.10	US	STND
132-34	Google, Inc.	GSASUPPREMDN	20% uplift to entire order Premium Support	PREM SUP W/ COLLABORATION SUP	\$0.20	US	STND
132-34	Google, Inc.	GSASUPDISCDN	30% uplift to entire order Disconnected	DISCONNECTED SUP W/COLLAB SUP.	\$0.30	US	STND
132-34	Google, Inc.	GSASUPPREMDISCDN	40% uplift to entire order	Disconnected & Premium Support.	\$0.40	US	STND
	<b>G100 PRODUCTION</b>	<b>2 YEAR SUPPORT</b>					
132-32	Google, Inc.	GSAG100500K2YSTD	G100 GOOGLE SEARCH APPL 500k	PRODUCTION BOX 2 YEARS SUPPORT	\$34,288.00	US	STND
132-32	Google, Inc.	GSAG1001M2YSTD	G100 GOOGLE SEARCH APPL 1M	PRODUCTION BOX 2 YEARS SUPPORT	\$56,138.00	US	STND
132-32	Google, Inc.	GSAG1002M2YSTD	G100 GOOGLE SEARCH APPL 2M	PRODUCTION BOX 2 YEARS SUPPORT	\$110,288.00	US	STND
132-32	Google, Inc.	GSAG1003M2YSTD	G100 GOOGLE SEARCH APPL 3M	PRODUCTION BOX 2 YEARS SUPPORT	\$155,925.00	US	STND
132-32	Google, Inc.	GSAG1005M2YSTD	G100 GOOGLE SEARCH APPL 5M	PRODUCTION BOX 2 YEARS SUPPORT	\$242,550.00	US	STND
132-32	Google, Inc.	GSAG10010M2YSTD	G100 GOOGLE SEARCH APPL 10M	PRODUCTION BOX 2 YEARS SUPPORT	\$372,973.20	US	STND
132-32	Google, Inc.	GSAG10015M2YSTD	G100 GOOGLE SEARCH APPL 15M	PRODUCTION BOX 2 YEARS SUPPORT	\$478,362.50	US	STND

132-32	Google, Inc.	GSAG10020M2YSTD	G100 GOOGLE SEARCH APPL 20M	PRODUCTION BOX 2 YEARS SUPPORT	\$582,312.50	US	STND
	<b>G100 PRODUCTION</b>	<b>3 YEAR SUPPORT</b>					
132-32	Google, Inc.	GSAG100500K3YSTD	G100 GOOGLE SEARCH APPL 500k	PRODUCTION BOX 3 YEARS SUPPORT	\$47,588.00	US	STND
132-32	Google, Inc.	GSAG1001M3YSTD	G100 GOOGLE SEARCH APPL 1M	PRODUCTION BOX 3 YEARS SUPPORT	\$77,988.00	US	STND
132-32	Google, Inc.	GSAG1002M3YSTD	G100 GOOGLE SEARCH APPL 2M	PRODUCTION BOX 3 YEARS SUPPORT	\$152,100.00	US	STND
132-32	Google, Inc.	GSAG1003M3YSTD	G100 GOOGLE SEARCH APPL 3M	PRODUCTION BOX 3 YEARS SUPPORT	\$216,526.50	US	STND
132-32	Google, Inc.	GSAG1005M3YSTD	G100 GOOGLE SEARCH APPL 5M	PRODUCTION BOX 3 YEARS SUPPORT	\$335,580.40	US	STND
132-32	Google, Inc.	GSAG10010M3YSTD	G100 GOOGLE SEARCH APPL 10M	PRODUCTION BOX 3 YEARS SUPPORT	\$519,750.00	US	STND
132-32	Google, Inc.	GSAG10015M3YSTD	G100 GOOGLE SEARCH APPL 15M	PRODUCTION BOX 3 YEARS SUPPORT	\$664,125.00	US	STND
132-32	Google, Inc.	GSAG10020M3YSTD	G100 GOOGLE SEARCH APPL 20M	PRODUCTION BOX 3 YEARS SUPPORT	\$808,500.00	US	STND
	<b>G100 HOT BACK UP</b>	<b>2 YEAR SUPPORT</b>					
132-32	Google, Inc.	GSAG100500KHOT2YSTD	G100 GOOGLE HOT BACK UP 500K	HBU 2 YEAR SUPPORT	\$20,988.00	US	STND
132-32	Google, Inc.	GSAG1001MHOT2YSTD	G100 GOOGLE HOT BACK UP 1M	HBU 2 YEAR SUPPORT	\$24,788.00	US	STND
132-32	Google, Inc.	GSAG1002MHOT2YSTD	G100 GOOGLE HOT BACK UP 2M	HBU 2 YEAR SUPPORT	\$29,837.50	US	STND
132-32	Google, Inc.	GSAG1003MHOT2YSTD	G100 GOOGLE HOT BACK UP 3M	HBU 2 YEAR SUPPORT	\$41,200.00	US	STND

132-32	Google, Inc.	GSAG1005MHOT2YSTD	G100 GOOGLE HOT BACK UP 5M	HBU 2 YEAR SUPPORT	\$46,200.00	US	STND
132-32	Google, Inc.	GSAG10010MHOT2YSTD	G100 GOOGLE HOT BACK UP 10M	HBU 2 YEAR SUPPORT	\$62,562.50	US	STND
132-32	Google, Inc.	GSAG10015MHOT2YSTD	G100 GOOGLE HOT BACK UP 15M	HBU 2 YEAR SUPPORT	\$89,590.00	US	STND
132-32	Google, Inc.	GSAG10020MHOT2YSTD	G100 GOOGLE HOT BACK UP 20M	HBU 2 YEAR SUPPORT	\$110,300.00	US	STND
	<b>G100 HOT BACK UP</b>	<b>3 YEAR SUPPORT</b>					
132-32	Google, Inc.	GSAG100500KHOT3YSTD	G100 GOOGLE HOT BACK UP 500K	HBU 3 YEAR SUPPORT	\$28,500.00	US	STND
132-32	Google, Inc.	GSAG1001MHOT3YSTD	G100 GOOGLE HOT BACK UP 1M	HBU 3 YEAR SUPPORT	\$34,288.00	US	STND
132-32	Google, Inc.	GSAG1002MHOT3YSTD	G100 GOOGLE HOT BACK UP 2M	HBU 3 YEAR SUPPORT	\$39,988.00	US	STND
132-32	Google, Inc.	GSAG1003MHOT3YSTD	G100 GOOGLE HOT BACK UP 3M	HBU 3 YEAR SUPPORT	\$56,998.00	US	STND
132-32	Google, Inc.	GSAG1005MHOT3YSTD	G100 GOOGLE HOT BACK UP 5M	HBU 3 YEAR SUPPORT	\$64,399.00	US	STND
132-32	Google, Inc.	GSAG10010MHOT3YSTD	G100 GOOGLE HOT BACK UP 10M	HBU 3 YEAR SUPPORT	\$88,888.00	US	STND
132-32	Google, Inc.	GSAG10015MHOT3YSTD	G100 GOOGLE HOT BACK UP 15M	HBU 3 YEAR SUPPORT	\$124,100.00	US	STND
132-32	Google, Inc.	GSAG10020MHOT3YSTD	G100 GOOGLE HOT BACK UP 20M	HBU 3 YEAR SUPPORT	\$154,000.00	US	STND
	<b>G500 PRODUCTION</b>	<b>2 YEAR SUPPORT</b>					
132-32	Google, Inc.	GSAG50025M2YSTD	G500 GOOGLE SEARCH APPLIANCE 25M	PRODUCTION BOX 2 YEARS SUPPORT	\$632,124.00	US	STND

132-32	Google, Inc.	GSAG50030M2YSTD	G500 GOOGLE SEARCH APPLIANCE 30M	PRODUCTION BOX 2 YEARS SUPPORT	\$675,046.00	US	STND
132-32	Google, Inc.	GSAG50050M2YSTD	G500 GOOGLE SEARCH APPLIANCE 50M	PRODUCTION BOX 2 YEARS SUPPORT	\$1,018,422.00	US	STND
132-32	Google, Inc.	GSAG50075M2YSTD	G500 GOOGLE SEARCH APPLIANCE 75M	PRODUCTION BOX 2 YEARS SUPPORT	\$1,395,940.50	US	STND
132-32	Google, Inc.	GSAG500100M2YSTD	G500 GOOGLE SEARCH APPLIANCE 100M	PRODUCTION BOX 2 YEARS SUPPORT	\$1,685,664.00	US	STND
	<b>G500 PRODUCTION</b>	<b>3 YEAR SUPPORT</b>					
132-32	Google, Inc.	GSAG50025M3YSTD	G500 GOOGLE SEARCH APPLIANCE 25M	PRODUCTION BOX 3 YEARS SUPPORT	\$877,950.00	US	STND
132-32	Google, Inc.	GSAG50030M3YSTD	G500 GOOGLE SEARCH APPLIANCE 30M	PRODUCTION BOX 3 YEARS SUPPORT	\$936,480.00	US	STND
132-32	Google, Inc.	GSAG50050M3YSTD	G500 GOOGLE SEARCH APPLIANCE 50M	PRODUCTION BOX 3 YEARS SUPPORT	\$1,414,475.00	US	STND
132-32	Google, Inc.	GSAG50075M3YSTD	G500 GOOGLE SEARCH APPLIANCE 75M	PRODUCTION BOX 3 YEARS SUPPORT	\$1,939,294.00	US	STND
132-32	Google, Inc.	GSAG500100M3YSTD	G500 GOOGLE SEARCH APPLIANCE 100M	PRODUCTION BOX 3 YEARS SUPPORT	\$2,341,200.00	US	STND
	<b>G500 HOT BACK UP</b>	<b>2 YEAR SUPPORT</b>					
132-32	Google, Inc.	GSAG50025MHOT2YSTD	G500 GOOGLE HOT BACK UP 25M	HOT BACK UP 2 YEARS SUPPORT	\$126,815.00	US	STND
132-32	Google, Inc.	GSAG50030MHOT2YSTD	G500 GOOGLE HOT BACK UP 30M	HOT BACK UP 2 YEARS SUPPORT	\$139,496.50	US	STND
132-32	Google, Inc.	GSAG50050MHOT2YSTD	G500 GOOGLE HOT BACK UP 50M	HOT BACK UP 2 YEARS SUPPORT	\$210,708.00	US	STND
132-32	Google, Inc.	GSAG50075MHOT2YSTD	G500 GOOGLE HOT BACK UP 75M	HOT BACK UP 2 YEARS SUPPORT	\$284,846.00	US	STND

132-32	Google, Inc.	GSAG500100MHOT2YSTD	G500 GOOGLE HOT BACK UP 100M	HOT BACK UP 2 YEARS SUPPORT	\$348,253.50	US	STND
	<b>G500 HOT BACK UP</b>	<b>3 YEAR SUPPORT</b>					
132-32	Google, Inc.	GSAG50025MHOT3YSTD	G500 GOOGLE HOT BACK UP 25M	HOT BACK UP 3 YEARS SUPPORT	\$175,590.00	US	STND
132-32	Google, Inc.	GSAG50030MHOT3YSTD	G500 GOOGLE HOT BACK UP 30M	HOT BACK UP 3 YEARS SUPPORT	\$193,149.00	US	STND
132-32	Google, Inc.	GSAG50050MHOT3YSTD	G500 GOOGLE HOT BACK UP 50M	HOT BACK UP 3 YEARS SUPPORT	\$292,650.00	US	STND
132-32	Google, Inc.	GSAG50075MHOT3YSTD	G500 GOOGLE HOT BACK UP 75M	HOT BACK UP 3 YEARS SUPPORT	\$395,077.50	US	STND
132-32	Google, Inc.	GSAG500100MHOT3YSTD	G500 GOOGLE HOT BACK UP 100M	HOT BACK UP 3 YEARS SUPPORT	\$482,872.50	US	STND
	<b>7007 UPG STD</b>						
132-32	Google, Inc.	GBUPG70071DNSTD	UPGRADE FROM 500000 TO 1M DOCS	PER MONTH	\$808.01	US	STND
132-32	Google, Inc.	GBUPG70072DNSTD	UPGRADE FROM 1M TO 2M DOCS	PER MONTH	\$2,020.51	US	STND
132-32	Google, Inc.	GBUPG70073DNSTD	UPGRADE FROM 2M TO 3M DOCS	PER MONTH	\$2,020.51	US	STND
132-32	Google, Inc.	GBUPG70074DNSTD	UPGRADE FROM 3M TO 5M DOCS	PER MONTH	\$4,042.99	US	STND
132-32	Google, Inc.	GBUPG70075DNSTD	UPGRADE FROM 5M GB-5005/GB- 7007	TO 10M GB-7007 MONTH PER	\$6,062.50	US	STND
	<b>9009 STD 2 &amp; 3 YEARS</b>						
132-32	Google, Inc.	GBUPG90092DNSTD	UPGRADE FROM 15M GB-9009 TO	30M GB-9009 MONTH PER	\$10,417.00	US	STND
132-32	Google, Inc.	GBUPG9009HOT1DNGOV	UPG HOT BACKUP UNIT FROM 10MIL	TO 15MIL DOCUMENTS PER MONTH	\$2,667.50	US	STND

Fig Leaf Software Inc. – Episerver, Inc. Awarded GSA Pricelist



SIN	MANUFACTURER /SUPPLIER	MFR PART #	Product Name and Description	Awarded GSA Price w IFF	COO	Warranty
132-33	Episerver Inc.	P151D	Ektron CMS (Professional Web Content Management): Includes Content Authoring Management, Site Creation, Mobile Device Detection, eSync. Includes 2 Production Servers (Authoring, Display), 1 Non-Production Server (Development, QA, Testing, DR, Staging), 1 Domain, 15 Named Users, Terms & Conditions Apply	\$ 38,287.15	US	Standard Commercial Warranty
132-33	Episerver Inc.	P151DX	Ektron CMS (Professional Digital Experience Management with WCM): Includes Web Content Management. Includes Content Authoring Management, Site Creation, Mobile Device Detection, eSync. Includes Marketing Optimization, Content Targeting, Multi-variant Testing, Search Engine Optimization, Social Marketing, DXH Google Analytics, and 1 Add-on Connector. Includes 2 Production Servers (Authoring, Display), 1 Non-Production Server (Development, QA, Testing, DR, Staging), 1 Domain, 15 Named Users, Terms & Conditions Apply	\$ 62,216.62	US	Standard Commercial Warranty
132-33	Episerver Inc.	CDEV	Ektron CMS (Corporate Web Content Management): Includes Content Authoring Management, Site Creation, Mobile Device Detection, eSync. Includes 3 Production Servers (Authoring, Display), 1 Non-Production Server (Development, QA, Testing, DR, Staging), Unlimited Domains, 15 Named Users, Terms & Conditions Apply	\$ 95,717.88	US	Standard Commercial Warranty
132-33	Episerver Inc.	CUUD	Ektron CMS (Corporate Digital Experience Management with WCM): Includes Web Content Management. Includes Content Authoring Management, Site Creation, Mobile Device Detection, eSync. Includes Marketing Optimization, Content Targeting, Multi-variant Testing, Search Engine Optimization, Social Marketing, DXH Google Analytics, and 1 Add-on Connector. Includes 3 Production Servers (Authoring, Display), 1 Non-Production Server (Development, QA, Testing, DR, Staging), Unlimited Domains, 15 Named Users, Terms & Conditions Apply	\$ 119,647.36	US	Standard Commercial Warranty
132-33	Episerver Inc.	CADDA	Ektron CMS Add-on Production Server, Terms & Conditions Apply	\$ 28,715.37	US	Standard Commercial Warranty
132-33	Episerver Inc.	CADDS	Ektron CMS Add-on Non-Production Server, Terms & Conditions Apply	\$ 14,357.68	US	Standard Commercial Warranty
132-33	Episerver Inc.	EANU10	Ektron Additional Named Users (Bundle of 10), Terms & Conditions Apply	\$ 9,571.79	US	Standard Commercial Warranty

132-33	Episerver Inc.	MA CONN ECTOR	Ektron Connector - Marketing (HubSpot, Marketo), Terms & Conditions Apply	\$ 9,571.79	US	Standard Commercial Warranty
132-33	Episerver Inc.	CRM CONN ECTOR	Ektron Connector - CRM (Salesforce), Terms & Conditions Apply	\$ 9,571.79	US	Standard Commercial Warranty
132-33	Episerver Inc.	DM CONN ECTOR	Ektron Connector - Document Management (Sharepoint), Terms & Conditions Apply	\$ 9,571.79	US	Standard Commercial Warranty
132-33	Episerver Inc.	ANALYTI CS CONN ECTOR	Ektron Connector - Analytics (Google Analytics, Webtrends, Omniture), Terms & Conditions Apply	\$ 9,571.79	US	Standard Commercial Warranty
132-33	Episerver Inc.	SEARCH CONN ECTOR	Ektron Connector - Search (FAST, SOLR, Google Search Appliance), Terms & Conditions Apply	\$ 9,571.79	US	Standard Commercial Warranty
132-33	Episerver Inc.	DXM ADD ON	Digital Experience Marketing (DXM), Terms & Conditions Apply	\$ 38,287.15	US	Standard Commercial Warranty
132-33	Episerver Inc.	MARKETI NG OPTIMIZA TION	Ektron Marketing Optimization (stand-alone), Terms & Conditions Apply	\$ 23,929.47	US	Standard Commercial Warranty
132-33	Episerver Inc.	SOCIAL MARKETI NG	Ektron Social Marketing (stand alone), Terms & Conditions Apply	\$ 14,357.68	US	Standard Commercial Warranty
132-33	Episerver Inc.	DXH HUB	Ektron Digital Experience Hub (DXH - stand alone), Terms & Conditions Apply	\$ 23,929.47	US	Standard Commercial Warranty
132-33	Episerver Inc.	CLOUD MANAGE R	Ektron Cloud Manager, Terms & Conditions Apply	\$ 19,143.58	US	Standard Commercial Warranty
132-33	Episerver Inc.	ECOMM	Ektron eCommerce, Terms & Conditions Apply	\$ 19,143.58	US	Standard Commercial Warranty
132-33	Episerver Inc.	STANDAR D MAINTEN ANCE	Standard Maintenance 20% of Software Cost (12 month), Terms & Conditions Apply	20% of Software Cost	US	Standard Commercial Warranty
132-33	Episerver Inc.	PREMIUM MAINTEN ANCE	Premium Maintenance 30% of Software Cost (12 month), Terms & Conditions Apply	30% of Software Cost	US	Standard Commercial Warranty



**TERMS AND CONDITIONS APPLICABLE TO PURCHASE OF  
TRAINING COURSES FOR GENERAL PURPOSE COMMERCIAL  
INFORMATION TECHNOLOGY EQUIPMENT AND SOFTWARE  
(SPECIAL ITEM NUMBER 132-50)**

**1. SCOPE**

a. The Contractor shall provide training courses normally available to commercial customers, which will permit ordering activity users to make full, efficient use of general purpose commercial IT products. Training is restricted to training courses for those products within the scope of this solicitation.

b. The Contractor shall provide training at the Contractor's facility and/or at the ordering activity's location, as agreed to by the Contractor and the ordering activity.

**2. ORDER**

Written orders, EDI orders (GSA Advantage! and FACNET), credit card orders, and orders placed under blanket purchase agreements (BPAs) shall be the basis for the purchase of training courses in accordance with the terms of this contract. Orders shall include the student's name, course title, course date and time, and contracted dollar amount of the course.

**3. TIME OF DELIVERY**

The Contractor shall conduct training on the date (time, day, month, and year) agreed to by the Contractor and the ordering activity.

**4. CANCELLATION AND RESCHEDULING**

a. The ordering activity will notify the Contractor at least seventy-two (72) hours before the scheduled training date, if a student will be unable to attend. The Contractor will then permit the ordering activity to either cancel the order or reschedule the training at no additional charge. In the event the training class is rescheduled, the ordering activity will modify its original training order to specify the time and date of the rescheduled training class.

b. In the event the ordering activity fails to cancel or reschedule a training course within the time frame specified in paragraph a, above, the ordering activity will be liable for the contracted dollar amount of the training course. The Contractor agrees to permit the ordering activity to reschedule a student who fails to attend a training class within ninety (90) days from the original course date, at no additional charge.

c. The ordering activity reserves the right to substitute one student for another up to the first day of class.

d. In the event the Contractor is unable to conduct training on the date agreed to by the Contractor and the ordering activity, the Contractor must notify the ordering activity at least seventy-two (72) hours before the scheduled training date.

**5. FOLLOW-UP SUPPORT**

The Contractor agrees to provide each student with unlimited telephone support or online support for a period of one (1) year from the completion of the training course. During this period, the student may contact the Contractor's instructors for refresher assistance and answers to related course curriculum questions.

## 6. PRICE FOR TRAINING

The price that the ordering activity will be charged will be the ordering activity training price in effect at the time of order placement, or the ordering activity price in effect at the time the training course is conducted, whichever is less.

## 7. INVOICES AND PAYMENT

Invoices for training shall be submitted by the Contractor after ordering activity completion of the training course. Charges for training must be paid in arrears (31 U.S.C. 3324). PROMPT PAYMENT DISCOUNT, IF APPLICABLE, SHALL BE SHOWN ON THE INVOICE.

## 8. FORMAT AND CONTENT OF TRAINING

a. The Contractor shall provide written materials (i.e., manuals, handbooks, texts, etc.) normally provided with course offerings. Such documentation will become the property of the student upon completion of the training class.

b. **\*\*If applicable\*\*** For hands-on training courses, there must be a one-to-one assignment of IT equipment to students.

c. The Contractor shall provide each student with a Certificate of Training at the completion of each training course.

d. The Contractor shall provide the following information for each training course offered:

- (1) The course title and a brief description of the course content, to include the course format (e.g., lecture, discussion, hands-on training);
- (2) The length of the course;
- (3) Mandatory and desirable prerequisites for student enrollment;
- (4) The minimum and maximum number of students per class;
- (5) The locations where the course is offered;
- (6) Class schedules; and
- (7) Price (per student, per class (if applicable)).

e. For those courses conducted at the ordering activity's location, instructor travel charges (if applicable), including mileage and daily living expenses (e.g., per diem charges) are governed by Pub. L. 99-234 and FAR Part 31.205-46, and are reimbursable by the ordering activity on orders placed under the Multiple Award Schedule, as applicable, in effect on the date(s) the travel is performed. Contractors cannot use GSA city pair contracts. The Industrial Funding Fee does NOT apply to travel and per diem charges.

**Fig Leaf will charge government customers normal and customary travel expenses to include air fare, mileage, meals and lodging as part of the cost of training. These individual expenses will be charged based on the distance to provide training and the method of travel to the training site.**

f. For Online Training Courses, a copy of all training material must be available for electronic download by the students.

9. **“NO CHARGE” TRAINING** The Contractor shall describe any training provided with equipment and/or software provided under this contract, free of charge, in the space provided below. **None**

**10. TRAINING FACILITIES:** Fig Leaf has fully equipped classroom facilities at the following locations: Washington DC, Atlanta GA, Chicago IL, Vienna VA and Baltimore MD. The Government must furnish fully equipped training facilities for any courses conducted outside these locations. Government training facilities must be furnished with the following equipment:

#### **Training Class Facility Requirements**

The following room requirements are the same for all classes:

##### **Computer Systems**

- One PC for each student and one PC for the instructor. Each machine must meet these minimum requirements:
- Windows
- Pentium processor (Pentium 4, 1GHz or better recommended)
- 1 GB of RAM
- 50 GB HDD
- CD ROM drive
- Internet Explorer 6 or Mozilla Firefox 2.0 or higher
- Color Monitor with 1024x768 resolution, 256 colors

##### **Class Network**

All classroom machines must be networked together. The instructor needs Read, Write, and Execute access to one shared directory on a central machine. All student PCs, as well as the instructor's PC, should have access to this shared directory. Macromedia also strongly suggests that each classroom machine have Internet access.

##### **Audio Visual**

The classroom must have the following available at the front of the room:

- Projection screen
- Projection unit capable of 1024x768 (or higher) resolution cabled to instructor's PC
- Flip chart on easel or whiteboard for instructor notes

##### **Software Set-Up Instructions**

The following software and associated student files must be installed prior to the instructor's arrival:

- ColdFusion MX 8
- Flash CS3
- Dreamweaver CS3
- Flex 2
- Microsoft Access

Classroom Set-Up instructions will be provided to the government seven (7) days before class start.

**Fig Leaf Software, Inc. Training Courses GSA Awarded Pricelist:**



SIN	Title	Description	Length of Course	GSA Price
132-50	Adobe Acrobat	This course covers both Adobe Professional and Acrobat Standard for designers, developers, and business users. Where a tool or feature is specific to Acrobat Professional, the information is italicized and called out with an icon in the course book. This course is two days in length.	2 Days	\$665.20
132-50	Essentials of Adobe InDesign	During the step-by-step lessons presented in this course, you will use InDesign's incredible typography commands to set beautiful type. You will also import and manipulate a myriad of graphic formats. You will create a flyer from scratch and then package it into a folder with key components such as the layout, images and fonts. You will then export the document in a Portable Document Format (PDF).	4 Days	\$1,143.76
132-50	CommonSpot for Developers	This three-day course takes you through the best practices for customizing a website developed using the CommonSpot Content Management Server from PaperThin, Inc.	3 Days	\$1,909.46
132-50	Administering ColdFusion	Administering ColdFusion teaches system administrators and developers how to effectively install, configure, secure, and manage ColdFusion servers in a variety of different configurations. It is a hands-on course.	2 Days	\$1,239.48
132-50	LiveCycle: Building Applications	Adobe® LiveCycle™ Building Applications software helps organizations streamline, integrate, and secure human-centric business processes within and beyond the firewall — whether users are online or offline. Through the unique component-based architecture of Adobe LiveCycle Workflow, both business and IT professionals can visually assemble end-to-end workflows that unify people, systems, documents, business rules, and Web services — quickly and flexibly. And because it leverages industry-standard technologies, such as PDF, J2EE, XML, and Web services, Adobe LiveCycle Workflow is highly scalable and integrates easily into virtually any IT infrastructure. This course focuses on learning the fundamentals of Adobe LiveCycle Process Management, Adobe LiveCycle Reader Extensions, and Adobe Policy Server.	3 Days	\$1,430.90
132-50	Adobe Acrobat Connect Professional	Adobe Acrobat Connect Professional covers topics including scheduling meetings; displaying content in meetings; using audio and video during meetings; customizing the meeting room; interacting with participants; and recording meetings. In addition to teaching methodology, the course focuses strongly on best practices for hosting meetings and managing associated content.	2 Days	\$665.20
132-50	Site Building with Drupal	This course is suitable both for users who are new to Drupal and those who want to broaden their Drupal skills. After two days, participants will know how to make custom content types and use Views. You will understand how to use the block system and taxonomy to organize content. You will also be able to create custom pages, blocks, and RSS feeds on your site. Lastly you will learn how to manage media, build calendars and complex, dynamic queries of content by selecting and configuring the most popular modules.	2 Days	\$952.39

SIN	Title	Description	Length of Course	GSA Price
132-50	Drupal Layout and Theming	This two day course is an in-depth introduction to front end development with Drupal. In this course you will learn the best practices for configuring Drupal's output, and what you can do to Intercept and override output to get the exact customization you need. This course requires some prior experience in site building with Drupal, specifically content creation and maintenance.	2 Days	\$952.39
132-50	Drupal Module Development	Learn how to get custom functionality using Drupal's hook system, as well as how to extend or alter contributed module functionality. You should have prior experience using custom content types, Views, and Panels to create websites but may have never built your own module. You will start by writing a simple module and work your way into writing a complex module, step by step using Forms API, Schema API, all of the top ten Drupal hooks, and creating custom database tables.	2 Days	\$952.39
132-50	Drupal Jumpstart Workshop	Our Jumpstart Workshop will dramatically reduce your team's learning curve on Drupal by providing training and advisement when you need it most. The jumpstart helps you begin your project with best practice approaches to Drupal and site development. Jumpstarts are typically one week engagements that include hands-on learning exercises, tailored to your team's site requirements and focus. The agenda for a jumpstart is tailored to each specific team's make-up and experience, knowledge of Drupal, and project requirements.	5 days	\$14,357.68
132-50	Drupal Architectural Workshop	Your team will collaborate with an experienced Drupal architect to develop a better informed plan grounded in best practice design and architectural decisions. The first day will be a requirements review with your team and the discovery process. The rest of the week will center around defining component architecture and design, Drupal module selection, custom module design, defining content and deployment architecture, reviewing deployment Infrastructure, defining a process for performance and scalability.	5 days	\$14,357.68
132-50	Fast Track to Adobe Acrobat	Learn how to efficiently and effectively create and manage PDF files	2 days	\$665.24
132-50	Acrobat Accessibility	The Adobe Acrobat Accessibility Deep-Dive is a hands-on course that covers how to make your documents accessible by using tagging. Students are encouraged to bring their problematic documents to class for evaluation.	1 Day	\$378.06
132-50	LiveCycle: Designing Forms	The intent of this course is to illustrate how, both conceptually and technically, Adobe® LiveCycle™ Designer can be used to create static, interactive and dynamic forms as interfaces to an intelligent automation platform. Adobe® LiveCycle™ Designer software enables organizations to intelligently capture information to streamline form-driven business processes through automation. Whether users are online or offline, internal or external, Adobe LiveCycle Platform lets organizations deploy secure XML-based forms as Adobe PDF or HTML over any platform or device — from PCs to handhelds — without requiring any new software or plug-ins. This course introduces and describes various techniques for using Adobe LiveCycle Designer to create electronic forms that can complement, or supersede, other means of collecting and presenting enterprise data. After the completion of this course, you will be able to create static and dynamic interactive forms that can reduce data collection and processing errors, and enhance the user experience. The course first introduces the basics of form design and describes how to design your forms for efficient data exchange. As the course progresses, more advanced techniques are covered that enable you to add intelligence to your form and to create dynamic layouts that react to the data or to user interactions.	2 Days	\$952.34

SIN	Title	Description	Length of Course	GSA Price
132-50	Captivate Fundamentals	Captivate Fundamentals provides students with the knowledge and hands-on practice they need to develop and build software demonstrations and interactive simulations with Captivate. In addition to learning key concepts, students also learn best practices for creating and publishing Captivate projects.	2 Days	\$760.91
132-50	Advanced Adobe Captivate	So, you've been working with Adobe Captivate for a while; now you want to see what else the program can do to push your eLearning initiatives to the next level.	2 days	\$952.39
132-50	RoboHelp	RoboHelp covers Basic/Intermediate RoboHelp including the strategies and development process of designing a Help system. You will be introduced to the RoboHelp Office environment and create actual HTML-based Help projects, including creating context-sensitive WebHelp. You will also explore the single-sourcing capability of RoboHelp by generating cross-platform WebHelp, HTML Help and creating printed documentation.	3 Days	\$1,048.05
132-50	Advanced ColdFusion	This Advanced ColdFusion course provides ColdFusion application developers with the knowledge and hands-on practice that they need to build, maintain, and scale effective web applications. Note: Fig Leaf Software developed this course for Adobe, Inc.	3 Days	\$1,430.90
132-50	Administering ColdFusion	This three-day hands-on class teaches the fundamentals of installing, configuring, troubleshooting, and maintaining ColdFusion servers. You will install and configure a cluster as well as deploy and load test CF applications.	3 days	\$1,909.57
132-50	Fast Track to ColdFusion	Fast Track to ColdFusion is a 3-day course that provides experienced Web developers with the knowledge and hands-on practice they need to start building and maintaining dynamic and interactive Web applications using ColdFusion.	3 Days	\$1,048.05
132-50	Fast Track to AJAX	Fig Leaf Software leveraged its years of AJAX consulting experience in developing this three-day course on how to effectively develop ColdFusion and AJAX based applications. This highly detailed hands-on class teaches a variety of AJAX techniques and frameworks including Adobe Spry and jQuery.	3 days	\$1,239.55
132-50	Securing ColdFusion Servers on Windows	Securing ColdFusion Servers on Windows is a one-day lecture course that provides Web application developers with the fundamentals in building secure ColdFusion application servers on the Windows platform, and information on how to keep them secure. Students will learn how to secure the Windows OS, IIS and CF Server, find and eliminate security holes in application code, and maintain security on servers. Students will also obtain an in-depth understanding as to how attacks work, and how to defend against them.	1 Day	\$473.81
132-50	Using Adobe Connect Meeting	In this instructor-led training, students will learn how to create and host an Adobe Acrobat Connect Pro meeting, and will cover topics including scheduling meetings; displaying content in meetings; using audio and video during meetings; customizing the meeting room; interacting with participants; recording, editing, and downloading meetings, using breakout rooms, administrating an Acrobat Connect Pro account; and creating and managing Adobe Connect Events.	2 days	\$665.24
132-50	Designing HTML Email using Dreamweaver	This one day class teaches experienced Dreamweaver users how to design templates and lay out content for HTML emails and eNewsletters.	1 day	\$473.80

SIN	Title	Description	Length of Course	GSA Price
132-50	Using Adobe Presenter	In this instructor-led training, students will learn how to create Breeze presentations, and will cover topics including recording and editing slide narration; publishing locally and to a Breeze server; adding quizzes, animations, links, files, Flash content, and Captivate movies to a presentation; and managing presentations. The course also includes optional content that teaches students how to create and manage training courses and curricula.	2 Days	\$665.20
132-50	Dreamweaver: Website Development	Dreamweaver: Website Development provides web designers with the knowledge and hands-on practice they need to build and manage professional web sites using Dreamweaver. This course is 3 days in length.	3 Days	\$1,048.05
132-50	Flex Developing Rich Internet Applications	This four day course introduces developers to all the primary features of Flex they'll need to know in order to build a fully functional, well architected front end for a Rich Internet Application (RIA).	4 days	\$1,909.57
132-50	Flex and LiveCycle Data Services: Integrating with ColdFusion	Flex and LiveCycle Data Services: Integrating with ColdFusion provides experienced application developers with hands-on, practical experience connecting their Flex front ends to remote, dynamic data using LiveCycle Data Services. This two-day course instructs developers how to connect with remote data using web services and LiveCycle Data Services' features allowing communication with a Java backend. In addition, skills will be learned how to manipulate and format the returned data.	2 Days	\$952.34
132-50	Essentials of Adobe InDesign	During the step-by-step lessons presented in this course, you will use InDesign's incredible typography commands to set beautiful type. You will also import and manipulate a myriad of graphic formats. You will create a flyer from scratch and then package it into a folder with key components such as the layout, images and fonts.	4 days	\$1,430.98
132-50	Adobe LiveCycle ES Bootcamp	During this five day bootcamp you'll learn how to design Adobe Livecycle forms, capture and route form submissions into a workflow process, dynamically populate forms with data coming from a database, dynamically generate PDF files, and secure sensitive information in a PDF.	5 days	\$3,062.97
132-50	Developing a LiveCycle ES Application	This is the entry-level class for Adobe LiveCycle ES developers. It ensures that you can create an Adobe LiveCycle Enterprise Suite application. During this course you will build and deploy an application that is either document-centric, human-centric, or a combination of both.	2 days	\$952.39
132-50	LiveCycle Process MGMT ES Specialist	The main objective of this course is to ensure that you can create a human-centric process using Adobe LiveCycle Process Management Suite . You will be able to build and deploy an application that is either human-centric, document-centric, or both.	3 days	\$1,430.98
132-50	Developing Forms with LiveCycle Designer	This course introduces and teaches, in detail, techniques for developing forms for data capture and data display using Adobe LiveCycle Designer. Through in-depth hands-on practice, by the end of the course you will know how to create static as well dynamic, interactive, data-bound forms including input validation, localized fields, accessibility information, embedded barcodes, digital signatures, and simple through advanced scripted interactions.	2 days	\$952.39

SIN	Title	Description	Length of Course	GSA Price
132-50	LiveCycle Designer ES Specialist	This is an advanced, three-day, instructor-led workshop designed for developers who are familiar with design environments and wish to create dynamic PDF templates. The workshop focuses on creating complex, dynamic PDFs using LiveCycle Designer and is geared towards developers who build front-end applications and forms. Through a series of lectures, demonstrations and exercises, you will develop a dynamic form template that utilizes some of the more advanced features of creating dynamic forms.	3 days	\$1,718.14
132-50	Livecycle ES Rights Management	In addition to providing you with theory about LiveCycle Rights Management features, a large segment of the training is devoted to hands-on exercises as well as demonstrations. The exercises are divided into tasks and build upon each other to configure Rights Management, create policy sets and policies, and to apply these policies using Adobe Acrobat and an automated process to protect documents	1 day	\$760.96
132-50	Photoshop	Photoshop is a 2-day course that covers the basics of Photoshop while providing countless tips and techniques to help you become more productive and adept using it. This course also explores new features released in Photoshop such as Adobe Bridge and ways to optimize and create web content using Photoshop and ImageReady.	2 Days	\$760.91
132-50	Adobe Premiere Pro	Adobe Premiere Pro is an introductory course for those who are currently or wish to be in the video editing field, or for Adobe users wishing to expand their skills in video. This course covers the essentials of editing digital video using Adobe Premiere Pro including techniques to help you become more productive with its features including new multicam editing tools, auto-creation of menu-based DVDs from the timeline, and Native HD, SD and HDV support. Students will learn how to work with audio, create transitions and titles, manipulate subclips and virtual clips, and more. After taking this class, students will be able to create visual effects for use in web video and podcasts, broadcast television, and even film.	2 Days	\$856.63
132-50	Fast Track to After Effects	Fast Track to Adobe After Effects is a 3-day introductory course for those working or wishing to work in the video field, or for Adobe users wishing to expand their skills in video effects. This class covers the core concepts and skills necessary to excel in motion graphics animation and visual effects, as well as advanced approaches and techniques. In this course students will create compositions applying motion and animated effects to media elements, create transparency in layers using mattes, masks, and stencils, animate objects in 3-D space, and much more. After taking this class, students will be able to create visual effects for use in web video and podcasts, broadcast television, and even film.	3 Days	\$1,143.76
132-50	Drawing and Illustration with Adobe Illustrator	Discover high quality drawing and illustration with Adobe Illustrator CS6. You will start with an overview of Illustrator and work on lessons that will step you into a greater skill level. Discover the unique features of Illustrator, including how to create logos, professional type effects, complex airbrush effects and color control.	2 days	\$760.96
132-50	CommonSpot for Content Contributors	This two-day private course teaches the basics of adding, editing, deleting, formatting content, and setting security in a CommonSpot Content Server managed web site. Pricing includes development of a one-day course using examples from your current CommonSpot site. This course can also be customized to include Task assignment, Workflow, Content Approval, Simple Forms, Datasheets, Scheduling, Personalizing Content, Managing Page Sets, and Understanding the CommonSpot Administrator.	1 day	\$4,546.60



SIN	Title	Description	Length of Course	GSA Price
132-50	Google Apps Deployment Essentials (Apps200)	This instructor-led course provides participants with a comprehensive hands-on overview to activate, configure, and deploy Google Apps for Business to their customers. The course is taught by a Google Apps Deployment Certified instructor.	4 days	\$957.18
132-50	Google Apps Training for End Users	To have a successful Google Apps deployment, we always recommend that our customers have a training plan in place. Our team of experienced training consultant can help your organization build the training plan and, when you're ready, execute against that plan to help you have a successful Google Apps deployment.	1 day	\$2,632.24
132-50	Google Apps For End Users: Single Topic Webinars	Learn best practices for using or implementing Google Apps for your business or organization. Each webinar hour can cover a different topic area of your choice. This class is taught online and customized for your specific needs. The course is taught by a Google Apps Deployment Certified instructor.	1 Hour	\$239.29
132-50	Google Apps Admin Training	The two-day Google Apps Admin course goes beyond the Control Panel to cover common problems and troubleshooting within Google Apps. During this class, you will work with a Google Apps account created just for class, and you'll learn how to identify and solve common Apps issues. You'll learn about commonly used network diagnostic tools, common mail delivery problems and solutions, anti-spam measures such as SPF and DKIM, and much more!	2 days	\$952.39
132-50	GSA 101: Google Search Appliance Quick Start	If you are new to the appliance and in a technical role, or would like to know how to harness its true power, you will benefit from this class. It is designed to introduce you to core functionality and capabilities of the appliance. You will walk away with the knowledge and skills to deploy fundamental features.	2 days	\$856.68
132-50	GSA 102: Google Search Appliance Intermediate	This class is designed to take you to the next level of functionality and capabilities of the appliance. You will walk away with the knowledge and skills to deploy more features, especially around security and integrating more content sources.	2 days	\$856.68
132-50	GSA 200: Advanced Google Search Appliance	This three-day advanced hands-on class provides administrators and developers advanced technical knowledge and skills for the following topics: <ul style="list-style-type: none"> <li>* Searching content in other ECMs such as Lotus Notes, Livelink, and Documentum</li> <li>* Building custom connectors using the connector framework</li> <li>* Building custom security solutions using SAML</li> <li>* Combining results from repositories indexed on separate appliances using unification</li> <li>* Searching 30+ million documents using distributed crawl and serve</li> <li>* Troubleshooting issues</li> </ul>	3 Days	\$1,430.98
132-50	Google Search Appliance	Google Fundamentals: GSA-100 Google Search Appliance Configuration of the Google Search Appliance for indexing content and serving results. This 3-day session will enable administrators to effectively configure their Google Search Appliance. This course introduces the fundamentals of crawling and indexing web-based content, adding non-web content directly into the index through feeds, and serving the search results. This course was developed by Google and is an integral component of the Google Enterprise Professional program.	3 Days	\$1,718.04
132-50	Upgrading to HTML 5	Learn the fundamentals of HTML 5 and advanced techniques to get a head-start in developing the next generation of web content and applications.	2 days	\$952.39

SIN	Title	Description	Length of Course	GSA Price
132-50	Fast Track to Presto for Power Users	This introductory course includes hands-on exercises that explain how Power Users can quickly build and share secure decision-support dashboards and next-generation Apps that leverage your live data.	2 days	\$952.39
132-50	Presto for Developers	You will learn how to manipulate data using the Enterprise Mashup Markup Language (EMML), extend Presto Wires with custom blocks, and create custom views and apps using HTML5 and JavaScript. This course also discusses administrative issues such as server configuration and developing in a team-based environment.	3 days	\$1,718.14
132-50	Fast Track to jQuery	From adding cool effects to your web pages to creating scalable enterprise applications, this comprehensive course developed by Fig Leaf Software has got you covered.	3 days	\$477.63
132-50	Fast Track to JavaScript	Fast Track to JavaScript is a 2-day course that provides experienced Web application developers with the fundamentals of the JavaScript programming language, with a focus on using JavaScript as a client-side language for ColdFusion-based applications. Students will learn immediately useful "real-world" JavaScript techniques for manipulating Web page components like forms, images and browser windows.	2 Days	\$952.41
132-50	Fast Track to SQL	Fast Track to SQL is a 2-day course that provides application developers with the foundation critical to any dynamic web application – database and SQL knowledge. This hands-on course gets students useable knowledge on Structured Query Language – the language of relational databases. It also extends that knowledge to database design basics, choosing the correct database for your web application, and useful interface design on the web.	2 Days	\$856.69
132-50	Cascading Style Sheets	You are familiar with using HTML to design web pages. You have used HTML style-oriented tags and attributes to stylize and design your pages. Cascading Style Sheets, or CSS, is integrated into HTML and forms an important component of successful web design. CSS offers great flexibility and ease in designing web pages without code heavy HTML documents. In this course, you will work with properties and styles related to colors, typography, page layouts, customized cursors, links, and forms available in CSS to build an effective web page.	2 Days	\$760.91
132-50	Web Design with XHTML, HTML, and CSS	In this course, you will examine the basics of foundational web technology and create your own functional web pages using markup languages such as Hypertext Markup Language (HTML), Extensible Hypertext Markup Language (XHTML), and Cascading Style Sheets (CSS).	2 days	\$856.68

*Please Note: Local mileage, public transportation and out-of-town travel to non-Fig Leaf training facilities will be negotiated with individual ordering agency in accordance with Federal Travel Regulations (FTA) or Joint Travel Regulations (JTR).*

**PRIVATE COURSE PRICING INFORMATION:**

All courses are available privately for a GSA price of \$2,632.09 per course day with the exception of Administering ColdFusion and Google Search Appliance. These private courses are offered for a GSA price of \$3,828.50 per course day. Private courses are offered at the Fig Leaf Software, Inc. site with training room rental fee of \$717.88 per day, or at the client site with applicable travel charges. Our classroom and meeting facilities provide flexible options for technical training and non-technical training, and meetings. Deliver your own training programs or host professional, productive company meetings, in our classrooms which can be configured to meet your specific needs and capacity. Each room is equipped with state-of-the-art equipment, high-speed internet access and digital projectors with technical staff present to support you with set up and configuration. Our classrooms are located at 1400 16th Street, Washington, DC and seat 14 people plus an instructor. Fig Leaf Software training facilities include: High-tech computer labs, High-speed internet access, Network capabilities, Digital projectors, Audio-Visual equipment, Whiteboards & flipcharts, Onsite technical staff, Proprietary software setup

**Quantity Discounts:** Earn a discount of 10.5% when you register 6 or more students at one time. This can be multiple registrations in a single course or multiple registrations in several courses. Registrations must be made at the same time. Discounted registrations must be paid at the time of registration to receive the discount.

**TERMS AND CONDITIONS APPLICABLE TO INFORMATION TECHNOLOGY (IT)  
PROFESSIONAL SERVICES (SPECIAL ITEM NUMBER 132-51)**

**1. SCOPE**

- a. The prices, terms and conditions stated under Special Item Number 132-51 Information Technology Professional Services apply exclusively to IT Professional Services within the scope of this Information Technology Schedule.
- b. The Contractor shall provide services at the Contractor's facility and/or at the ordering activity location, as agreed to by the Contractor and the ordering activity.

**2. PERFORMANCE INCENTIVES I-FSS-60 Performance Incentives (April 2000)**

- a. Performance incentives may be agreed upon between the Contractor and the ordering activity on individual fixed price orders or Blanket Purchase Agreements under this contract.
- b. The ordering activity must establish a maximum performance incentive price for these services and/or total solutions on individual orders or Blanket Purchase Agreements.
- c. Incentives should be designed to relate results achieved by the contractor to specified targets. To the maximum extent practicable, ordering activities shall consider establishing incentives where performance is critical to the ordering activity's mission and incentives are likely to motivate the contractor. Incentives shall be based on objectively measurable tasks.

**3. ORDER**

- a. Agencies may use written orders, EDI orders, blanket purchase agreements, individual purchase orders, or task orders for ordering services under this contract. Blanket Purchase Agreements shall not extend beyond the end of the contract period; all services and delivery shall be made and the contract terms and conditions shall continue in effect until the completion of the order. Orders for tasks which extend beyond the fiscal year for which funds are available shall include FAR 52.232-19 (Deviation – May 2003) Availability of Funds for the Next Fiscal Year. The purchase order shall specify the availability of funds and the period for which funds are available.
- b. All task orders are subject to the terms and conditions of the contract. In the event of conflict between a task order and the contract, the contract will take precedence.

**4. PERFORMANCE OF SERVICES**

- a. The Contractor shall commence performance of services on the date agreed to by the Contractor and the ordering activity.
- b. The Contractor agrees to render services only during normal working hours, unless otherwise agreed to by the Contractor and the ordering activity.
- c. The ordering activity should include the criteria for satisfactory completion for each task in the Statement of Work or Delivery Order. Services shall be completed in a good and workmanlike manner.
- d. Any Contractor travel required in the performance of IT Services must comply with the Federal Travel Regulation or Joint Travel Regulations, as applicable, in effect on the date(s) the travel is performed. Established Federal Government per diem rates will apply to all Contractor travel. Contractors cannot use GSA city pair contracts.

## **5. STOP-WORK ORDER (FAR 52.242-15) (AUG 1989)**

(a) The Contracting Officer may, at any time, by written order to the Contractor, require the Contractor to stop all, or any part, of the work called for by this contract for a period of 90 days after the order is delivered to the Contractor, and for any further period to which the parties may agree. The order shall be specifically identified as a stop-work order issued under this clause. Upon receipt of the order, the Contractor shall immediately comply with its terms and take all reasonable steps to minimize the incurrence of costs allocable to the work covered by the order during the period of work stoppage. Within a period of 90 days after a stop-work is delivered to the Contractor, or within any extension of that period to which the parties shall have agreed, the Contracting Officer shall either-

- (1) Cancel the stop-work order; or
- (2) Terminate the work covered by the order as provided in the Default, or the Termination for Convenience of the Government, clause of this contract.

(b) If a stop-work order issued under this clause is canceled or the period of the order or any extension thereof expires, the Contractor shall resume work. The Contracting Officer shall make an equitable adjustment in the delivery schedule or contract price, or both, and the contract shall be modified, in writing, accordingly, if-

- (1) The stop-work order results in an increase in the time required for, or in the Contractor's cost properly allocable to, the performance of any part of this contract; and
- (2) The Contractor asserts its right to the adjustment within 30 days after the end of the period of work stoppage; provided, that, if the Contracting Officer decides the facts justify the action, the Contracting Officer may receive and act upon the claim submitted at any time before final payment under this contract.

(c) If a stop-work order is not canceled and the work covered by the order is terminated for the convenience of the Government, the Contracting Officer shall allow reasonable costs resulting from the stop-work order in arriving at the termination settlement.

(d) If a stop-work order is not canceled and the work covered by the order is terminated for default, the Contracting Officer shall allow, by equitable adjustment or otherwise, reasonable costs resulting from the stop-work order.

## **6. INSPECTION OF SERVICES**

In accordance with FAR 52.212-4 CONTRACT TERMS AND CONDITIONS--COMMERCIAL ITEMS (MAR 2009) (DEVIATION I - FEB 2007) for Firm-Fixed Price orders and FAR 52.212-4 CONTRACT TERMS AND CONDITIONS COMMERCIAL ITEMS (MAR 2009) (ALTERNATE I OCT 2008) (DEVIATION I – FEB 2007) applies to Time-and-Materials and Labor-Hour Contracts orders placed under this contract.

## **7. RESPONSIBILITIES OF THE CONTRACTOR**

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City, or otherwise) covering work of this character. If the end product of a task order is software, then FAR 52.227-14 (Dec 2007) Rights in Data – General, may apply.

## **8. RESPONSIBILITIES OF THE ORDERING ACTIVITY**

Subject to security regulations, the ordering activity shall permit Contractor access to all facilities necessary to perform the requisite IT Professional Services.

## **9. INDEPENDENT CONTRACTOR**

All IT Professional Services performed by the Contractor under the terms of this contract shall be as an independent Contractor, and not as an agent or employee of the ordering activity.

## **10. ORGANIZATIONAL CONFLICTS OF INTEREST**

### **a. Definitions.**

“Contractor” means the person, firm, unincorporated association, joint venture, partnership, or corporation that is a party to this contract.

“Contractor and its affiliates” and “Contractor or its affiliates” refers to the Contractor, its chief executives, directors, officers, subsidiaries, affiliates, subcontractors at any tier, and consultants and any joint venture involving the Contractor, any entity into or with which the Contractor subsequently merges or affiliates, or any other successor or assignee of the Contractor.

An “Organizational conflict of interest” exists when the nature of the work to be performed under a proposed ordering activity contract, without some restriction on ordering activities by the Contractor and its affiliates, may either (i) result in an unfair competitive advantage to the Contractor or its affiliates or (ii) impair the Contractor’s or its affiliates’ objectivity in performing contract work.

b. To avoid an organizational or financial conflict of interest and to avoid prejudicing the best interests of the ordering activity, ordering activities may place restrictions on the Contractors, its affiliates, chief executives, directors, subsidiaries and subcontractors at any tier when placing orders against schedule contracts. Such restrictions shall be consistent with FAR 9.505 and shall be designed to avoid, neutralize, or mitigate organizational conflicts of interest that might otherwise exist in situations related to individual orders placed against the schedule contract. Examples of situations, which may require restrictions, are provided at FAR 9.508.

## **11. INVOICES**

The Contractor, upon completion of the work ordered, shall submit invoices for IT Professional services. Progress payments may be authorized by the ordering activity on individual orders if appropriate. Progress payments shall be based upon completion of defined milestones or interim products. Invoices shall be submitted monthly for recurring services performed during the preceding month.

## **12. PAYMENTS**

For firm-fixed price orders the ordering activity shall pay the Contractor, upon submission of proper invoices or vouchers, the prices stipulated in this contract for service rendered and accepted. Progress payments shall be made only when authorized by the order. For time-and-materials orders, the Payments under Time-and-Materials and Labor-Hour Contracts at FAR 52.212-4 (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I – FEB 2007) applies to time-and-materials orders placed under this contract. For labor-hour orders, the Payment under Time-and-Materials and Labor-Hour Contracts at FAR 52.212-4 (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I – FEB 2007) applies to labor-hour orders placed under this contract. 52.216-31(Feb 2007) Time-and-Materials/Labor-Hour Proposal Requirements—Commercial Item Acquisition As prescribed in 16.601(e)(3), insert the following provision:

(a) The Government contemplates award of a Time-and-Materials or Labor-Hour type of contract resulting from this solicitation.

(b) The offeror must specify fixed hourly rates in its offer that include wages, overhead, general and administrative expenses, and profit. The offeror must specify whether the fixed hourly rate for each labor category applies to labor performed by—

- (1) The offeror;
- (2) Subcontractors; and/or
- (3) Divisions, subsidiaries, or affiliates of the offeror under a common control.

### **13. RESUMES**

Resumes shall be provided to the GSA Contracting Officer or the user ordering activity upon request.

### **14. INCIDENTAL SUPPORT COSTS**

Incidental support costs are available outside the scope of this contract. The costs will be negotiated separately with the ordering activity in accordance with the guidelines set forth in the FAR.

### **15. APPROVAL OF SUBCONTRACTS**

The ordering activity may require that the Contractor receive, from the ordering activity's Contracting Officer, written consent before placing any subcontract for furnishing any of the work called for in a task order.

### **16. DESCRIPTION OF IT PROFESSIONAL SERVICES AND PRICING**

a. The Contractor shall provide a description of each type of IT Service offered under Special Item Numbers 132-51 IT Professional Services should be presented in the same manner as the Contractor sells to its commercial and other ordering activity customers. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles (labor categories) for those individuals who will perform the service should be provided.

b. Pricing for all IT Professional Services shall be in accordance with the Contractor's customary commercial practices; e.g., hourly rates, monthly rates, term rates, and/or fixed prices, minimum general experience and minimum education.

The following is an example of the manner in which the description of a commercial job title should be presented:

**EXAMPLE:** Commercial Job Title: System Engineer

Minimum/General Experience: Three (3) years of technical experience which applies to systems analysis and design techniques for complex computer systems. Requires competence in all phases of systems analysis techniques, concepts and methods; also requires knowledge of available hardware, system software, input/output devices, structure and management practices.

Functional Responsibility: Guides users in formulating requirements, advises alternative approaches, conducts feasibility studies.

Minimum Education: Bachelor's Degree in Computer Science

**Fig Leaf GSA 132-51 Labor Rates and Labor Descriptions**

SIN(s)	SERVICE	MINIMUM EDUCATION/ CERTIFICATION LEVEL	MINIMUM YEARS OF EXPERIENCE	UNIT OF ISSUE	PRICE TO GSA (including IFF)	QUANTITY/ VOLUME DISCOUNT
132-51	Art Director	Bachelor's	3	Hour	100.65	None
132-51	Best Practices Consultant	Bachelor's	4	Hour	241.36	None
132-51	Business Consultant	Bachelor's	1	Hour	82.13	None
132-51	Creative Director	Bachelor's	5	Hour	97.53	None
132-51	Graphic Artist	Associate Degree	1	Hour	92.40	None
132-51	Information Architect	Bachelor's	2	Hour	95.62	None
132-51	Instructional Designer	Bachelor's	2	Hour	100.65	None
132-51	Interactive Media Programmer	Bachelor's	2	Hour	135.89	None
132-51	Interactive Producer	Bachelor's	3	Hour	100.65	None
132-51	Interface Designer	Bachelor's	1	Hour	82.13	None
132-51	Lead Software Tester	High School	3	Hour	166.08	None
132-51	Lead Web Programmer	Bachelor's	4	Hour	169.39	None
132-51	Project Manager	Bachelor's	1.5	Hour	92.40	None
132-51	QA Specialist Analyst	High School	2	Hour	95.62	None
132-51	Senior Project Manager	Bachelor's	2.5	Hour	97.53	None
132-51	Senior Software Tester	High School	2	Hour	135.89	None
132-51	Senior Technical Writer	Bachelor's	2	Hour	100.65	None
132-51	Senior Web Programmer	Bachelor's	3	Hour	138.59	None
132-51	Software Tester	High School	1	Hour	95.62	None
132-51	Specifications Writer	Bachelor's	1	Hour	80.52	None
132-51	Technical Director	Bachelor's	8	Hour	241.36	None
132-51	Technical Requirements Specialist	Bachelor's	3	Hour	97.52	None
132-51	Technical Writer	Bachelor's	2	Hour	95.62	None
132-51	Web Programmer	Bachelor's	1	Hour	97.53	None



**FIG LEAF SOFTWARE, INC.**

**AWARDED LABOR CATEGORY DESCRIPTIONS**

POSITION	JOB DESCRIPTION	EDUCATION/WORK EXPERIENCE
<b>Web Programmer</b>	<p>Under direct supervision:</p> <ul style="list-style-type: none"> <li>• Architects small systems.</li> <li>• Performs maintenance on existing web applications</li> <li>• Assists in coding and debugging new applications or making enhancements to existing applications.</li> <li>• Codes applications according to specifications from higher-level staff.</li> <li>• Makes suggestions for problem solutions or application enhancements.</li> <li>• Estimates task duration and work effort.</li> <li>• Documents and comments code.</li> </ul>	<ul style="list-style-type: none"> <li>• Bachelor Degree</li> <li>• 1 year experience in software development</li> </ul>
<b>Senior Web Programmer</b>	<p>Under general supervision:</p> <ul style="list-style-type: none"> <li>• Architects small systems.</li> <li>• Develops, codes, tests, and debugs new applications or enhancements to existing applications.</li> <li>• Works with team to understand problems with applications and to resolve them.</li> <li>• Gathers client requirements and assists with development of specification.</li> <li>• Constructively responds to clients and resolves client complaints.</li> <li>• Makes suggestions for problem solutions or application enhancements.</li> <li>• Estimates task duration and work effort.</li> <li>• Documents and comments code.</li> </ul>	<ul style="list-style-type: none"> <li>• Bachelor Degree</li> <li>• 3 years experience in software development</li> </ul>
<b>Lead Web Programmer</b>	<p>Under general direction:</p> <ul style="list-style-type: none"> <li>• Has full technical knowledge of the project.</li> <li>• Instructs, assigns, directs, and checks the work of other developers.</li> <li>• Architects large systems and system integration projects.</li> <li>• Develops, codes, tests, and debugs new applications or enhancements to existing applications.</li> <li>• Works with team to understand problems with applications and to resolve them.</li> <li>• Gathers client requirements and assists with development of specification.</li> <li>• Constructs specification documentation.</li> <li>• Constructively responds to clients and resolves client complaints.</li> <li>• Explains complex technologies and/or problems in non-technical fashion.</li> <li>• Manages client expectations.</li> <li>• Accurately forecasts project timelines and cost estimates.</li> <li>• Makes suggestions for problem solutions or application enhancements.</li> <li>• Estimates task duration and work effort.</li> <li>• Documents and comments code.</li> </ul>	<ul style="list-style-type: none"> <li>• Bachelor Degree</li> <li>• 4 years experience in software development</li> <li>• Advanced Certified Professional ColdFusion Developer</li> </ul>

Technical Requirements Specialist	<p>Under general supervision:</p> <ul style="list-style-type: none"> <li>• Gathers client requirements and assists with development of specification.</li> <li>• Constructs specification documentation.</li> <li>• Gathers client requirements and assists with development of specification.</li> <li>• Constructs specification documentation.</li> <li>• Makes suggestions for problem solutions or application enhancements.</li> <li>• Works with team to understand problems with applications and to resolve them.</li> </ul>	<ul style="list-style-type: none"> <li>• Bachelor Degree</li> <li>• 3 years experience in software development</li> <li>• Advanced Certified Professional ColdFusion Developer</li> </ul>
Best Practices Consultant	<p>Under general supervision:</p> <ul style="list-style-type: none"> <li>• Reviews system and application architecture, code and functionality.</li> <li>• Creates document detailing findings and suggested architectural or code improvements to increase application scalability, reliability, or general performance.</li> </ul>	<ul style="list-style-type: none"> <li>• Bachelor Degree</li> <li>• 4 years experience in software development</li> <li>• Advanced Certified Professional ColdFusion Developer</li> <li>• Experience in network administration or MCSE certification</li> </ul>
Technical Director	<p>Responsible for all web application programming activities.</p> <ul style="list-style-type: none"> <li>• Makes recommendations on personnel actions (hiring, terminations, promotions, etc.).</li> <li>• Develops standards for all application development.</li> <li>• Evaluates products.</li> <li>• Prepares activity and progress reports for web programming department.</li> <li>• Supervises activities of development teams.</li> <li>• Periodically reviews application architecture under development.</li> <li>• Allocates resources to projects.</li> <li>• Maintains client relationships and manages client expectations.</li> </ul>	<ul style="list-style-type: none"> <li>• Bachelor Degree</li> <li>• 8 years experience in software development management</li> <li>• Advanced Certified Professional ColdFusion Developer</li> </ul>
Technical Writer	<p>Under direct supervision:</p> <ul style="list-style-type: none"> <li>• Creates, assembles, and edits technical and end user documentation according to applicable style guidelines.</li> <li>• Ensures grammar, style, formatting, and consistency are applied throughout all documentation.</li> <li>• Translates technical information into a format that is appropriate for technical and non-technical audiences.</li> <li>• Limited responsibility for creating and/or editing graphics and illustrations.</li> <li>• Gathers information for documentation deliverables.</li> <li>• Analyzes application usability and reports the results of the analysis to project team throughout the course of the project.</li> </ul>	<ul style="list-style-type: none"> <li>• B.A. in English, Communications, or a related field</li> <li>• 2 years writing technical and user documentation for software development</li> </ul>

Senior Technical Writer	<p>Under general supervision:</p> <ul style="list-style-type: none"> <li>• Provides editorial feedback.</li> <li>• Reviews technical specifications to estimate time required to complete documentation tasks.</li> <li>• Participates in team meetings to improve product design and consistency to increase application usability.</li> <li>• Considers interface design as it relates to usability and the clarity of instructions.</li> <li>• Creates, assembles, and edits technical and end user documentation according to applicable style guidelines.</li> <li>• Ensures grammar, style, formatting, and consistency are applied throughout all documentation.</li> <li>• Translates technical information into a format that is appropriate for technical and non-technical audiences.</li> <li>• Limited responsibility for creating and/or editing graphics and illustrations.</li> <li>• Gathers information for documentation deliverables.</li> <li>• Analyzes application usability and reports the results of the analysis to project team throughout the course of the project.</li> </ul>	<ul style="list-style-type: none"> <li>• B.A. in English, Communications, or a related field</li> <li>• 2 years experience writing technical and user documentation for software development</li> <li>• 1 year writing online help systems</li> </ul>
Specifications Writer	<p>Under general direction:</p> <ul style="list-style-type: none"> <li>• Analyzes customer and audience requirements to determine the type, scope, and complexity of required documentation.</li> <li>• Creates, assembles, and edits specification documentation according to applicable style guidelines.</li> <li>• Translates technical information into a format that is appropriate for technical and non-technical audiences.</li> <li>• Analyzes application usability and reports the results of the analysis to project team throughout the course of the project.</li> <li>• Considers interface design as it relates to usability and the clarity of instructions.</li> <li>• Provides editorial feedback.</li> </ul>	<ul style="list-style-type: none"> <li>• B.A. in English, Communications, Computer Science or a related field OR 2 years experience documenting software functional specifications</li> <li>• 1 year experience analyzing customer requirements and drafting functional specifications</li> <li>• MA or MBA can substitute for experience</li> </ul>
Software Tester	<p>Under direct supervision:</p> <ul style="list-style-type: none"> <li>• Executes test cases and test plans created and/or assigned by others and documents results.</li> <li>• Writes bug reports according to standard guidelines.</li> <li>• Work with development staff to resolve and verify reported issues.</li> </ul>	<ul style="list-style-type: none"> <li>• High School Diploma</li> <li>• 1 year experience testing software</li> </ul>
Senior Software Tester	<p>Under general supervision:</p> <ul style="list-style-type: none"> <li>• Reviews draft specification documents.</li> <li>• Develops and documents test cases based on application specifications.</li> <li>• Writes test plans.</li> <li>• Provides input on time estimates for testing tasks.</li> <li>• Acts as the day-to-day testing point of contact on several projects at a time.</li> <li>• Executes test cases and test plans created and/or assigned by others and documents results.</li> <li>• Writes bug reports according to standard guidelines.</li> <li>• Work with development staff to resolve and verify reported issues.</li> </ul>	<ul style="list-style-type: none"> <li>• High School Diploma</li> <li>• 2 years experience testing software</li> </ul>

Lead Software Tester	<p>Under general direction:</p> <ul style="list-style-type: none"> <li>• Estimates time for testing tasks at a project level.</li> <li>• Acts as the Project Test Lead on several projects at a time.</li> <li>• Reviews draft specification documents.</li> <li>• Develops and documents test cases based on application specifications.</li> <li>• Writes test plans.</li> <li>• Provides input on time estimates for testing tasks.</li> <li>• Acts as the day-to-day testing point of contact on several projects at a time.</li> <li>• Executes test cases and test plans created and/or assigned by others and documents results.</li> <li>• Writes bug reports according to standard guidelines.</li> <li>• Work with development staff to resolve and verify reported issues.</li> </ul>	<ul style="list-style-type: none"> <li>• High School Diploma</li> <li>• 3 years experience testing software</li> </ul>
QA Spec Analyst	<p>Under general direction:</p> <ul style="list-style-type: none"> <li>• Estimates time for testing tasks at a project level.</li> <li>• Creates preliminary test plans and test cases from specification documents.</li> <li>• Reviews draft specification documents.</li> </ul>	<ul style="list-style-type: none"> <li>• High School Diploma</li> <li>• 2 years work experience in an IT environment</li> </ul>
Graphic Artist	<ul style="list-style-type: none"> <li>• Assist Art Director in all aspects of graphic production.</li> <li>• Produce graphics according to design standards set forth by Art Director and/or Creative Director.</li> <li>• Optimize graphics.</li> <li>• Layout and assembly.</li> </ul>	<ul style="list-style-type: none"> <li>• Associate degree in Art</li> <li>• 1 year of professional design experience</li> </ul>
<b>Art Director</b>	<ul style="list-style-type: none"> <li>• Meet with clients and project team to gather design requirements.</li> <li>• Coordinate with Creative Director to define visual and technical direction for project.</li> <li>• Develop site map and screen flows.</li> <li>• Develop and present design comprehensives to client.</li> <li>• Create HTML site and/or structural templates.</li> <li>• Collaborate with development team (programming, project management, and quality assurance) to monitor implementation and provide support.</li> <li>• Mentor and [in some cases] manage junior creative staff.</li> </ul>	<ul style="list-style-type: none"> <li>• Bachelor degree in Art</li> <li>• 3 years of professional design experience</li> </ul>
<b>Information Architect</b>	<ul style="list-style-type: none"> <li>• Meet with clients and project team to gather technical and application design requirements.</li> <li>• Develop methodologies to acquire user profile or demographic information [focus groups, interviews, SMEs, questionnaires, etc].</li> <li>• Participates in team meetings to improve product design and consistency to increase application usability.</li> <li>• Consider interface design as it relates to usability and the clarity of instructions.</li> <li>• Creates, assembles, and edits technical and end user documentation according to applicable style guidelines.</li> <li>• Ensures grammar, style, formatting, and consistency are applied throughout all documentation.</li> <li>• Translates technical information into a format that is appropriate for technical and non-technical audiences.</li> <li>• Designs site hierarchy and informational structure.</li> <li>• Specifies application requirements.</li> </ul>	<ul style="list-style-type: none"> <li>• B.A. in English, Communications, or a related field</li> <li>• 2 years of professional experience</li> </ul>

	<ul style="list-style-type: none"> <li>• Gathers information for documentation deliverables.</li> <li>• Analyzes application usability and reports the results of the analysis to project team throughout the course of the project.</li> </ul>	
<b>Interface Designer</b>	<ul style="list-style-type: none"> <li>• Meet with clients and project team to gather technical and application design requirements.</li> <li>• Coordinate with Creative Director and Information Architect to define technical requirements or structure for the application/site.</li> <li>• Keep up to date on the latest findings and trends in the GUI and usability field including Federal Regulations on usable design [Section 508 requirements].</li> <li>• Design user interface wire frames, screen-flows [storyboards] according to user profiles and application/site requirements.</li> <li>• Develop site map and/or application hierarchy.</li> <li>• Document screen functionality.</li> </ul>	<ul style="list-style-type: none"> <li>• B.A. degree in a communications related field</li> <li>• 1 year of professional usability design experience</li> </ul>
<b>Interactive Media Programmer</b>	<ul style="list-style-type: none"> <li>• Meet with clients and development team to gather technical requirements.</li> <li>• Design client/server interaction and develop technical specification.</li> <li>• Develop, code, test, and debug applications.</li> <li>• Work with team and QA to understand technical issues and provide resolution.</li> <li>• Keep up to date on new technologies and integration of various rich media types.</li> <li>• Document and comments code.</li> </ul>	<ul style="list-style-type: none"> <li>• Bachelor Degree</li> <li>• 2 years of professional experience</li> </ul>
<b>Instructional Designer</b>	<ul style="list-style-type: none"> <li>• Meet with clients and project team to gather technical and application design requirements.</li> <li>• Coordinate with Creative Director to define technical and visual direction for project.</li> <li>• Work with client, subject matter experts and Producer to define project approach.</li> <li>• Research subject matter.</li> <li>• Develop project storyboards or game scenario.</li> </ul>	<ul style="list-style-type: none"> <li>• B.A. degree majoring in educational, liberal arts, media or communication fields</li> <li>• 2 years of professional instructional design experience</li> </ul>
<b>Interactive Producer</b>	<ul style="list-style-type: none"> <li>• Meet with clients and project team to gather technical and application design requirements.</li> <li>• Coordinate with Creative Director to define technical and visual direction for project.</li> <li>• Work with client, subject matter experts and Instructional Designer to define project approach.</li> <li>• Coordinate all aspects of development process and facilitate handoff between team members.</li> <li>• Facilitate acquisition or contract developers as necessary to produce audio, video, etc.</li> <li>• Collaborate with development team (programming, project management, and quality assurance) to monitor implementation and provide support.</li> <li>• Mentor and [in some cases] manage junior staff.</li> </ul>	<ul style="list-style-type: none"> <li>• Bachelor Degree in computer science or technical training equivalent</li> <li>• 3 years of professional programming experience</li> </ul>
<b>Creative Director</b>	<ul style="list-style-type: none"> <li>• Provide creative and technical guidance and direction to staff.</li> <li>• Set design standards and ensure client satisfaction.</li> <li>• Work with sales and marketing department to drive business.</li> <li>• Organize and facilitate client creative sessions.</li> <li>• Coordinate with design staff to define visual and technical direction for project.</li> <li>• Monitor project progression and provide feedback to staff and project team.</li> <li>• Review site maps and screen flows for usability, feasibility and architectural soundness.</li> <li>• Maintain client relationships to ensure satisfaction.</li> <li>• Troubleshoot project related problems and provide solutions.</li> <li>• Collaborate with departmental officers (programming, project management) to set development process standards and ensure compliance.</li> </ul>	<ul style="list-style-type: none"> <li>• Bachelor degree in Art</li> <li>• 5 years of professional design experience</li> </ul>

<b>Project Manager</b>	<p>Under direct supervision:</p> <ul style="list-style-type: none"> <li>• Serves as client point of contact and executes needs assessment, requirements analysis, and scope monitoring as required.</li> <li>• Acts as liaison between client and Fig Leaf Software, to ensure that client's business goals and objectives are clearly identified and needs are met.</li> <li>• Responsible for the overall management of the specific project tasks and ensuring that the technical solutions and schedules in the project are implemented in a timely and cost effective manner.</li> <li>• Manages and enhances client expectations on a daily basis, as well as manage a project team from engagement through delivery.</li> <li>• Creates and maintains project plan, cost estimates, budgets, schedules, scope documents, and specification documents.</li> <li>• Works with account and project team to determine, communicate, and document project strategies, functional design, look and feel, technical requirements, Q/A and maintenance needs.</li> <li>• Identifies risks or roadblocks to these tasks and take timely and appropriate actions to resolve them to the satisfaction of both the client and the project team.</li> <li>• Facilitates functional specification requirements interviews and creative sessions.</li> </ul>	<ul style="list-style-type: none"> <li>• BA or BS from accredited university/college</li> <li>• 1.5 years experience managing data internet working projects (project value \$50K or less)</li> </ul>
<b>Senior Project Manager</b>	<p>Under general supervision:</p> <ul style="list-style-type: none"> <li>• Evaluates and performs resource forecasting and staffing needs assessment.</li> <li>• Demonstrates solid leadership skills and effectively communicate with multi-disciplined engineering and creative teams.</li> <li>• Act as liaison between client and Fig Leaf Software, to ensure that client's business goals and objectives are clearly identified and needs are met.</li> <li>• Responsible for the overall management of the specific project tasks and ensuring that the technical solutions and schedules in the project are implemented in a timely and cost effective manner.</li> <li>• Manages and enhances client expectations on a daily basis, as well as manage a project team from engagement through delivery.</li> <li>• Creates and maintains project plan, cost estimates, budgets, schedules, scope documents, and specification documents.</li> <li>• Works with account and project team to determine, communicate, and document project strategies, functional design, look and feel, technical requirements, Q/A and maintenance needs.</li> </ul>	<ul style="list-style-type: none"> <li>• BA or BS from accredited university/college</li> <li>• 2.5 years experience managing multiple large scale, enterprise-wide software implementation (project value \$100K or higher).</li> </ul>
<b>Business Consultant</b>	<p>Under general supervision:</p> <ul style="list-style-type: none"> <li>• Executes needs assessment, requirements analysis, and scope monitoring as required.</li> <li>• Act as liaison between client and Fig Leaf Software, to ensure that client's business goals and objectives are clearly identified and needs are met.</li> <li>• Creates and maintains specification documents</li> <li>• Works with account and project team to determine, communicate, and document project strategies, functional design, look and feel, technical requirements, Q/A and maintenance needs.</li> </ul>	<ul style="list-style-type: none"> <li>• BA or BS from accredited university/college</li> <li>• 1 year experience analyzing complex data internet working projects</li> </ul>

**TERMS AND CONDITIONS APPLICABLE TO ELECTRONIC COMMERCE AND SUBSCRIPTION SERVICES (SPECIAL IDENTIFICATION NUMBER 132-52)**

**SCOPE**

The prices, terms and conditions stated under Special Item Number 132-52 Electronic Commerce (EC) Services apply exclusively to EC Services within the scope of this Information Technology Schedule.

**1. ELECTRONIC COMMERCE**

The Ordering Activity shall specify the capacity and coverage required as part of the initial requirement.

**2. INFORMATION ASSURANCE**

- a. The Ordering Activity is responsible for ensuring to the maximum extent practicable that each requirement issued is in compliance with the Federal Information Security.
- b. The Ordering Activity shall assign an impact level (per Federal Information Processing Standards Publication 199 & 200 (FIPS 199, "*Standards for Security Categorization of Federal Information and Information Systems*") (FIPS 200, "*Minimum Security Requirements for Federal Information and Information Systems*") prior to issuing the initial statement of work. Evaluations shall consider the extent to which each proposed service accommodates the necessary security controls based upon the assigned impact level. The Contractor awarded SIN 132-52 is capable of meeting at least the minimum security requirements assigned against a low-impact information system (per FIPS 200).
- c. The Ordering Activity reserves the right to independently evaluate, audit, and verify the FISMA compliance for any proposed or awarded Electronic Commerce services. All FISMA certification, accreditation, and evaluation activities are the responsibility of the ordering activity.

**3. DELIVERY SCHEDULE.**

The Ordering Activity shall specify the delivery schedule as part of the initial requirement. The Delivery Schedule options are found in *Information for Ordering Activities Applicable to All Special Item Numbers*, paragraph 6. *Delivery Schedule*.

**4. INTEROPERABILITY.**

When an Ordering Activity requires interoperability, this requirement shall be included as part of the initial requirement. Interfaces may be identified as interoperable on the basis of participation in a sponsored program acceptable to the Ordering Activity. Any such access or interoperability with teleports/gateways and provisioning of enterprise service access will be defined in the individual requirement.

**5. ORDER**

- a. Agencies may use written orders, EDI orders, blanket purchase agreements, individual purchase orders, or task orders for ordering electronic services under this contract. Blanket Purchase Agreements shall not extend beyond the end of the contract period; all electronic services and delivery shall be made and the contract terms and conditions shall continue in effect until the completion of the order. Orders for tasks which extend beyond the fiscal year for which funds are

available shall include FAR 52.232-19 (Deviation – May 2003) Availability of Funds for the Next Fiscal Year. The purchase order shall specify the availability of funds and the period for which funds are available.

- b. All task orders are subject to the terms and conditions of the contract. In the event of conflict between a task order and the contract, the contract will take precedence.

## **6. PERFORMANCE OF ELECTRONIC SERVICES**

The Contractor shall provide electronic services on the date agreed to by the Contractor and the ordering activity.

## **7. RESPONSIBILITIES OF THE CONTRACTOR**

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City, or otherwise) covering work of this character.

## **8. RIGHTS IN DATA**

The Contractor shall comply FAR 52.227-14 RIGHTS IN DATA – GENERAL and with all laws, ordinances, and regulations (Federal, State, City, or otherwise) covering work of this character.

## **9. ACCEPTANCE TESTING**

If requested by the ordering activity the Contractor shall provide acceptance test plans and procedures for ordering activity approval. The Contractor shall perform acceptance testing of the systems for ordering activity approval in accordance with the approved test procedures.

## **10. WARRANTY**

The Contractor shall provide a warranty covering each Contractor-provided electronic commerce service. The minimum duration of the warranty shall be the duration of the manufacturer's commercial warranty for the item listed below:

### ***Standard commercial Warranty***

The warranty shall commence upon the later of the following:

- a. Activation of the user's service
- b. Installation/delivery of the equipment

The Contractor, by repair or replacement of the defective item, shall complete all warranty services within five working days of notification of the defect. Warranty service shall be deemed complete when the user has possession of the repaired or replaced item. If the Contractor renders warranty service by replacement, the user shall return the defective item(s) to the Contractor as soon as possible but not later than ten (10) working days after notification.

## **11. MANAGEMENT AND OPERATIONS PRICING**

The Contractor shall provide management and operations pricing on a uniform basis. All management and operations requirements for which pricing elements are not specified shall be provided as part of the basic service.

## **12. TRAINING**



The Contractor shall provide normal commercial installation, operation, maintenance, and engineering interface training on the system. If there is a separate charge, indicate below:

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**13. MONTHLY REPORTS**

In accordance with commercial practices, the Contractor may furnish the ordering activity/user with a monthly summary ordering activity report.

**14. ELECTRONIC COMMERCE SERVICE PLAN**

(a) Describe the electronic service plan and eligibility requirements.

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(b) Describe charges, if any, for additional usage guidelines.

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(c) Describe corporate volume discounts and eligibility requirements, if any.

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**Awarded GSA Pricing Google Vault Apps.**



SIN	Manufacturer	Product SKU	Product Description	GSA Price w. IFF of 0.75%	COO	Warranty
			<b>Geolocation API</b>			
132-52	Google, Inc.	GGB-125K-OEM	Google Geolocation API for Business OEM: 12 month subscription/support term; up to 125,000 queries;	\$ 17,015.11	US	STDN
132-52	Google, Inc.	GGB-125K-STD	Google Geolocation API for Business: 12 month subscription/support term; up to 125,000 queries;	\$ 9,722.92	US	STDN
132-52	Google, Inc.	GGB-1USR-12MO-OEM	Google Geolocation API for Business OEM: 12 month subscription/support term; up to 1 client; applicable for general purpose devices, unlimited API calls per day	\$ 17.02	US	STDN
132-52	Google, Inc.	GGB-1USR-12MO-STD	Google Geolocation API for Business: 12 month subscription/support term; up to 1 client; applicable for general purpose devices, unlimited API calls per day	\$ 9.72	US	STDN
132-52	Google, Inc.	GGB-EMD-1K-OEM	Google Geolocation API for Business OEM: up to 1,000 queries; Applicable for OEM solutions	\$ 1.70	US	STDN
132-52	Google, Inc.	GGB-EMD-1K-STD	Google Geolocation API for Business: up to 1,000 queries;	\$ 0.97	US	STDN
132-52	Google, Inc.	GGB-EMD-1UNT-OEM	Google Geolocation API for Business OEM: right to embed Geolocation API into general purpose hardware or software application for the lifetime of the product, no queries included	\$ 51.05	US	STDN
132-52	Google, Inc.	GGB-EMD-1UNT-STD	Google Geolocation API for Business: right to embed Geolocation API into general purpose hardware or software application for the lifetime of the product, no queries included	\$ 29.17	US	STDN
132-52	Google, Inc.	GGB-OVG1K-OEM	Google Geolocation API for Business OEM Upgrade: 12 month subscription term; additional 1,000 queries; queries overage	\$ 680.60	US	STDN
132-52	Google, Inc.	GGB-OVG1K-STD	Google Geolocation API for Business Upgrade: 12 month subscription term; additional 1,000 public queries; queries overage	\$ 388.92	US	STDN
			<b>Google Earth Enterprise</b>			
132-52	Google, Inc.	GE-ENTDEV-12MO-STD	Google Earth Enterprise Evaluation/Developer Kit: 12 month subscription/support term; up to 10 users;	\$ 24,307.30	US	STDN

132-52	Google, Inc.	GE-FUPRO-12MO-GOV	Google Earth Enterprise Fusion Pro: 12 month subscription/support term; up to 8 cores;	\$ 19,445.84	US	STDN
132-52	Google, Inc.	GE-FUPRO-12MO-STD	Google Earth Enterprise Fusion Pro: 12 month subscription/support term; up to 8 cores;	\$ 24,307.30	US	STDN
132-52	Google, Inc.	GE-FUPRO-CORE-12MO-GOV	Google Earth Enterprise Fusion Pro Upgrade: 12 month subscription/support term; additional 1 core;	\$ 2,333.50	US	STDN
132-52	Google, Inc.	GE-FUPRO-CORE-12MO-STD	Google Earth Enterprise Fusion Pro Upgrade: 12 month subscription/support term; additional 1 core;	\$ 2,916.88	US	STDN
132-52	Google, Inc.	GE-FUPRO-CORE-GOV	Google Earth Enterprise Fusion Pro Upgrade: 12 month subscription/support term; additional 1 core;	\$ 7,778.34	US	STDN
132-52	Google, Inc.	GE-FUPRO-CORE-RN-GOV	Google Earth Enterprise Fusion Pro Renewal: 12 month subscription/support term; renewal up to 1 core;	\$ 1,400.10	US	STDN
132-52	Google, Inc.	GE-FUPRO-CORE-RN-STD	Google Earth Enterprise Fusion Pro Renewal: 12 month subscription/support term; renewal up to 1 core;	\$ 1,750.13	US	STDN
132-52	Google, Inc.	GE-FUPRO-CORE-STD	Google Earth Enterprise Fusion Pro Upgrade: 12 month subscription/support term; additional 1 core;	\$ 9,722.92	US	STDN
132-52	Google, Inc.	GE-FUPRO-GOV	Google Earth Enterprise Fusion Pro: perpetual subscription term; 12 month support term; up to 8 cores;	\$ 46,670.03	US	STDN
132-52	Google, Inc.	GE-FUPRO-RN-GOV	Google Earth Enterprise Fusion Pro Renewal: 12 month subscription/support term; renewal	\$ 7,778.34	US	STDN
132-52	Google, Inc.	GE-FUPRO-RN-STD	Google Earth Enterprise Fusion Pro Renewal: perpetual subscription term; 12 month support term; renewal	\$ 9,722.92	US	STDN
132-52	Google, Inc.	GE-FUPRO-STD	Google Earth Enterprise Fusion Pro: perpetual subscription term; 12 month support term; up to 8 cores;	\$ 58,337.53	US	STDN
132-52	Google, Inc.	GE-FUPROGRID-RN-GOV	Google Earth Enterprise Fusion Pro Renewal: 12 month subscription/support term; renewal Grid Configuration	\$ 11,667.51	US	STDN
132-52	Google, Inc.	GE-FUPROGRID-RN-STD	Google Earth Enterprise Fusion Pro Renewal: 12 month subscription/support term; renewal Grid Configuration	\$ 14,584.38	US	STDN
132-52	Google, Inc.	GE-PORTABLE-10USR-12MO-GOV	Google Earth Enterprise Portable: 12 month subscription/support term; up to 10 users;	\$ 7,778.34	US	STDN
132-52	Google, Inc.	GE-PORTABLE-10USR-12MO-STD	Google Earth Enterprise Portable: 12 month subscription/support term; up to 10 users;	\$ 9,722.92	US	STDN
132-52	Google, Inc.	GE-PORTABLE-1USR-12MO-GOV	Google Earth Enterprise Portable: 12 month subscription/support term; up to 1 user;	\$ 1,944.58	US	STDN
132-52	Google, Inc.	GE-PORTABLE-1USR-12MO-STD	Google Earth Enterprise Portable: 12 month subscription/support term; up to 1 user;	\$ 2,430.73	US	STDN
132-52	Google, Inc.	GE-SRV-12MO-GOV	Google Earth Enterprise Server: 12 month subscription/support term; up to 1,000 users;	\$ 19,445.84	US	STDN
132-52	Google, Inc.	GE-SRV-12MO-STD	Google Earth Enterprise Server: 12 month subscription/support term; up to 1,000 users;	\$ 24,307.30	US	STDN
132-52	Google, Inc.	GE-SRV-GOV	Google Earth Enterprise Server: 12 month subscription/support term; up to 1,000 users;	\$ 46,670.03	US	STDN

132-52	Google, Inc.	GE-SRV-HOT-12MO-GOV	Google Earth Enterprise Server Other: 12 month subscription/support term; Hot Backup subscription	\$ 7,778.34	US	STDN
132-52	Google, Inc.	GE-SRV-HOT-12MO-STD	Google Earth Enterprise Server Other: 12 month subscription/support term; Hot Backup subscription	\$ 9,722.92	US	STDN
132-52	Google, Inc.	GE-SRV-HOT-GOV	Google Earth Enterprise Server Other: perpetual subscription term; 12 month support term; Hot Backup subscription	\$ 19,445.84	US	STDN
132-52	Google, Inc.	GE-SRV-HOT-RN-GOV	Google Earth Enterprise Server Renewal: 12 month subscription/support term; renewal Hot Backup subscription	\$ 3,500.25	US	STDN
132-52	Google, Inc.	GE-SRV-HOT-RN-STD	Google Earth Enterprise Server Renewal: 12 month subscription/support term; renewal Hot Backup subscription	\$ 4,375.31	US	STDN
132-52	Google, Inc.	GE-SRV-HOT-STD	Google Earth Enterprise Server Other: perpetual subscription term; 12 month support term; Hot Backup subscription	\$ 24,307.30	US	STDN
132-52	Google, Inc.	GE-SRV-RN-GOV	Google Earth Enterprise Server Renewal: 12 month subscription/support term; renewal up to 1,000 users;	\$ 7,778.34	US	STDN
132-52	Google, Inc.	GE-SRV-RN-STD	Google Earth Enterprise Server Renewal: 12 month subscription/support term; renewal up to 1,000 users;	\$ 9,722.92	US	STDN
132-52	Google, Inc.	GE-SRV-STD	Google Earth Enterprise Server: 12 month subscription/support term; up to 1,000 users;	\$ 58,337.53	US	STDN
			<b>Maps API</b>			
132-52	Google, Inc.	GM-150USR-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 150 clients;	\$ 17,015.11	US	STDN
132-52	Google, Inc.	GM-150USR-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 150 clients;	\$ 9,722.92	US	STDN
132-52	Google, Inc.	GM-1AS-AFR-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1 asset;	\$ 23.34	US	STDN
132-52	Google, Inc.	GM-1AS-AFR-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 1 asset;	\$ 23.34	US	STDN
132-52	Google, Inc.	GM-1AS-AFR-1MO-OEM	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset;	\$ 1.94	US	STDN
132-52	Google, Inc.	GM-1AS-AFR-1MO-STD	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset;	\$ 1.94	US	STDN
132-52	Google, Inc.	GM-1AS-EAS-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1 asset;	\$ 23.34	US	STDN
132-52	Google, Inc.	GM-1AS-EAS-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 1 asset;	\$ 23.34	US	STDN
132-52	Google, Inc.	GM-1AS-EAS-1MO-OEM	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset;	\$ 1.94	US	STDN

132-52	Google, Inc.	GM-1AS-EAS-1MO-STD	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset;	\$ 1.94	US	STDN
132-52	Google, Inc.	GM-1AS-EUR-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1 asset;	\$ 23.34	US	STDN
132-52	Google, Inc.	GM-1AS-EUR-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 1 asset;	\$ 23.34	US	STDN
132-52	Google, Inc.	GM-1AS-EUR-1MO-OEM	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset;	\$ 1.94	US	STDN
132-52	Google, Inc.	GM-1AS-EUR-1MO-STD	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset;	\$ 1.94	US	STDN
132-52	Google, Inc.	GM-1AS-NRT-AFR-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1 asset; Excludes Routing/Directions Service	\$ 11.67	US	STDN
132-52	Google, Inc.	GM-1AS-NRT-AFR-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 1 asset; Excludes Routing/Directions Service	\$ 11.67	US	STDN
132-52	Google, Inc.	GM-1AS-NRT-AFR-1MO-OEM	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset; Excludes Routing/Directions Service	\$ 0.97	US	STDN
132-52	Google, Inc.	GM-1AS-NRT-AFR-1MO-STD	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset; Excludes Routing/Directions Service	\$ 0.97	US	STDN
132-52	Google, Inc.	GM-1AS-NRT-EAS-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1 asset; Excludes Routing/Directions Service	\$ 11.67	US	STDN
132-52	Google, Inc.	GM-1AS-NRT-EAS-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 1 asset; Excludes Routing/Directions Service	\$ 11.67	US	STDN
132-52	Google, Inc.	GM-1AS-NRT-EAS-1MO-OEM	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset; Excludes Routing/Directions Service	\$ 0.97	US	STDN
132-52	Google, Inc.	GM-1AS-NRT-EAS-1MO-STD	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset; Excludes Routing/Directions Service	\$ 0.97	US	STDN
132-52	Google, Inc.	GM-1AS-NRT-EUR-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1 asset; Excludes Routing/Directions Service	\$ 11.67	US	STDN
132-52	Google, Inc.	GM-1AS-NRT-EUR-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 1 asset; Excludes Routing/Directions Service	\$ 11.67	US	STDN
132-52	Google, Inc.	GM-1AS-NRT-EUR-1MO-OEM	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset; Excludes Routing/Directions Service	\$ 0.97	US	STDN

132-52	Google, Inc.	GM-1AS-NRT-EUR-1MO-STD	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset; Excludes Routing/Directions Service	\$ 0.97	US	STDN
132-52	Google, Inc.	GM-1AS-NRT-OTH-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1 asset; Excludes Routing/Directions Service	\$ 5.83	US	STDN
132-52	Google, Inc.	GM-1AS-NRT-OTH-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 1 asset; Excludes Routing/Directions Service	\$ 5.83	US	STDN
132-52	Google, Inc.	GM-1AS-NRT-OTH-1MO-OEM	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset; Excludes Routing/Directions Service	\$ 0.49	US	STDN
132-52	Google, Inc.	GM-1AS-NRT-OTH-1MO-STD	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset; Excludes Routing/Directions Service	\$ 0.49	US	STDN
132-52	Google, Inc.	GM-1AS-NRT-SEA-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1 asset; Excludes Routing/Directions Service	\$ 11.67	US	STDN
132-52	Google, Inc.	GM-1AS-NRT-SEA-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 1 asset; Excludes Routing/Directions Service	\$ 11.67	US	STDN
132-52	Google, Inc.	GM-1AS-NRT-SEA-1MO-OEM	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset; Excludes Routing/Directions Service	\$ 0.97	US	STDN
132-52	Google, Inc.	GM-1AS-NRT-SEA-1MO-STD	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset; Excludes Routing/Directions Service	\$ 0.97	US	STDN
132-52	Google, Inc.	GM-1AS-OTH-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1 asset;	\$ 11.67	US	STDN
132-52	Google, Inc.	GM-1AS-OTH-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 1 asset;	\$ 11.67	US	STDN
132-52	Google, Inc.	GM-1AS-OTH-1MO-OEM	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset;	\$ 0.97	US	STDN
132-52	Google, Inc.	GM-1AS-OTH-1MO-STD	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset;	\$ 0.97	US	STDN
132-52	Google, Inc.	GM-1AS-SEA-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1 asset;	\$ 23.34	US	STDN
132-52	Google, Inc.	GM-1AS-SEA-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 1 asset;	\$ 23.34	US	STDN
132-52	Google, Inc.	GM-1AS-SEA-1MO-OEM	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset;	\$ 1.94	US	STDN
132-52	Google, Inc.	GM-1AS-SEA-1MO-STD	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 asset;	\$ 1.94	US	STDN

132-52	Google, Inc.	GM-1USR-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1 client;	\$ 114.00	US	STDN
132-52	Google, Inc.	GM-1USR-12MO-STD	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 1 client;	\$ 65.14	US	STDN
132-52	Google, Inc.	GM-1USR-1MO-OEM	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 client;	\$ 9.69	US	STDN
132-52	Google, Inc.	GM-1USR-1MO-STD	Google Maps API for Business Upgrade: 1 month subscription/support term; additional 1 client;	\$ 5.43	US	STDN
132-52	Google, Inc.	GM-400AS-EAS-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 400 assets;	\$ 9,722.92	US	STDN
132-52	Google, Inc.	GM-400AS-EAS-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 400 assets;	\$ 9,722.92	US	STDN
132-52	Google, Inc.	GM-400AS-EUR-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 400 assets;	\$ 9,722.92	US	STDN
132-52	Google, Inc.	GM-400AS-EUR-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 400 assets;	\$ 9,722.92	US	STDN
132-52	Google, Inc.	GM-800AS-NRT-EAS-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 800 assets; Excludes Routing/Directions Service	\$ 2,430.73	US	STDN
132-52	Google, Inc.	GM-800AS-NRT-EAS-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 800 assets; Excludes Routing/Directions Service	\$ 2,430.73	US	STDN
132-52	Google, Inc.	GM-800AS-NRT-EUR-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 800 assets; Excludes Routing/Directions Service	\$ 2,430.73	US	STDN
132-52	Google, Inc.	GM-800AS-NRT-EUR-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 800 assets; Excludes Routing/Directions Service	\$ 2,430.73	US	STDN
132-52	Google, Inc.	GM-800AS-NRT-SEA-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 800 assets; Excludes Routing/Directions Service	\$ 9,722.92	US	STDN
132-52	Google, Inc.	GM-800AS-NRT-SEA-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 800 assets; Excludes Routing/Directions Service	\$ 9,722.92	US	STDN
132-52	Google, Inc.	GM-800AS-OTH-12MO-OEM	Google Maps API for Business: 12 month subscription/support term; up to 800 assets;	\$ 9,722.92	US	STDN
132-52	Google, Inc.	GM-800AS-OTH-12MO-STD	Google Maps API for Business: 12 month subscription/support term; up to 800 assets; Unlimited pageviews	\$ 9,722.92	US	STDN
132-52	Google, Inc.	GM-DEV-100K-STD	Google Maps API for Business Evaluation/Developer Kit: 12 month subscription/support term; up to 100,000 map loads;	\$ 2,430.73	US	STDN

132-52	Google, Inc.	GM-DMA-1QPS-OEM	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 1 API querie(s) per second;	\$ 972.29	US	STDN
132-52	Google, Inc.	GM-DMA-1QPS-STD	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 1 Distance Matrix API querie(s) per second; additional 86,400 Distance Matrix API calls per day;	\$ 972.29	US	STDN
132-52	Google, Inc.	GM-DMA-750K-OEM	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 750,000 Distance Matrix API calls per day;	\$ 4,861.46	US	STDN
132-52	Google, Inc.	GM-DMA-750K-STD	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 750,000 Distance Matrix API calls per day;	\$ 4,861.46	US	STDN
132-52	Google, Inc.	GM-DRV-1QPS-OEM	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 1 Directions API querie(s) per second;	\$ 972.29	US	STDN
132-52	Google, Inc.	GM-DRV-1QPS-STD	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 1 Directions API querie(s) per second;	\$ 972.29	US	STDN
132-52	Google, Inc.	GM-DRV-750K-OEM	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 750,000 Directions API calls per day;	\$ 4,861.46	US	STDN
132-52	Google, Inc.	GM-DRV-750K-STD	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 750,000 Directions API calls per day;	\$ 4,861.46	US	STDN
132-52	Google, Inc.	GM-ELV-1QPS-OEM	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 1 Elevation API querie(s) per second;	\$ 972.29	US	STDN
132-52	Google, Inc.	GM-ELV-1QPS-STD	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 1 Elevation API querie(s) per second;	\$ 972.29	US	STDN
132-52	Google, Inc.	GM-ELV-750K-OEM	Google Maps API for Business Upgrade: 750K Requests for HTTP Elevation	\$ 4,861.46	US	STDN
132-52	Google, Inc.	GM-ELV-750K-STD	Google Maps API for Business Upgrade: 750K Requests for HTTP Elevation	\$ 4,861.46	US	STDN
132-52	Google, Inc.	GM-EMD-1UNT-OEM	Google Maps API for Business Other: up to 1 client; Right to embed Maps API into hardware or software application for the lifetime of the product, no pageviews included	\$ 48.61	US	STDN
132-52	Google, Inc.	GM-EXT-1M-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1,000,000 public map loads;	\$ 17,015.11	US	STDN



132-52	Google, Inc.	GM-EXT-1M-STD	Google Maps API for Business: 12 month subscription/support term; up to 1,000,000 public map loads;	\$ 9,722.92	US	STDN
132-52	Google, Inc.	GM-EXT-OVG1K-OEM	Google Maps API for Business Upgrade: 12 month subscription term; additional 1,000 public map loads; in excess of contracted amount	\$ 85.08	US	STDN
132-52	Google, Inc.	GM-EXT-OVG1K-STD	Google Maps API for Business Upgrade: 12 month subscription term; additional 1,000 public map loads; in excess of contracted amount	\$ 48.61	US	STDN
132-52	Google, Inc.	GM-GEO-1QPS-OEM	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 1 Geocoding API querie(s) per second;	\$ 972.29	US	STDN
132-52	Google, Inc.	GM-GEO-1QPS-STD	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 1 Geocoding API querie(s) per second;	\$ 972.29	US	STDN
132-52	Google, Inc.	GM-GEO-750K-OEM	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 750,000 Geocoding API calls per day;	\$ 4,861.46	US	STDN
132-52	Google, Inc.	GM-GEO-750K-STD	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 750,000 Geocoding API calls per day;	\$ 4,861.46	US	STDN
132-52	Google, Inc.	GM-INT-250K-OEM	Google Maps API for Business: 12 month subscription/support term; up to 250,000 private map loads;	\$ 17,015.11	US	STDN
132-52	Google, Inc.	GM-INT-250K-STD	Google Maps API for Business: 12 month subscription/support term; up to 250,000 private map loads;	\$ 9,722.92	US	STDN
132-52	Google, Inc.	GM-INT-OVG1K-OEM	Google Maps API for Business Upgrade: 12 month subscription term; additional 1,000 private map loads; in excess of contracted amount	\$ 170.15	US	STDN
132-52	Google, Inc.	GM-INT-OVG1K-STD	Google Maps API for Business Upgrade: 12 month subscription term; additional 1,000 private map loads; in excess of contracted amount	\$ 97.23	US	STDN
132-52	Google, Inc.	GM-TMZ-1QPS-OEM	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 1 Timezone API querie(s) per second;	\$ 972.29	US	STDN
132-52	Google, Inc.	GM-TMZ-1QPS-STD	Google Maps API for Business Upgrade: 12 month subscription/support term; additional 1 Timezone API querie(s) per second;	\$ 972.29	US	STDN
132-52	Google, Inc.	GM-TMZ-750K-OEM	Google Maps API for Business Upgrade: 12 month subscription/support term; 750K Requests for HTTP Time Zone	\$ 4,861.46	US	STDN

132-52	Google, Inc.	GM-TMZ-750K-STD	Google Maps API for Business Upgrade: 12 month subscription/support term; 750K Requests for HTTP Time Zone	\$ 4,861.46	US	STDN
132-52	Google, Inc.	M4B-PRT-TKT-AUTH	Google Maps API for Business Evaluation/Developer Kit: 12 month subscription/support term; Google GEO Enterprise Partner Toolkit for Authorized partner level	\$ 4,861.46	US	STDN
132-52	Google, Inc.	M4B-PRT-TKT-PREM	Google Maps API for Business Evaluation/Developer Kit: 12 month subscription/support term; Google GEO Enterprise Partner Toolkit for Premium partner level	\$ 2,430.73	US	STDN
			<b>Maps Mobile SDK</b>			
132-52	Google, Inc.	GM-MOBILE-1AS-12MO-OEM	Google Maps API for Business OEM: 12 month subscription/support term; up to 1 asset; Asset Tracking with Maps SDK for Mobile, 1 year, unlimited pageviews	\$ 11.67	US	STDN
132-52	Google, Inc.	GM-MOBILE-EMD-1UNT-OEM	Google Maps API for Business Other: up to 1 client; Right to embed Maps API into hardware or software application for the lifetime of the product, no pageviews included, Mobile Maps SDK	\$ 48.61	US	STDN
132-52	Google, Inc.	GM-MOBILE-EXT-1M-OEM	Google Maps API for Business: 12 month subscription/support term; up to 1,000,000 public map loads; Google Maps SDK for Android and iOS	\$ 17,015.11	US	STDN
132-52	Google, Inc.	GM-MOBILE-EXT-1M-STD	Google Maps API for Business: 12 month subscription/support term; up to 1,000,000 public map loads; Google Maps SDK for Android and iOS	\$ 9,722.92	US	STDN
132-52	Google, Inc.	GM-MOBILE-EXT-OVG1K-OEM	Google Maps API for Business Upgrade: 12 month subscription term; additional 1,000 public map loads; in excess of contracted amount, Google Maps SDK for Android and iOS	\$ 85.08	US	STDN
132-52	Google, Inc.	GM-MOBILE-EXT-OVG1K-STD	Google Maps API for Business Upgrade: 12 month subscription term; additional 1,000 public map loads; in excess of contracted amount, Google Maps SDK for Android and iOS	\$ 48.61	US	STDN
132-52	Google, Inc.	GM-MOBILE-INT-250K-OEM	Google Maps API for Business: 12 month subscription/support term; up to 250,000 private map loads; Google Maps SDK for Android and iOS	\$ 17,015.11	US	STDN
132-52	Google, Inc.	GM-MOBILE-INT-250K-STD	Google Maps API for Business: 12 month subscription/support term; up to 250,000 private map loads; Google Maps SDK for Android and iOS	\$ 9,722.92	US	STDN
132-52	Google, Inc.	GM-MOBILE-INT-OVG1K-OEM	Google Maps API for Business Upgrade: 12 month subscription term; additional 1,000 private map loads; in excess of contracted amount, Google Maps SDK for Android and iOS	\$ 170.15	US	STDN
132-52	Google, Inc.	GM-MOBILE-INT-OVG1K-STD	Google Maps API for Business Upgrade: 12 month subscription term; additional 1,000 private map loads; in	\$ 97.23	US	STDN

			excess of contracted amount, Google Maps SDK for Android and iOS			
132-52	Google, Inc.	GM-MOBILE-OVG1K	Google Maps API for Business Upgrade: 12 month subscription term; additional 1,000 private map loads; in excess of contracted amount, Mobile Maps SDK	\$ 170.15	US	STDN
			<b>Places API</b>			
132-52	Google, Inc.	GPB-1USR-12MO-OEM	Google Places API for Business: 12 month subscription/support term; up to 1 client; unlimited API calls per day;	\$ 34.03	US	STDN
132-52	Google, Inc.	GPB-EMD-1K-OEM	Google Places API for Business: up to 1,000 private queries;	\$ 0.97	US	STDN
132-52	Google, Inc.	GPB-EMD-1UNT-OEM	Google Places API for Business OEM: up to 0 API calls per day; right to embed Places API into hardware or software application for the lifetime of the product	\$ 19.45	US	STDN
132-52	Google, Inc.	GPB-EXT-2M-OEM	Google Places API for Business: 12 month subscription/support term; up to 2,000,000 public queries; applicable only for public facing websites	\$ 17,015.11	US	STDN
132-52	Google, Inc.	GPB-EXT-OVG1K-OEM	Google Places API for Business Upgrade: 12 month subscription term; additional 1,000 public queries; queries overage; applicable only for public facing websites	\$ 42.54	US	STDN
132-52	Google, Inc.	GPB-INT-500K-OEM	Google Places API for Business: 12 month subscription/support term; up to 500,000 private queries; applicable only for internal applications	\$ 17,015.11	US	STDN
132-52	Google, Inc.	GPB-INT-OVG1K-OEM	Google Places API for Business Upgrade: 12 month subscription term; additional 1,000 private queries; queries overage; applicable only for internal applications	\$ 85.08	US	STDN
132-52	Google, Inc.	GPB-ZGT-1USR-12MO-STD	Google Places API for Business: 12 month subscription/support term; up to 1 client; unlimited API calls per day;	\$ 19.45	US	STDN
132-52	Google, Inc.	GPB-ZGT-DEV-200K-STD	Google Places API for Business Evaluation/Developer Kit: 12 month subscription/support term; up to 200,000 queries;	\$ 2,430.73	US	STDN
132-52	Google, Inc.	GPB-ZGT-EMD-1K-STD	Google Places API for Business: up to 1,000 private queries;	\$ 0.97	US	STDN
132-52	Google, Inc.	GPB-ZGT-EMD-1UNT-STD	Google Places API for Business OEM: up to 0 API calls per day; right to embed Places API into hardware or software application for the lifetime of the product	\$ 19.45	US	STDN
132-52	Google, Inc.	GPB-ZGT-EXT-2M-STD	Google Places API for Business: 12 month subscription/support term; up to 2,000,000 public queries;	\$ 9,722.92	US	STDN

132-52	Google, Inc.	GPB-ZGT-EXT-OVG1K-STD	Google Places API for Business Upgrade: 12 month subscription term; additional 1,000 public queries; queries overage	\$ 24.31	US	STDN
132-52	Google, Inc.	GPB-ZGT-INT-500K-STD	Google Places API for Business: 12 month subscription/support term; up to 500,000 private queries;	\$ 9,722.92	US	STDN
132-52	Google, Inc.	GPB-ZGT-INT-OVG1K-STD	Google Places API for Business Upgrade: 12 month subscription term; additional 1,000 private queries; queries overage; applicable only for internal applications	\$ 48.61	US	STDN
132-52	Google, Inc.	GPB-ZGT-UPG-1USR-12MO-OEM	Google Places API for Business: 12 month subscription/support term; up to 1 client; unlimited API calls per day; Zagat upgrade	\$ 6.81	US	STDN
132-52	Google, Inc.	GPB-ZGT-UPG-EMD-1K-OEM	Google Places API for Business: up to 1,000 private queries; Zagat upgrade	\$ 0.19	US	STDN
132-52	Google, Inc.	GPB-ZGT-UPG-EMD-1UNT-OEM	Google Places API for Business OEM: up to 0 API calls per day; right to embed Places API into hardware or software application for the lifetime of the product; Zagat upgrade	\$ 3.89	US	STDN
132-52	Google, Inc.	GPB-ZGT-UPG-EXT-2M-OEM	Google Places API for Business: 12 month subscription/support term; up to 2,000,000 public queries; Zagat upgrade	\$ 3,403.02	US	STDN
132-52	Google, Inc.	GPB-ZGT-UPG-EXT-OVG1K-OEM	Google Places API for Business Upgrade: 12 month subscription term; additional 1,000 public queries; queries overage; Zagat upgrade	\$ 8.51	US	STDN
132-52	Google, Inc.	GPB-ZGT-UPG-INT-500K-OEM	Google Places API for Business: 12 month subscription/support term; up to 500,000 private queries; Zagat upgrade	\$ 3,403.02	US	STDN
132-52	Google, Inc.	GPB-ZGT-UPG-INT-OVG1K-OEM	Google Places API for Business Upgrade: 12 month subscription term; additional 1,000 private queries; queries overage; applicable only for internal applications; Zagat upgrade	\$ 17.02	US	STDN
			<b>Tracks API</b>			
132-52	Google, Inc.	GM-TRK-1AS-STD	Google Maps API for Business: 12 month subscription/support term; Tracks API per-asset subscription; include unlimited Maps API usage per-asset	\$ 19.45	US	STDN

**Google Apps Volume Discount Schedule**

	<b>From</b>	<b>To</b>	<b>Reduction</b>	<b>GSA</b>
<b>GM-EXT-1M-STD. GPB-ZGT-EXT-2M-STD. GM-MOBILE-EXT-1M-STD</b>				
	<b>1</b>	<b>4</b>		See Pricelist
	<b>5</b>	<b>14</b>	20.00%	\$ 8,000.00
	<b>15</b>	<b>29</b>	50.00%	\$ 5,000.00
	<b>30</b>	<b>99</b>	70.00%	\$ 3,000.00
	<b>100</b>	<b>249</b>	80.00%	\$ 2,000.00
	<b>250</b>	<b>999</b>	85.00%	\$ 1,500.00
<b>GM-EXT-1M-OEM. GPB-EXT-2M-OEM. GM-MOBILE-EXT-1M-OEM</b>				
	<b>1</b>	<b>4</b>		See Pricelist
	<b>5</b>	<b>14</b>	20.00%	\$ 14,000.00
	<b>15</b>	<b>29</b>	50.00%	\$ 8,750.00
	<b>30</b>	<b>99</b>	70.00%	\$ 5,250.00
	<b>100</b>	<b>249</b>	80.00%	\$ 3,500.00
	<b>250</b>	<b>999</b>	85.00%	\$ 2,625.00
<b>GM-INT-250K-STD. GPB-ZGT-INT-500K-STD. GM-MOBILE-INT-250K-STD</b>				
	<b>1</b>	<b>5</b>		See Pricelist
	<b>6</b>	<b>29</b>	33.00%	\$ 6,700.00
	<b>30</b>	<b>59</b>	67.00%	\$ 3,300.00
	<b>60</b>	<b>179</b>	71.00%	\$ 2,900.00
	<b>180</b>	<b>399</b>	79.00%	\$ 2,100.00
	<b>400</b>	<b>infinite</b>	81.00%	\$ 1,900.00
<b>GM-INT-250K-OEM. GPB-INT-500K-OEM. GM-MOBILE-INT-250K-OEM</b>				
	<b>1</b>	<b>5</b>		See Pricelist
	<b>6</b>	<b>29</b>	33.00%	\$ 11,725.00
	<b>30</b>	<b>59</b>	67.00%	\$ 5,775.00
	<b>60</b>	<b>179</b>	71.00%	\$ 5,075.00
	<b>180</b>	<b>399</b>	79.00%	\$ 3,675.00
	<b>400</b>	<b>infinite</b>	81.00%	\$ 3,325.00
<b>GM-1USR-12MO-STD</b>				

	150	799		See Pricelist
	800	2,499	25.37%	\$ 50.00
	2,500	7,999	40.30%	\$ 40.00
	8,000	19,999	67.35%	\$ 21.88
	20,000	99,999	73.88%	\$ 17.50
	100,000	infinite	81.72%	\$ 12.25
<b>GM-1USR-1MO-STD</b>				
	150	799		See Pricelist
	800	2,499	25.37%	\$ 4.16
	2,500	7,999	40.30%	\$ 3.33
	8,000	19,999	67.35%	\$ 1.82
	20,000	99,999	73.88%	\$ 1.46
	100,000	infinite	81.72%	\$ 1.02
<b>GM-1USR-12MO-OEM</b>				
	150	799		See Pricelist
	800	2,499	25.37%	\$ 87.50
	2,500	7,999	40.30%	\$ 70.00
	8,000	19,999	67.35%	\$ 38.28
	20,000	99,999	73.88%	\$ 30.63
	100,000	infinite	81.72%	\$ 21.43
<b>GM-1USR-1MO-OEM</b>				
	150	799		See Pricelist
	800	2,499	25.37%	\$ 7.44
	2,500	7,999	40.30%	\$ 5.95
	8,000	19,999	67.35%	\$ 3.26
	20,000	99,999	73.88%	\$ 2.60
	100,000	infinite	81.72%	\$ 1.82
<b>GM-1AS-NRT-OTH-12MO-STD.</b>				
<b>GM-1AS-NRT-OTH-12MO-OEM</b>				
	1	999		See Pricelist
	1,000	1,999	4.18%	\$ 5.75
	2,000	4,999	8.33%	\$ 5.50
	5,000	9,999	16.67%	\$ 5.00
	10,000	24,999	25.00%	\$ 4.50
	25,000	49,999	33.33%	\$ 4.00
	50,000	infinite	37.50%	\$ 3.75

<b>GM-1AS-NRT-OTH-1MO-OEM. GM-1AS-NRT-OTH-1MO-STD</b>				
	1	999		See Pricelist
	1,000	1,999	4.18%	\$ 0.48
	2,000	4,999	8.33%	\$ 0.46
	5,000	9,999	16.67%	\$ 0.42
	10,000	24,999	25.00%	\$ 0.38
	25,000	49,999	33.33%	\$ 0.33
	50,000	infinite	37.50%	\$ 0.31
<b>GM-1AS-OTH-12MO-STD. GM-1AS-OTH-12MO-OEM. GM-MOBILE-1AS-12MO-OEM</b>				
	1	999		See Pricelist
	1,000	1,999	4.14%	\$ 11.50
	2,000	4,999	8.33%	\$ 11.00
	5,000	9,999	16.67%	\$ 10.00
	10,000	24,999	25.01%	\$ 9.00
	25,000	49,999	33.35%	\$ 8.00
	50,000	infinite	37.50%	\$ 7.50
<b>GM-1AS-OTH-1MO-OEM. GM-1AS-OTH-1MO-STD</b>				
	1	999		See Pricelist
	1,000	1,999	4.14%	\$ 0.96
	2,000	4,999	8.33%	\$ 0.92
	5,000	9,999	16.67%	\$ 0.83
	10,000	24,999	25.01%	\$ 0.75
	25,000	49,999	33.35%	\$ 0.67
	50,000	infinite	37.50%	\$ 0.63
<b>GM-1AS-NRT-EUR-12MO-STD. GM-1AS-NRT-EUR-12MO-OEM</b>				
	1	999		See Pricelist
	1,000	1,999	4.17%	\$ 11.50
	2,000	4,999	8.33%	\$ 11.00
	5,000	9,999	16.67%	\$ 10.00
	10,000	24,999	25.01%	\$ 9.00
	25,000	49,999	33.35%	\$ 8.00
	50,000	infinite	37.50%	\$ 7.50

<b>GM-1AS-NRT-AFR-1MO-OEM. GM-1AS-NRT-AFR-1MO-STD. GM-1AS-NRT-EAS-1MO-OEM. GM-1AS-NRT-EAS-1MO-STD. GM-1AS-NRT-EUR-1MO-OEM. GM-1AS-NRT-EUR-1MO-STD. GM-1AS-NRT-SEA-1MO-OEM. GM-1AS-NRT-SEA-1MO-STD</b>				
	1	999	0.00%	See Pricelist
	1,000	1,999	4.17%	\$ 0.96
	2,000	4,999	8.33%	\$ 0.92
	5,000	9,999	16.67%	\$ 0.83
	10,000	24,999	25.01%	\$ 0.75
	25,000	49,999	33.35%	\$ 0.67
	50,000	infinite	37.50%	\$ 0.63
<b>GM-1AS-EUR-12MO</b>				
	1	999		See Pricelist
	1,000	1,999	4.17%	\$ 23.00
	2,000	4,999	8.32%	\$ 22.00
	5,000	9,999	16.67%	\$ 20.00
	10,000	24,999	25.00%	\$ 18.00
	25,000	49,999	33.33%	\$ 16.00
	50,000	infinite	37.50%	\$ 15.00
<b>GM-1AS-AFR-1MO-OEM. GM-1AS-AFR-1MO-STD. GM-1AS-EAS-1MO-OEM. GM-1AS-EAS-1MO-STD. GM-1AS-EUR-1MO-OEM. GM-1AS-EUR-1MO-STD. GM-1AS-SEA-1MO-OEM. GM-1AS-SEA-1MO-STD</b>				
	1	999	0.00%	See Pricelist
	1,000	1,999	4.17%	\$ 1.92
	2,000	4,999	8.33%	\$ 1.83
	5,000	9,999	16.67%	\$ 1.67
	10,000	24,999	25.01%	\$ 1.50
	25,000	49,999	33.35%	\$ 1.33
	50,000	infinite	37.50%	\$ 1.25
<b>GPB-ZGT-1USR-12MO-STD</b>				
	1	9,999		See Pricelist
	10,000	24,999	40.00%	\$ 12.00
	25,000	49,999	60.00%	\$ 8.00
	50,000	99,999	72.50%	\$ 5.50
	100,000	499,999	82.50%	\$ 3.50
	500,000	1,999,999	89.50%	\$ 2.10
	2,000,000	4,999,999	92.00%	\$ 1.60



	5,000,000	9,999,999	94.00%	\$	1.20
	10,000,000	infinite	95.00%	\$	1.00
<b>GPB-1USR-12MO-OEM</b>					
	1	9,999	0.00%		See Pricelist
	10,000	24,999	40.00%	\$	21.00
	25,000	49,999	60.00%	\$	14.00
	50,000	99,999	72.50%	\$	9.63
	100,000	499,999	82.50%	\$	6.13
	500,000	1,999,999	89.50%	\$	3.68
	2,000,000	4,999,999	92.00%	\$	2.80
	5,000,000	9,999,999	94.00%	\$	2.10
	10,000,000	infinite	95.00%	\$	1.75
<b>GGB-125K-STD</b>					
	1	7			See Pricelist
	8	79	38.00%	\$	6,200.00
	80	399	88.00%	\$	1,200.00
	400	1,599	95.00%	\$	500.00
	1,600	3,999	97.00%	\$	300.00
	4,000	7,999	98.00%	\$	200.00
	8,000	infinite	99.00%	\$	100.00
<b>GGB-125K-OEM</b>					
	1	7			See Pricelist
	8	79	38.00%	\$	10,850.00
	80	399	88.00%	\$	2,100.00
	400	1,599	95.00%	\$	875.00
	1,600	3,999	97.00%	\$	525.00
	4,000	7,999	98.00%	\$	350.00
	8,000	infinite	99.00%	\$	175.00
<b>GGB-1USR-12MO-STD</b>					
	1	9,999			See Pricelist
	10,000	49,999	33.33%	\$	6.67
	50,000	99,999	50.00%	\$	5.00
	100,000	499,999	65.00%	\$	3.50
	500,000	999,999	75.00%	\$	2.50
	1,000,000	1,999,999	82.00%	\$	1.80
	2,000,000	4,999,999	87.00%	\$	1.30

	<b>5,000,000</b>	<b>infinite</b>		90.00%	\$	1.00
<b>GGB-1USR-12MO-OEM</b>						
	<b>1</b>	<b>99,999</b>		0.00%		See Pricelist
	10,000		49,999	33.33%	\$	11.67
	50,000		99,999	50.00%	\$	8.75
	<b>100,000</b>	<b>499,999</b>		65.00%	\$	6.13
	<b>500,000</b>	<b>999,999</b>		75.00%	\$	4.38
	<b>1,000,000</b>	<b>1,999,999</b>		82.00%	\$	3.15
	<b>2,000,000</b>	<b>4,999,999</b>		87.00%	\$	2.28
	<b>5,000,000</b>	<b>infinite</b>		90.00%	\$	1.75
<b>GGB-EMD-1UNT-STD</b>						
	<b>1</b>	<b>99,999</b>				See Pricelist
	10,000	49,999		33.33%	\$	20.00
	50,000	99,999		50.00%	\$	15.00
	100,000	499,999		65.00%	\$	10.50
	500,000	999,999		75.00%	\$	7.50
	1,000,000	1,999,999		82.00%	\$	5.40
	2,000,000	4,999,999		87.00%	\$	3.90
	5,000,000	infinite		90.00%	\$	3.00
<b>GGB-EMD-1UNT-OEM</b>						
	<b>1</b>	<b>99,999</b>				See Pricelist
	10,000	49,999		33.33%	\$	35.00
	50,000	99,999		50.00%	\$	26.25
	100,000	499,999		65.00%	\$	18.38
	500,000	999,999		75.00%	\$	13.13
	1,000,000	1,999,999		82.00%	\$	9.45
	2,000,000	4,999,999		87.00%	\$	6.83
	5,000,000	infinite		90.00%	\$	5.25
<b>GM-TRK-1AS-STD</b>						
	<b>1</b>	<b>999</b>				See Pricelist
	1,000	1,999		4.18%	\$	19.16
	2,000	4,999		8.33%	\$	18.33
	5,000	9,999		16.67%	\$	16.67
	10,000	24,999		25.00%	\$	15.00
	25,000	49,999		33.33%	\$	13.33
	50,000	infinite		37.50%	\$	12.50

<b>GE-PORTABLE-1USR-12MO-STD</b>				
	1	20		See Pricelist
	21	100	0.4	\$ 1,500.00
	101	500	0.6	\$ 1,000.00
	501	infinite	0.7	\$ 750.00
<b>GE-PORTABLE-1USR-12MO-GOV</b>				
	1	20		See Pricelist
	21	100	0.4	\$ 1,200.00
	101	500	0.6	\$ 800.00
	501	infinite	0.7	\$ 600.00
<b>GE-PORTABLE-10USR-12MO-STD</b>				
	1	20		See Pricelist
	21	100	0.4	\$ 6,000.00
	101	500	0.6	\$ 4,000.00
	501	infinite	0.7	\$ 3,000.00
<b>GE-PORTABLE-10USR-12MO-GOV</b>				
	1	20		See Pricelist
	21	100	0.4	\$ 4,800.00
	101	500	0.6	\$ 3,200.00
	501	infinite	0.7	\$ 2,400.00
<b>GMP-PUBLIC-ML-1M-STD</b>				
	1	4		See Pricelist
	5	14	20.00%	\$ 8,000.00
	15	29	50.00%	\$ 5,000.00
	30	99	70.00%	\$ 3,000.00
	100	249	80.00%	\$ 2,000.00
	250	infinite	85.00%	\$ 1,500.00
<b>GMP-PUBLIC-ML-1M-OEM</b>				
	1	4		See Pricelist
	5	14	20.00%	\$ 14,000.00
	15	29	50.00%	\$ 8,750.00
	30	99	70.00%	\$ 5,250.00
	100	249	80.00%	\$ 3,500.00
	250	infinite	85.00%	\$ 2,625.00

**Hubspot GSA Awarded Pricing:  
132-52 and 132-50**



SIN	MFR NAME	MFR PART NO	PRODUCT NAME	PRODUCT DESCRIPTION	UOI	GSA OFFER PRICE WITH .75% IFF)	QUANTITY /VOLUME DISCOUNT	WARRANTY	COO
132-52	HubSpot	HS-BAS	HubSpot Basic	HubSpot Basic marketing software includes 100 contacts (annual contract required price shown is per month cost) *requires HubSpot Basic Onboarding <a href="http://www.hubspot.com/pricing#?currency=USD">http://www.hubspot.com/pricing#?currency=USD</a>	Per month	\$197.48	None	Standard Commercial	US
132-52	HubSpot	HS-BAS-AC	HubSpot Basic Additional Contacts	HubSpot Basic marketing software 1,000 Additional Contacts - must be purchased with HubSpot Basic (per month cost), (annual contract required price shown is per month cost)	Per month	\$98.74	None	Standard Commercial	US
132-52	HubSpot	HS-PRO	HubSpot Pro	HubSpot Pro marketing software includes 1,000 contacts (annual contract required price shown is per month cost) *requires HubSpot Pro Onboarding <a href="http://www.hubspot.com/pricing#?currency=USD">http://www.hubspot.com/pricing#?currency=USD</a>	Per month	\$789.92	None	Standard Commercial	US
132-52	HubSpot	HS-PRO-AC	HubSpot Pro Additional Contacts	HubSpot Pro marketing software 1,000 Additional Contacts - must be purchased with HubSpot Pro (per month cost), (annual contract required price shown is per month cost)	Per month	\$49.37	None	Standard Commercial	US

132-52	HubSpot	HS-ENT	HubSpot Enterprise	HubSpot Enterprise: marketing software includes 10,000 contacts (per month cost) *requires HubSpot Enterprise Onboarding <a href="http://www.hubspot.com/pricing#?currency=USD">http://www.hubspot.com/pricing#?currency=USD</a> (annual contract required price shown is per month cost)	Per month	\$2,369.77	None	Standard Commercial	US
132-52	HubSpot	HS-ENT-AC	HubSpot Enterprise Additional Contacts	HubSpot Enterprise marketing software 1,000 Additional Contacts - must be purchased with HubSpot Enterprise (per month cost)	Per month	\$9.87	None	Standard Commercial	US
132-52	HubSpot	HS-DIP	HubSpot Dedicated IP Address	HubSpot marketing software Dedicated IP Address (per month cost) <a href="http://www.hubspot.com/products/email/dedicated-ip">http://www.hubspot.com/products/email/dedicated-ip</a> (annual contract required price shown is per month cost)	Per month	\$493.70	None	Standard Commercial	US
132-52	HubSpot	HS-TEM	HubSpot Transactional Email	Transactional Email (per month cost, includes Dedicated IP Address) <a href="http://www.hubspot.com/products/email/transactional-email">http://www.hubspot.com/products/email/transactional-email</a> (annual contract required price shown is per month cost)	Per month	\$987.41	None	Standard Commercial	US
132-52	HubSpot	HS-CMS	HubSpot CMS	HubSpot CMS marketing software (per month cost) <a href="http://www.hubspot.com/products/sites">http://www.hubspot.com/products/sites</a> (annual contract required price shown is per month cost)	Per month	\$296.22	None	Standard Commercial	US

132-52	HubSpot	HS-PLAT	HubSpot Platinum Success	HubSpot Platinum Success (per month) <a href="http://www.hubspot.com/services/platinum-success">http://www.hubspot.com/services/platinum-success</a> (annual contract required price shown is per month cost)	Per month	\$1,481.11	None	Standard Commercial	US
132-52	HubSpot	HS-DTS	HubSpot Designated Technical Support	HubSpot marketing software Designated Technical Support (per month) <a href="http://www.hubspot.com/services/designated-technical-support">http://www.hubspot.com/services/designated-technical-support</a>	Per month	\$345.59	None	Standard Commercial	US
132-52	HubSpot	HS-DTCS	HubSpot Designated Technical & Campaign Support	HubSpot Designated Technical & Campaign Support (per month) <a href="http://www.hubspot.com/services/designated-technical-campaign-support">http://www.hubspot.com/services/designated-technical-campaign-support</a> (annual contract required price shown is per month cost)	Per month	\$592.44	None	Standard Commercial	US
132-52	HubSpot	HS-PA	HubSpot Priority Access	HubSpot marketing software Priority Access (per month) <a href="http://www.hubspot.com/services/priority-access">http://www.hubspot.com/services/priority-access</a> (annual contract required price shown is per month cost)	Per month	\$246.85	None	Standard Commercial	US
132-52	HubSpot	HS-PPC	HubSpot Advertising Connector	HubSpot marketing software Advertising Connector (Ads Add-on) <a href="http://www.hubspot.com/products/ads">http://www.hubspot.com/products/ads</a> (annual contract required price shown is per month cost)	Per month	\$98.74	None	Standard Commercial	US
132-52	HubSpot	HS-REP	HubSpot Advanced Reporting Analytics	HubSpot marketing software Advanced Reporting Analytics (per month) <a href="http://www.hubspot.com/products/analytics">http://www.hubspot.com/products/analytics</a> (annual contract required price shown is per month cost)	Per month	\$197.48	None	Standard Commercial	US

SIN	MFR NAME	MFR PART NO	COURSE NAME	COURSE DESCRIPTION	UOI	GSA OFFER PRICE WITH .75% IFF)	QUANTITY /VOLUME DISCOUNT	WARRANTY	COO
132-50	HubSpot	HS-BAS-ON	HubSpot Basic Onboarding	HubSpot marketing software Basic Onboarding (Required with HubSpot Basic). Our Basic Onboarding service is designed for new customers using the Basic HubSpot software. Based on your business goals and the Inbound Methodology, you will receive a plan for an inbound marketing campaign. This campaign is designed to teach you how to use the HubSpot software to attract the right visitors to your site, convert them into leads, close them into customers, and delight those customers into promoters. . <a href="http://www.hubspot.com/services/basic-onboarding">http://www.hubspot.com/services/basic-onboarding</a>	Per Basic Onboarding	\$592.44	None	Standard Commercial	US
132-50	HubSpot	HS-PRO-ON	HubSpot Professional Onboarding	HubSpot marketing software Professional Onboarding (Required with HubSpot Professional). Professional Onboarding is designed for new customers on the Professional software suite who want a more personalized training experience. With the help of an Implementation Specialist, you will receive both technical guidance to properly configure the HubSpot software and campaign assistance to leverage the HubSpot tools and Inbound Methodology. <a href="http://www.hubspot.com/services/professional-onboarding">http://www.hubspot.com/services/professional-onboarding</a>	Per Professional Onboarding	\$2,962.22	None	Standard Commercial	US

132-50	HubSpot	HS-ENT-ON	HubSpot Enterprise Onboarding	HubSpot Enterprise Onboarding (Required for HubSpot Enterprise). Enterprise Onboarding consists of assistance with the setup and/or implementation of your HubSpot subscription and with the creation of up to one (1) campaign utilizing the HubSpot tools and methodology. Enterprise Onboarding is delivered remotely by an Implementation Specialist or equivalent HubSpot expert(s). You and we will agree to the amount of assistance necessary during initial kickoff. <a href="http://www.hubspot.com/services/enterprise-onboarding">http://www.hubspot.com/services/enterprise-onboarding</a>	Per Enterprise Onboarding	\$4,937.03	None	Standard Commercial	US
132-50	HubSpot	HS-ON-ON	HubSpot Onsite Onboarding	HubSpot marketing software Onsite Onboarding. On-site Onboarding is designed for new customers on either the Professional or Enterprise software suites who want personalized implementation with advanced techniques. With the help of a Marketing and Technical Consultant, you will receive hands-on guidance to ensure that your tool training, technical assistance and strategy formulation is tailored and completely custom. <a href="http://www.hubspot.com/services/onsite-onboarding">http://www.hubspot.com/services/onsite-onboarding</a>	Per Onsite Onboarding	\$19,748.11	None	Standard Commercial	US
132-50	HubSpot	HS-TR-F	HubSpot Fundamentals Training	HubSpot Fundamentals Training: Building and Inbound Campaign. Fundamentals Training: Building an Inbound Campaign is designed specifically for customers who are looking for a more hands-on, personalized HubSpot training experience. This classroom course will lay the foundation of the inbound methodology and guide you through the process of building an inbound marketing campaign. <a href="http://www.hubspot.com/services/fundamentals-training-building-inbound-campaign">http://www.hubspot.com/services/fundamentals-training-building-inbound-campaign</a>	Per Seat	\$987.41	None	Standard Commercial	US
132-50	HubSpot	HS-EXS	HubSpot Executive Summit	HubSpot marketing software Executive Summit: How HubSpot Built its Sales and Marketing Machine. HubSpot's executives will share key metrics, benchmarks, lessons, and pitfalls so you can decide how to build and grow your own organization. <a href="http://www.hubspot.com/services/market-like-hubspot">http://www.hubspot.com/services/market-like-hubspot</a>	Per Seat	\$2,962.22	None	Standard Commercial	US



**Mindbreeze GSA Awarded Pricing:**

**132-34, 132-50 and 132-52**



SIN	MANUFACTURER NAME	MFR PART NO	PRODUCT NAME	PRODUCT DESCRIPTION	UOI	GSA OFFER PRICE (inclusive of the .75% IFF)	QUANTITY/VOLUME DISCOUNT	COO
<b>Mindbreeze InSpire Premium Support</b>								
132-34	Fabasoft Corporation	Annual package	Annual package	Annual package	Annually	\$4,937.03	None	AT
132-34	Fabasoft Corporation	1 support request (based on annual package)	1 support request (based on annual package)	1 support request (based on annual package)	Annually	\$1,974.81	None	AT
132-34	Fabasoft Corporation	5 support requests (based on annual package)	5 support requests (based on annual package)	5 support requests (based on annual package)	Annually	\$9,380.35	None	AT
132-34	Fabasoft Corporation	10 support requests (based on annual package)	10 support requests (based on annual package)	10 support requests (based on annual package)	Annually	\$17,773.30	None	AT

SIN	Course Title	Course Length	Min. Participants	Maximum Participants	GSA OFFER PRICE (inclusive of the .75% IFF)	QUANTITY/VOLUME DISCOUNT
132-50	1 training day	1 Day	1	12	\$2,567.25	None

SIN	MANUFACTURER NAME	MFR PART NO	PRODUCT NAME	PRODUCT DESCRIPTION	UOI	GSA OFFER PRICE (inclusive of the .75% IFF)	QUANTITY /VOLUME DISCOUNT	COO
<b>Mindbreeze InSpire (Search Appliance). Mindbreeze InSpire indicates a maximum number of documents/objects.</b>								
132-52	Fabasoft Corporation	Mindbreeze InSpire 500K	Mindbreeze InSpire 500K	Mindbreeze InSpire 500K	Annually Per Appliance	\$11,848.87	None	AT
132-52	Fabasoft Corporation	Mindbreeze InSpire 1M	Mindbreeze InSpire 1M	Mindbreeze InSpire 1M	Annually Per Appliance	\$23,697.73	None	AT
132-52	Fabasoft Corporation	Mindbreeze InSpire 2M	Mindbreeze InSpire 2M	Mindbreeze InSpire 2M	Annually Per Appliance	\$43,445.84	None	AT
132-52	Fabasoft Corporation	Mindbreeze InSpire 5M	Mindbreeze InSpire 5M	Mindbreeze InSpire 5M	Annually Per Appliance	\$82,942.07	None	AT
132-52	Fabasoft Corporation	Mindbreeze InSpire 10M	Mindbreeze InSpire 10M	Mindbreeze InSpire 10M	Annually Per Appliance	\$130,337.53	None	AT
132-52	Fabasoft Corporation	Mindbreeze InSpire 20M	Mindbreeze InSpire 20M	Mindbreeze InSpire 20M	Annually Per Appliance	\$236,977.33	None	AT
132-52	Fabasoft Corporation	Mindbreeze InSpire 30M	Mindbreeze InSpire 30M	Mindbreeze InSpire 30M	Annually Per Appliance	\$355,465.99	None	AT
132-52	Fabasoft Corporation	Mindbreeze InSpire 50M	Mindbreeze InSpire 50M	Mindbreeze InSpire 50M	Annually Per Appliance	\$513,450.88	None	AT
132-52	Fabasoft Corporation	Mindbreeze InSpire 100M	Mindbreeze InSpire 100M	Mindbreeze InSpire 100M	Annually Per Appliance	\$868,916.88	None	AT
132-52	Fabasoft Corporation	Mindbreeze InSpire 500K - Standby	Mindbreeze InSpire 500K - Standby	Mindbreeze InSpire 500K - Standby	Annually Per Appliance	\$5,924.43	None	AT
132-52	Fabasoft Corporation	Mindbreeze InSpire 1M - Standby	Mindbreeze InSpire 1M - Standby	Mindbreeze InSpire 1M - Standby	Annually Per Appliance	\$11,848.87	None	AT
132-52	Fabasoft Corporation	Mindbreeze InSpire 2M - Standby	Mindbreeze InSpire 2M - Standby	Mindbreeze InSpire 2M - Standby	Annually Per Appliance	\$21,722.92	None	AT
132-52	Fabasoft Corporation	Mindbreeze InSpire 5M - Standby	Mindbreeze InSpire 5M - Standby	Mindbreeze InSpire 5M - Standby	Annually Per Appliance	\$41,471.03	None	AT
132-52	Fabasoft Corporation	Mindbreeze InSpire 10M - Standby	Mindbreeze InSpire 10M - Standby	Mindbreeze InSpire 10M - Standby	Annually Per Appliance	\$65,168.77	None	AT
132-52	Fabasoft Corporation	Mindbreeze InSpire 20M - Standby	Mindbreeze InSpire 20M - Standby	Mindbreeze InSpire 20M - Standby	Annually Per Appliance	\$118,488.66	None	AT
132-52	Fabasoft Corporation	Mindbreeze InSpire 30M - Standby	Mindbreeze InSpire 30M - Standby	Mindbreeze InSpire 30M - Standby	Annually Per Appliance	\$177,733.00	None	AT

132-52	Fabasoft Corporation	Mindbreeze InSpire 50M - Standby	Mindbreeze InSpire 50M - Standby	Mindbreeze InSpire 50M - Standby	Annually Per Appliance	\$256,725.44	None	AT
132-52	Fabasoft Corporation	Mindbreeze InSpire 100M - Standby	Mindbreeze InSpire 100M - Standby	Mindbreeze InSpire 100M - Standby	Annually Per Appliance	\$434,458.44	None	AT
<b>Mindbreeze InSpire – Change Management Fee (Search Appliance). The Change Management Fee is for changing to the newest Mindbreeze InSpire generation.</b>								
132-52	Fabasoft Corporation	Mindbreeze InSpire 500K – 1M	Mindbreeze InSpire 500K – 1M	Mindbreeze InSpire 500K – 1M	Per Application	\$2,962.22	None	AT
132-52	Fabasoft Corporation	Mindbreeze InSpire 2M – 10M	Mindbreeze InSpire 2M – 10M	Mindbreeze InSpire 2M – 10M	Per Application	\$6,911.84	None	AT
<b>Mindbreeze InSpire – Try &amp; Buy program (Search Appliance)</b>								
132-52	Fabasoft Corporation	Mindbreeze InSpire 500K – 1M	Mindbreeze InSpire 500K – 1M	Mindbreeze InSpire 500K – 1M	Per Application	\$2,962.22	None	AT
132-52	Fabasoft Corporation	Mindbreeze InSpire 2M – 10M	Mindbreeze InSpire 2M – 10M	Mindbreeze InSpire 2M – 10M	Per Application	\$6,911.84	None	AT
<b>Mindbreeze InSpire – Services under Search Appliance</b>								
132-52	Fabasoft Corporation	1 person day – Senior Consultant	1 person day – Senior Consultant	1 person day – Senior Consultant.	Per Package	\$1,678.59	None	AT
132-52	Fabasoft Corporation	1 person day – Consultant	1 person day – Consultant	1 person day – Consultant	Per Package	\$1,481.11	None	AT
132-52	Fabasoft Corporation	20 person days – Senior Consultant	20 person days – Senior Consultant	20 person days – Senior Consultant	Per Package	\$31,596.98	None	AT
132-52	Fabasoft Corporation	20 person days – Consultant	20 person days – Consultant	20 person days – Consultant	Per Package	\$27,647.36	None	AT
132-52	Fabasoft Corporation	50 person days – Senior Consultant	50 person days – Senior Consultant	50 person days – Senior Consultant	Per Package	\$74,055.42	None	AT
132-52	Fabasoft Corporation	50 person days – Consultant	50 person days – Consultant	50 person days – Consultant	Per Package	\$61,712.85	None	AT