

The IQ Business Group Inc. dba IQBG, Inc.

APPENDIX C – PRICING INDEX

DIR-CPO-5351

Software (COTS) and Related Services

Brand	Category	DISCOUNT OF	Unit of Measure
		MSRP>List Price	
1-Software			
Active Navigation	Software / Content Management Solution	24.00%	Various Based on Product Configuration
Active Navigation	Software / Platform Connectors Perpetual Licenses	9.00%	Various Based on Product Configuration
Collabware	SaaS/Software Data Archiving, Discovery and Compliance Solution	6.00%	Various Based on Product Configuration
Exterro	SaaS/ E-Discovery, Forensics, Privacy and Compliance Solution	7.00%	Various Based on Product Configuration
Feith	Software / Case, Document and Records Management Solution	15.00%	Various Based on Product Configuration
Feith	Software / Case, Document and Records Management Solution	25.00%	Various Based on Product Configuration
M-Files	SaaS/Content Management	25.00%	Various Based on Product Configuration
OpenText	Software /Enterprise Information / Content Management solution	25.00%	Various Based on Product Configuration
Preservica	SaaS /Enterprise Information / Content Management Solution Additional Storage	5.00%	Various Based on Product Configuration

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Brand	Category	DISCOUNT OF	
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Preservica	SaaS / Cloud Edition Enterprise Information / Content Management Solution	7.50%	Various Based on Product Configuration
RecordPoint	SaaS/Records Management & Privacy Software Solution	7.00%	Various Based on Product Configuration
2. Related Services			
Active Navigation	Maintenance and Support	9.00%	Per Platform
All Brands / Implementation	EIM / ECM Administrator 1	20.00%	Per Hour
All Brands / Implementation	EIM / ECM Administrator 2	20.00%	Per Hour
All Brands / Implementation	EIM / ECM Architect 1	20.00%	Per Hour
All Brands / Implementation	EIM / ECM Architect 2	20.00%	Per Hour
All Brands / Implementation	EIM / ECM Business Analyst 1	20.00%	Per Hour
All Brands / Implementation	EIM / ECM Business Analyst 2	20.00%	Per Hour
All Brands / Implementation	EIM / ECM Business Project Manager 1	20.00%	Per Hour
All Brands / Implementation	EIM / ECM Business Project Manager 2	20.00%	Per Hour
All Brands / Implementation	EIM / ECM Integrator 1	20.00%	Per Hour
All Brands / Implementation	EIM / ECM Integrator 2	20.00%	Per Hour

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Brand	Category	DISCOUNT OF MSRP/List Price	Unit of Measure
All Brands / Implementation	EIM / ECM Digitization Document Prepper	20.00%	Per Hour
All Brands / Implementation	EIM / ECM Digitization Document Prepper / Scanner	20.00%	Per Hour
All Brands / Implementation	EIM / ECM Digitization Scanner	20.00%	Per Hour
All Brands / Implementation	EIM / ECM Digitization Team Lead	20.00%	Per Hour
All Brands / Implementation	EIM / ECM Engagement Manager 1	20.00%	Per Hour
All Brands / Implementation	EIM / ECM Engagement Manager 2	20.00%	Per Hour
All Brands / Implementation	EIM / ECM Trainer 1	20.00%	Per Hour
All Brands / Implementation	EIM / ECM Trainer 2	20.00%	Per Hour
All Brands / Implementation	EIM / ECM FOIA / Records Specialist 1	20.00%	Per Hour
All Brands / Implementation	EIM / ECM FOIA / Records Specialist 2	20.00%	Per Hour
All Brands	Configuration	20.00%	Per Hour
All Brands	Integration	20.00%	Per Hour
All Brands	Project Management	20.00%	Per Hour
All Brands	Installation	20.00%	Per Hour
All Brands	Migration	20.00%	Per Hour
All Brands	Content and Data Analysis	20.00%	Per Hour
All Brands	Reporting Design	20.00%	Per Hour

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All Brands	Training	20.00%	Per Hour
All Brands	Support Services	20.00%	Per Hour
3. VOLUME DISCOUNTS			
Qty	Category	Additional Discount	Total Discount
50-99 licenses	M-Files User License Count	5.00%	30.00%
100-249 licenses	M-Files User License Count	10.00%	35.00%
4. Additional Discount Based On Aggregate Sales			
Contract Sales Threshold	Category	Additional Discount	Total Discount
\$200,000 - \$400,000	IQBG Professional Services All Brands	5.00%	25.00%
\$400,000 - \$600,000	IQBG Professional Services All Brands	7.00%	27.00%