APPENDIX C

VERTIGIS NORTH AMERICA LTD.

DIR-CPO-5192

BRAND	CATEGORY	PRODUCT DESCRIPTION	DISCOUNT % OFF MSRP
VertiGIS Studio Standard Edition – Tier 1 Annual Subscription	Software	**Annual Subscription includes:** Essentials (4.x), Workflow, Reporting, Printing, Web, maintenance, technical support, 1GB SaaS storage limit per month. For up to 200 users within a VertiGIS Studio viewer on-premises and SaaS.	5.00%
VertiGIS Studio Standard Edition – Tier 2 Annual Subscription	Software	**Annual Subscription includes:** Essentials (4.x), Workflow, Reporting, Printing, Web, maintenance, technical support, 1GB SaaS storage limit per month. For up to 500 users within a VertiGIS Studio viewer on-premises and SaaS.	5.00%
VertiGIS Studio Standard Edition – Tier 3 Annual Subscription	Software	**Annual Subscription includes:** Essentials (4.x), Workflow, Reporting, Printing, Web, maintenance, technical support, 1GB SaaS storage limit per month. For up to 1,000 users within a VertiGIS Studio viewer on-premises and SaaS.	5.00%

VertiGIS Studio Enterprise Edition – Tier 1 Annual Subscription	Software	**Annual Subscription includes:** Essentials (4.x), Workflow, Reporting, Printing, Mobile, Web, Access Control, maintenance, technical support. For up to 200 users within a VertiGIS Studio viewer and Web AppBuilder for ArcGIS® on-premises and/or SaaS.	5.00%
VertiGIS Studio Enterprise Edition – Tier 2 Annual Subscription	Software	**Annual Subscription includes:** Essentials (4.x), Workflow, Reporting, Printing, Mobile, Web, Access Control, maintenance, technical support. For up to 500 users within a VertiGIS Studio viewer and Web AppBuilder for ArcGIS® on-premises and/or SaaS.	5.00%
VertiGIS Studio Enterprise Edition – Tier 3 Annual Subscription	Software	**Annual Subscription includes:** Essentials (4.x), Workflow, Reporting, Printing, Mobile, Web, Access Control, maintenance, technical support. For up to 1,000 users within a VertiGIS Studio viewer and Web AppBuilder for ArcGIS® on-premises and/or SaaS.	5.00%
VertiGIS Studio Builder Edition – Tier 1 Annual Subscription	Software	**Annual Subscription Includes:** VertiGIS Studio Workflow, Reporting, Printing, maintenance, technical support, 1GB SaaS Storage limit per month. For up to 200 users within Web AppBuilder for ArcGIS® on-premises and SaaS.	5.00%
VertiGIS Studio Builder Edition – Tier 2 Annual Subscription	Software	**Annual Subscription Includes:** VertiGIS Studio Workflow, Reporting, Printing, maintenance, technical support, 1GB SaaS Storage limit per month. For up to 500 users within Web AppBuilder for ArcGIS® on-premises and SaaS.	5.00%
VertiGIS Studio Builder Edition – Tier 3 Annual Subscription	Software	**Annual Subscription Includes:** VertiGIS Studio Workflow, Reporting, Printing, maintenance, technical support, 1GB SaaS Storage limit per month. For up to 1,000 users within Web AppBuilder for ArcGIS® on-premises and SaaS.	5.00%

VertiGIS Studio Analytics – Tier 1 Annual Subscription	Product	**Annual Subscription Includes:** • On-prem version of Analytics • Use for up to 200 users • Complimentary maintenance and basic technical support for the term	5.00%
VertiGIS Studio Analytics – Tier 2 Annual Subscription	Product	**Annual Subscription Includes:** • On-prem version of Analytics • Use for up to 500 users • Complimentary maintenance and basic technical support for the term	5.00%
VertiGIS Studio Analytics – Tier 3 Annual Subscription	Product	**Annual Subscription Includes:** • On-prem version of Analytics • Use for up to 1,000 users • Complimentary maintenance and basic technical support for the term	5.00%
VertiGIS Studio Access Control – Tier 1 Annual Subscription	Product	**Annual Subscription Includes:** • On-premise edition of VertiGIS Studio Access Control • Use for up to 200 users • Complimentary maintenance and basic technical support for the term	5.00%
VertiGIS Studio Access Control – Tier 2 Annual Subscription	Product	**Annual Subscription Includes:** • On-premise edition of VertiGIS Studio Access Control • Use for up to 500 users • Complimentary maintenance and basic technical support for the term	5.00%
VertiGIS Studio Access Control – Tier 3 Annual Subscription	Product	**Annual Subscription Includes:** • On-premise edition of VertiGIS Studio Access Control • Use for up to 1,000 users • Complimentary maintenance and basic technical support for the term	5.00%
VertiGIS Studio Inline – Tier 1 Annual Subscription	Product	**Annual Subscription Includes:** • VertiGIS Studio Inline • VertiGIS Studio Workflow for use within VertiGIS Studio Inline • Use for up to 200 users • Complimentary maintenance and basic technical support for the term	5.00%

VertiGIS Studio Inline – Tier 2 Annual Subscription	Product	**Annual Subscription Includes:** • VertiGIS Studio Inline • VertiGIS Studio Workflow for use within VertiGIS Studio Inline • Use for up to 500 users • Complimentary maintenance and basic technical support for the term	5.00%
VertiGIS Studio Inline – Tier 3 Annual Subscription	Product	**Annual Subscription Includes:** • VertiGIS Studio Inline • VertiGIS Studio Workflow for use within VertiGIS Studio Inline • Use for up to 1,000 users • Complimentary maintenance and basic technical support for the term	5.00%

Services			
SERVICE NAME	**SERVICE DESCRIPTION**	**Unit of Issue**	**Discount % off MSRP/List (2 decimals)**
Implementation Support	• Installation and configuration of ArcGIS and VertiGIS Studio Implementations. • Architecture diagrams. • Federation and site security. • Workflow development, automation, and scripting. • Application and infrastructure maintenance and support.	Each	5.00%
Application Development and Services	• Custom web and mobile application development. • GIS workflow development, automation, and scripting.	Each	5.00%
Project Management	• Monitoring progress and budget burn for the project. • Status updates and reports to the client on an agreed-upon schedule. • Capturing change requests and ensuring the project runs smoothly.	Each	5.00%
Business Analysis	• Assessment of core GIS data, systems, and business requirements. • Scoping and solution design. • Strategic roadmap of actionable, achievable solution options. • Custom design of fit-for-purpose GIS business solutions.	Each	5.00%

User-Experience / Graphic Design	• User interface and user experience design. • Prototyping and wireframing. • Information architecture. • Branding and identity.	Each	5.00%
Senior Consultant	• Sprint planning. • Reporting progress to Project Manager. • Overseeing day-to-day conversion activities. • Preparing test plans. • Preparing delivery packages.	Each	5.00%

VOLUME DISCOUNT			
BRAND NAME	**PER TRANSACTION**	**FREQUENCY**	**ADDITIONAL DISCOUNT**
VertiGIS Studio Software	$150,000+	Per Transaction	add 10.00%
VertiGIS Studio Services	$250,000+	Per Transaction	add 5.00%