



20121087
Blanket Contract

City of Springfield Blanket Contract Tracer Document

The purpose of this document is to provide continuous responsibility for the custody of **BLANKET CONTRACTS** during the processing period.
INSTRUCTIONS: Upon receipt, please initial and write in the date of receipt. When your department has approved and signed the blanket contract, please initial and date in the forwarding section and deliver to the next department.

| DEPARTMENT | DATE RECEIVED | | DATE FORWARDED TO NEXT DEPT. | |
|-----------------------|---------------|---------|------------------------------|---------|
| | Initials | Date | Initials | Date |
| Office of Procurement | | | trm | 5/1/12 |
| City Comptroller | Lu | 5/21/12 | Lu | 5/21/12 |
| Law | MP | 5/22 | MP | 5/22 |
| CAFO | | 5/22 | | 5/23 |
| Mayor | JS | 5/23 | JS | 5/23 |
| Office of Procurement | | | | |
| | | | | |
| | | | | |
| | | | | |

Vendor No.: 30915 Blanket Contract No.: 20121087 Blanket Contract Date: 5/1/2012

Blanket Contract Amt.: \$300,000.00 Issue Date: 5/11/2012 Renewal Date:

Appropriation Code1:
 Appropriation Code2:
 Appropriation Code3:
 Appropriation Code4:

Description of Funding Source:

Bid No.: NA Requisition No.: PO No.:

Vendor Name: ENVIRONMENTAL SYSTEMS RESEARCH INSTITUTE, INC.

Blanket Contract Type: CITY-WIDE BLANKET CONTRACT- ITS-48

Blanket Contract Purpose: ESRI GIS SOFTWARE & SERVICES CONTRACT

Originating Dept.: OFFICE OF PROCUREMENT- CITY WIDE

Expiration Date: 4/30/2015 Amendment Date: Extension Date:

TYPE OF DOCUMENT (Please select at least one):
 New Renewal Amendment Extension

CITY OF SPRINGFIELD CONTRACT FORM FOR USE WITH STATE CONTRACTS

City information:

Department: City-Wide Blanket Contract Chief Procurement Officer: Lauren Stabilo

Vendor information:

Name: Environmental Systems Research Institute, Inc.
Address: 380 New York Street, Redlands, CA 92378
Phone #: 909-793-2853x 2104 Fax#: E-Mail: bids@esri.com

State Contract #: ITS-48 (Exhibit # 1) State Contract Expiration Date: June 30, 2016

Description of Goods/Services to be provided:

ESRI GIS (ITS48) Software and Services Contract Awarded per ITS48

1) Goods/Services: The vendor agrees to provide the goods or services described in the State Contract attached hereto as Exhibit #1, according to the terms and conditions of the above-referenced State Contract, and this Agreement #20121087. Any contrary or additional terms contained in the quotes submitted by vendors are of no force and effect.

2) Term: This Agreement shall commence as of May 1, 2012 and shall continue through April 30, 2015 unless earlier terminated according to this Agreement or Exhibit #1.

3) Compensation:

A) Maximum liability of City: The City's maximum liability under this Agreement shall not exceed Three Hundred Thousand and 00/100 Dollars (\$300,000), per year.

B) Pricing and Invoices: The vendor shall be paid for the goods or services requested by the City according to the pricing contained in the state contract. Invoices must include the following minimum information: purchase order number, quantity and description of items or services shipped/provided, unit price, total dollar amount, vendor invoice number, and state contract number. Following execution of this Agreement in full, and the issuance of purchase orders for individual purchases under this Agreement, invoices will be paid within 30 days of receipt and approval. The City is tax exempt.

C) The City shall not be liable for any services, expenses, or costs in connection with this Agreement in excess of the amount set forth in paragraph 3(A).

D) The Vendor is an independent contractor as such any taxes and other requirements of federal, state and local governmental bodies, including worker's compensation insurance, shall be its sole responsibility.

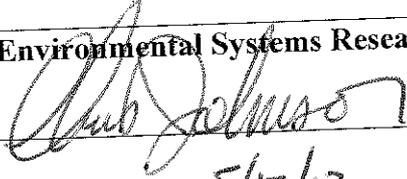
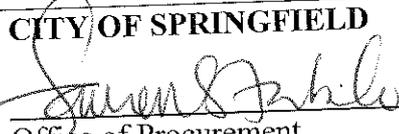
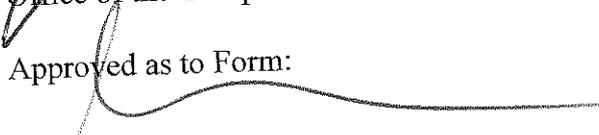
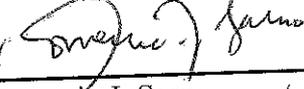
4) Successors and Assigns: The City and the Vendor each bind themselves and their legal representatives to all covenants of this Agreement. Neither the City nor the Vendor shall assign any interest in this Agreement or transfer any interest in the same without prior written approval of the other party thereto.

5) Applicable law and exclusive forum: The laws of the Commonwealth of Massachusetts shall govern the validity, interpretation, construction and performance of this Agreement.

6) Compliance with laws: The Vendor shall comply with all applicable state, federal and local laws, and all applicable rules and regulations promulgated by all local, state and national boards, bureaus and agencies.

7) Extent of agreement: This Agreement together with the State Contract which is incorporated herein by reference, and the Exhibits attached hereto, represent the entire and integrated Agreement between the City and the Vendor and supersedes all prior negotiations, representations or agreements, either written or oral. This Agreement may be amended only by written instrument signed by the Vendor and the authorized designees of the City listed below.

IN WITNESS WHEREOF, the City of Springfield and the Vendor have executed this Agreement as of the date the same is signed by all parties hereto, on the latest date noted below.

| | |
|---|--|
| Environmental Systems Research Institute  Date signed: <u>5/17/12</u> | CITY OF SPRINGFIELD  Office of Procurement |
| Approved as to Appropriation: ^{N/A}  <u>5/21/12</u> Office of the Comptroller |  CAFO, Lee C. Erdmann |
| Approved as to Form:  |  Mayor, Domenic J. Sarno Date signed: <u>5/23/12</u> |
| City Solicitor | |

TAX CERTIFICATION AFFIDAVIT FOR CONTRACTS

Individual Social Security Number: 952775732, State Identification Number: 95-2775-732, Federal Identification Number: 95-2775-732

Company: Environmental Systems Research Institute, Inc.

P.O. Box (if any): Street Address Only: 380 New York Street

City/State/Zip Code: Redlands, CA 92373

Telephone Number: 909-793-2853, Fax Number: 909-307-3027

List address(es) of all other property owned by company in Springfield: NONE

Please Identify if the bidder/proposer is a: Corporation [X]

Individual: Name of Individual:

Partnership: Names of all Partners:

Limited Liability Company: Names of all Managers:

Limited Liability Partnership: Names of Partners:

Limited Partnership: Names of all General Partners:

You must complete the following certifications and have the signature(s) notarized on the lines below. Any certification that does not apply to you, write N/A in the blanks provided.

FEDERAL TAX CERTIFICATION

I, Tom Pickett, Environmental Systems Research Institute, Inc. certify under the pains and penalties of perjury that I believe, has/have complied with all United States Federal taxes required by law. Date: May 17, 2012

CITY OF SPRINGFIELD TAX CERTIFICATION

I, Tom Pickett, certify under the pains and penalties of perjury that I believe, has/have complied with all City of Springfield taxes required by law. No physical presence - N/A

COMMONWEALTH OF MASSACHUSETTS TAX CERTIFICATION

Pursuant to M.G.L. c. 62C §49A, I, Tom Pickett, Environmental Systems Research Institute, Inc. certify under the pains and penalties of perjury that I believe, has/have complied with all laws of the Commonwealth relating to taxes, reporting of employees and contractors, and withholding and remitting child support. Date: May 17, 2012

STATE OF California, May 17, 2012. County of San Bernardino, ss.

Then personally appeared before me [name] Tom Pickett, [title] CEO of [company name] Esri, Inc. being duly sworn, and made oath that he/she has read the foregoing document, and knows the contents thereof, and that the facts stated therein are true of his/her own knowledge, and stated the foregoing to be his/hers free act and deed and the act and deed of [company name] ENVIRONMENTAL SYSTEMS RESEARCH INSTITUTE INC (ESRI). Notary Public: Jacynthia A. Grande, My commission expires: July 23, 2015



YOU MUST FILL THIS FORM OUT COMPLETELY AND, SIGNATURES MUST BE NOTARIZED ON THIS FORM AND YOU MUST FILE THIS FORM WITH YOUR BID/CONTRACT. TAX AFFIDAVITS THAT ARE NOT SIGNED AND NOTARIZED WILL BE REJECTED.

CORPORATE CERTIFICATE

BC #20121087

I, ** Laura Dangermond A Resident of Redlands in

The State of California DO HEREBY CERTIFY: that I am
the Clerk/

Secretary of Environmental Systems Research Institute, Inc.

A Corporation duly Organized and existing under and by virtue of the laws of the

State of California

And that I have custody of the records of such Corporation: and that as of the date herein below recited

* Chris Johnson Manager, Domestic Contracts
(Officer, person-signing on behalf of corp.) (Title)

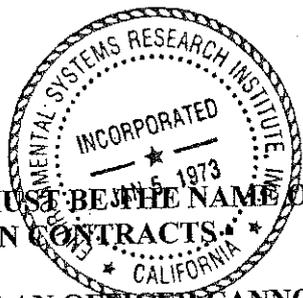
Authorized to execute and deliver in the name and on behalf of the CORPORATION the following:

**CITY-WIDE BLANKET CONTRACT WITH THE CITY OF SPRINGFIELD FOR: ESRI
GIS SOFTWARE AND SERVICES CONTRACT - PER STATE CONTRACT ITS -48**

WITNESS WHEREOF, I have hereunto set my hand and affixed the Corporate Seal

Of such corporation this 17th day of May 2012

(Affix)
(Seal)
(Here)



Laura Dangermond
**

*THIS MUST BE THE NAME OF THE PERSON AUTHORIZED IN YOUR BY-LAWS TO SIGN CONTRACTS.

**SINCE AN OFFICER CANNOT CERTIFY TO HIMSELF, SOMEONE MUST SIGN THIS OTHER THAN THE PERSON SIGNING THE CONTRACT.

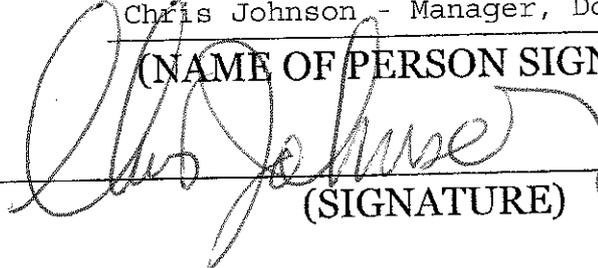
COLLUSION OR FRAUD STATEMENT

City of Springfield Contract #20121087 Official Award
State Contract ITS 48 - ESRI GIS Software and Services
Esri Contract 2008MPA6085

THE UNDERSIGNED CERTIFIES UNDER PENALTIES OF PERJURY THAT THIS BID IS IN ALL RESPECTS BONA FIDE, FAIR AND MADE WITHOUT COLLUSION OR FRAUD WITH ANY OTHER PERSON. AS USED IN THIS SECTION THE WORD "PERSON" SHALL MEAN ANY NATURAL PERSON, JOINT VENTURE, PARTNERSHIP, CORPORATION OR OTHER BUSINESS OR LEGAL ENTITY.

Chris Johnson - Manager, Domestic Contracts

(NAME OF PERSON SIGNING BID)



(SIGNATURE)

Environmental Systems Research Institute, Inc.

(COMPANY)

THIS FORM MUST BE SIGNED & RETURNED WITH YOUR BID OFFER. FAILURE TO SUBMIT THIS FORM IS CAUSE FOR IMMEDIATE REJECTION.

Summary



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RESOURCE CENTER

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Summary

Document Number: ITS48designatedITD Issued By: Operational Services Division / IT and Office Procurements

| Summary | Rules | Issuer(s) | Forms & Terms | Vendors | Updates | Other Information |
|---|-------|--|---|---------------------------------------|---------|-------------------|
| <p>Document Title: ESRI GIS Software and Services Contract Document Status: ACTIVE Version: 00000</p> | | | | | | |
| <p>Estimated Value (US\$): 650,000.00</p> | | | <p>Small Procurement - Estimated Value \$5,000 to \$150,000: No</p> | | | |
| <p>Estimated Units: Not Available</p> | | | <p>Large Procurement - Estimated Value greater than \$150,000 : Yes</p> | | | |
| <p>Start Date: 05/01/2012 04:00PM</p> | | <p>Last Changed Date: 05/01/2012 04:00PM</p> | | <p>Award Date: 05/01/2012 11:59PM</p> | | |
| <p>End Date: 06/30/2014 11:59PM</p> | | <p>Max End Date: 06/30/2016 11:59PM</p> | | | | |
| <p>Issuer may exercise renewal options. See Rules tab for renewal information, if any.</p> | | | | | | |
| <p>Comm-PASS Information Technology - Related Equipment, Services & Category: Supplies / SOFTWARE-Configurable, Special-Purpose</p> | | | | | | |
| <p>Procurement Type: Open to All Eligible Public Entities</p> | | | | | | |
| <p>Applicable MGL c. 7, § 22, §22N; c. 30, § 51, § 52; 801 CMR 21.00 and 808 CMR 1.00.</p> | | | | | | |
| <p>Procurement Law:</p> | | | | | | |
| <p>Statewide Contract: Yes</p> | | <p>Contains Federal Stimulus: No</p> | | <p>Contains EPP: No</p> | | |
| <p>Contains MBE/WBE/DBE: Yes</p> | | <p>Contains Prompt Pay Terms: No</p> | | <p>Seek Quotes:</p> | | |
| <p>Search Key Words: GIS, geographic, geographic information systems, MacGaffey, Statewide, ITS48DesignatedITD, ITS48, MassGIS, MASSGIS, ITD, gis</p> | | | | | | |
| <p>Description: This contract is for GIS software and consulting services, training/education, and technical support and maintenance. This contract replaces the contract under ITS39designatedENV.</p> | | | | | | |
| <p>Related Solicitation ITS48designatedITD Number:</p> | | | | | | |

Quick Tips...

To inquire about a particular Solicitation, Contract, or Bidder Forum, contact the person listed on the Issuer tab within the specific record.

Please note that all information and file attachments contained in each tab of any Comm-PASS record are hereby incorporated by reference into the Solicitation, Bidders' Conference (Forum), and resulting Contract, if any, of that record.

It is the responsibility of every bidder to check Comm-PASS for both:

- Any addenda or modifications to a Solicitation for which they intend to bid by monitoring the "Last Change" field on the Solicitation's summary page to ensure that they have the most recent Solicitation files; and,
- Any Bidder Forum records related to a Solicitation for which they intend to bid by using the Search for Bidders' Forum function on the Conduct Business menu to ensure that they have access to information regarding physical bidders' conferences, functionality which supports submission of written questions during the defined question period, and all questions and answers associated with the Solicitation, if any.

The Commonwealth of Massachusetts and its subdivisions accept no liability and will provide no accommodation to vendors who submit a bid based upon an out-of-date solicitation document or to vendors who submit a bid without reviewing the related Bidders' Forum information.

To access files attached on a displayed page, either:

Select the View icon (eyeglasses) to access any single file.

Use the Select All on this Page and Download Files Selected on this Page options to access multiple

files.

If you do not have the file decompression software or utilities which enable this feature, a trial demonstration of WinZip for PC's is available at www.winzip.com.

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QUICK QUOTES SOLICITATIONS CONTRACTS FORUMS BUSINESS DIRECTORY JOIN FED STIMULUS RESOURCE CENTER

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Vendor(s)

Document Number: ITS48designatedITD Issued By: Operational Services Division / IT and Office Procurements

Summary Rules Issuer(s) Forms & Terms Vendor(s) Updates Other Information

Vendor Information

Company Name: Environmental Systems Research Institute, Inc.
Doing Business As (DBA):
Programs:
Comments:
Name: Wendy Johnson
Title: Vendor Registration Administrator
Address 1: 380 New York Street
City: Redlands
State or Province: CA
Postal Code: 92373-8100
Country: US
Phone1: 909-793-2853x2104
Phone2:
Phone3:
Fax1:
Fax2:
E-mail: bids@esri.com
Website: www.esri.com
Effective Start Date: 2012-05-01 16:00:00.0
Effective End Date: 2014-06-30 23:59:00.0
Vendor Code 1: VC6000265056
Vendor Code 2:

Quick Tips... Information presented here is entered by the Contract Manager list on the Issuer(s) tab of this record.

Public purchasers and contract vendors seeking clarifications or corrections should contact the Issuer.

Contract vendors who want to report a SDO-certification, formerly SOMWBA-certification status error should submit this form as instructed.

To access files attached on a displayed page, either:

Select the View icon (eyeglasses) to access any single file.

Use the Select All on this Page and Download Files Selected on this Page options to access multiple files.

If you do not have the file decompression software or utilities which enable this feature, a trial demonstration of WinZip for PC's is available at www.winzip.com.

Vendor Documents

WARNING: If this tab consists of more than one (1) page, you must navigate to each additional page using the number or Next/Last hyperlinks, then use the file View or Download Files tools

Select All on this Page

Download Files Selected on this Page

Vendor(s)

| Select | <u>Upload Date</u> | <u>Document Description</u> | <u>View</u> |
|---------------------------|--------------------|-----------------------------|-------------|
| Nothing found to display. | | | |

to access
the
additional
files.

OSD Update

The Operational Services Division
One Ashburton Place, Room 1017
Boston, MA 02108

05-01

To: Departments Heads, Affirmative Market Coordinators, POS Contract Managers, PMT Members; Chief Financial Officers, Procurement Liaisons, Chief Information Officers, IT Directors, MMARS Liaisons

From: Neil MacGaffey, Procurement Team Leader, ITD-Office of Geographic Information (MassGIS)

Date: 05/01/2012

RE: ESRI Statewide Contract

Contract #: ITS48designatedITD

MMARS #: MA OSD ITS48designatedITD0000000000000000

EPP

SDP PRIME

SDP Sub - Contractor

Purpose of Update:

This Update announces a new contract for ESRI software and services, replacing a similar contract under ITS39designatedENV.

Eligible Entities:

Cities, towns, districts, counties and other political subdivisions; Executive, Legislative and Judicial Branches, including all Departments and elected offices therein; Independent public authorities, commissions and quasi-public agencies; local public libraries, public school districts and charter schools; Public hospitals owned by the Commonwealth; Public institutions of higher education; Public purchasing cooperatives; Non-profit, UFR-certified organizations that are doing business with the Commonwealth; Other states and territories with no prior approval by the State Purchasing Agent required; Other entities when designated in writing by the State Purchasing Agent.

Purpose of Contract:

This contract is for obtaining ESRI GIS software licenses, technical support, maintenance, training and consultation.

Contract Duration:

GIS software licenses, technical support, maintenance, training and consultation: 5/1/2012 - 06/30/2014 (two one-year optional extension available, through 06/30/2016)

How to Use the Contract:

Contact your ESRI sales representative (see below under Contractor Information) for a quote; be sure to identify yourself as employed by a government agency (state, regional, local, etc.). ESRI will then provide a price quote from the price list that was negotiated for ITS48designatedITD. Use the quote to obtain a purchase order.

Note that when making ESRI software purchases; be sure to plan for future maintenance costs.

05/11/12

Contractor Information:

Contact people for ESRI are:

Business questions about ESRI products (quotes) and licensing issues:

State Agencies:

Paul Rooney, Account Executive ESRI - Boston
PH: 978-777-4543 ext 8428
FAX: 978.777.8476
prooney@esri.com

Local/Regional Agencies:

Paul Rooney, Account Executive ESRI - Boston
PH: 978-777-4543 ext 8428
FAX: 978.777.8476
prooney@esri.com

Business questions about ESRI support (billing):

Kale Flordelis, Customer Service
ESRI - Redlands
PH: 888.377.4575 x2521
kflordelis@esri.com

Technical questions about ESRI products or support:

ESRI Technical Support -Redlands
380 New York Street
Redlands, CA 92373
PH: 909-793-2853
<http://support.esri.com>

Questions about education programs for ESRI products:

State Agencies:

Paul Rooney, Account Executive ESRI - Boston
PH: 978-777-4543 ext 8428
FAX: 978.777.8476
prooney@esri.com

Local/Regional Agencies:

Paul Rooney, Account Executive ESRI - Boston
PH: 978-777-4543 ext 8428
FAX: 978.777.8476
prooney@esri.com

Questions about ESRI Consulting Services:

State Agencies:

Paul Rooney, Account Executive ESRI - Boston
PH: 978-777-4543 ext 8428
FAX: 978.777.8476
prooney@esri.com

Local/Regional Agencies:

Paul Rooney, Account Executive ESRI - Boston
PH: 978-777-4543 ext 8428
FAX: 978.777.8476
prooney@esri.com

Other questions and assistance with new ESRI projects:

State Agencies:

Paul Rooney, Account Executive ESRI - Boston

PH: 978-777-4543 ext 8428
FAX: 978.777.8476
prooney@esri.com

Local/Regional Agencies:
Paul Rooney, Account Executive ESRI - Boston
PH: 978-777-4543 ext 8428
FAX: 978.777.8476
prooney@esri.com
bmoore@esri.com

Pricing and Acquisition Information:

The MA ESRI MPA Price List shows any volume discounts available by listing them as multiple line items, for example:

| | |
|---|---------|
| Network Analyst Extension UNIX... Single User Floating Seat License | \$2,495 |
| Network Analyst Extension UNIX...6+ Single User Floating Seat License | \$2,246 |

When starting a new ESRI project or making significant ESRI software purchases, it is advisable to contact your ESRI representative listed above under "Other questions and assistance with new ESRI projects."

Other Contract Provisions:

See directions below under Location of Additional Guidance: on how to find the Contract. In addition to the RFR and Statement of Work template, you will find the following documents:

- Signed Massachusetts Standard Contract Form
- Clarifications to Commonwealth and ESRI Documents Pertaining to ITS48designatedITD
- Template Statement of Work
- General License Terms and Conditions
- Exhibit 1 ESRI Scope of Use
- ESRI MPA Price List
- ESRI U.S. Software Maintenance Program
- Technical Support Response Time Matrix
- Custom Software Technical Data and Assistance License Addendum
- Training Terms and Conditions
- The request for responses (RFR)

Software Development / Consulting

The "Forms & Terms" page includes a template Statement of Work to be used if ESRI is engaged to develop software or otherwise create or modify intellectual property. Agencies planning such engagements should also be sure to read the "Custom Software...Addendum". This type of work is typically based on a number of pre-existing components to which ESRI will grant the agency a license at no charge. In return, the agency agrees to grant ESRI a license to use the deliverables produced for the Agency.

Executive Department Agencies should be aware that there could potentially be accessibility issues relative to software development projects. If so, ESRI will advise you prior to preparing a proposal scope of work.

Also note that the Agency may not offer to hire ESRI employees who work under a Statement of Work, during its term and for a period of one year thereafter. There are substantial financial penalties for making such an offer. See Article 13 of the "Custom Software...Addendum."

Training

Training classes, both at your site and at ESRI's regional office in Danvers, as well as "Virtual Campus" classes are included in the ITS48designatedITD. Review the "Training Terms and Conditions" document found on the "Forms & Terms" page.

Performance Measures and Vendor Reporting Requirements:

ESRI reports sales of licenses and maintenance on an annual basis.

Location of Additional Guidance:

The Request for Response (RFR) may be found on Comm-PASS, as follows:

1. Go to www.comm-pass.com
2. Click "Search for Contracts"
3. Enter ITS48designatedITD as the "Document Number" and click "Search"
4. Click the new link that appears toward the top of the page:
"There are 1 Contract(s) found that match your search criteria"
5. Click the eyeglasses icon under "View"
6. The RFR, the License and Terms document, and other pertinent documents are posted under the "Forms and Terms" tab.

Contract Manager Contact Information:

The Contract Manager is Neil MacGaffey, neil.macgaffey@state.ma.us, 617-619-5641

THE COMMONWEALTH OF MASSACHUSETTS
INFORMATION TECHNOLOGY DIVISION

**Office of Geographic Information
(aka MassGIS)**

ONE ASHBURTON PLACE, ROOM 1601, BOSTON, MA 02108



Request for Response (RFR)

Document Title: ESRI GIS Software and Services

Document Number: ITS48designatedITD

December 23, 2011

Please Note: This is a single document associated with a complete Solicitation that can be found on Comm-PASS. All Bidders are responsible for reviewing and adhering to all information, forms and requirements found in all tabs and related forum records for the entire Solicitation. To locate the Solicitation associated with this document, go to www.comm-pass.com, select the "Search for solicitations" link, enter the above Document Number in the "Document Number" field, and select the "Search" button. Bidders who need help regarding Comm-PASS navigation may refer to the Comm-PASS Resource Center at www.mass.gov/osd for documents and guides. Bidders may also contact the Comm-PASS Helpdesk at comm-pass@state.ma.us or the Comm-PASS Helpline at 1-888-MA-STATE. The Helpline is staffed from 7:30 AM to 5:00 PM Monday through Friday Eastern Standard or Daylight time, as applicable, except on federal, state and Suffolk county holidays.

Document Sensitivity Level: **High** during development, **low** once published

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1 RFR INTRODUCTION AND GENERAL DESCRIPTION

1.1 Procurement Scope and Description

The Commonwealth of Massachusetts, through the Information Technology Division (ITD), Office of Geographic Information (aka MassGIS), is soliciting bids for a provider of all ESRI software and services, including:

- ESRI GIS Software (all published ESRI products)
- ESRI Development Tools
- ESRI Application Software
- On-site technical assistance/consulting
- Technical support
- Maintenance/upgrades
- Education/training.

The resulting Contract will be the primary Statewide Contract used by Executive Agencies of the Commonwealth for the goods and services covered by the Contract. The Statewide Contract will also be available for use by other eligible entities listed on the Issuer tab on Comm-PASS. Each Commonwealth Agency and eligible entity is responsible for executing its own purchase orders and paying its own invoices for goods and/or services acquired from this Statewide Contract. Contractors will be responsible for marketing their goods and/or services to Commonwealth Agencies and other eligible entities.

The resulting Statewide Contract will be awarded to the Bidder that provides a combination of best value and lowest cost on all of the above software and services.

1.2 Background information

The current Statewide Contract for ESRI goods and services, ITS39DesignatedENV, terminates on 4/30/2012, and there are no available extensions. The Statewide Contract resulting from this RFR, ITS48DesignatedITD (hereinafter "ITS48"), will offer the same or similar goods and services.

1.3 Number of awards

One contract will be awarded as a result of this procurement.

1.4 Acquisition Method(s)

The acquisition method(s) to acquire goods and/or services from this Solicitation are outright purchase, Fee for Service, and license.

1.5 Contract Duration

The initial term of this Contract is two year(s). In addition, this Contract has two options to renew, each for up to one additional year.

1.6 Performance and Payment Time Frames Which Exceed Contract Duration

All maintenance or other agreements for services entered into during the duration of this Contract and whose performance and payment time frames extend beyond the duration of this Contract shall remain in effect for performance and payment purposes (limited to the time frame and services established per each written agreement). No written agreement shall extend more than 5 years beyond the final termination date of this Statewide Contract. No new leases, maintenance or other agreements for services may be executed after the Contract has expired.

1.7 Estimated Value of the Contract

Please refer to the "Estimated Value (US\$)" field indicated on the Summary tab for this Solicitation on Comm-PASS. The Commonwealth makes no guarantee that any commodities or services will

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be purchased from any Contract resulting from this Solicitation. Any estimates or past procurement volumes referenced in this Solicitation are included only for the convenience of Bidders, and are not to be relied upon as any indication of future purchase levels.

- 1.8 Basis for estimated dollar value for this Statewide Contract (including all options to renew)**
The "Estimated Value (US\$)" on the Summary tab for this Solicitation on Comm-PASS was based on extrapolating state expenditures made during the first three years of the contract. Since cities and towns also use the contract, the expected expenditures are significantly higher, but there is no means of quantifying municipal expenditures.

2 ESTIMATED PROCUREMENT CALENDAR

| EVENT | DATE |
|---|---|
| Solicitation: Announcement of Intent to Procure | November 2, 2011 |
| Solicitation: Release Date | December 23, 2011 |
| Forum: Start date for Bidders to submit written questions to the Comm-PASS forum | December 27, 2011 |
| Forum: Deadline for submission of written questions | January 13, 2012 |
| Forum: Official answers published (Estimated) | January 18, 2012 |
| Training for Online Submission | January 4 & January 18, 2012 10:00 – 12:00 or 1:00 – 3:00 each day |
| Deadline for RFR amendments | January 25, 2012 |
| Solicitation: Online submission begins. Solicitation documents will not be amended after this date (the "Amendment Deadline" on Comm-PASS). | January 27, 2012 |
| Solicitation: Close Date / Submission Deadline | January 31, 2012 |
| Solicitation: Announcement of awarded Bidder(s) on Comm-PASS in the Solicitation Update tab (Estimated) | February 17, 2012 |
| Contract: Estimated Contract Start Date | May 1, 2012 |

Times are Eastern Standard/Daylight Savings (US), as applicable. If there is a conflict between the dates in this Procurement Calendar and dates on the Solicitation's Summary tab or Forum pages, the dates on the Solicitation's Summary tab or Forum pages on Comm-PASS shall prevail. Any changes in the Estimated Procurement Calendar which are made after the RFR has been published will not result in amendments to the Estimated Procurement Calendar. Such changes will appear only on the Solicitation's Summary tab and/or related Forum pages on Comm-PASS. Bidders are responsible for checking the Solicitation's Summary tab and related Forum pages on Comm-PASS for Procurement Calendar updates.

2.1 Written questions via the Online Bidders' Forum

The Bidders' Forum or Online Forum is the opportunity for Bidders to ask written questions and receive written answers from the Procurement Team regarding this Solicitation. All Bidders' Document Sensitivity Level: **High** during development, **Low** once published

questions must be submitted through the Bidders' Forum found on Comm-PASS (See "Locating an Online Bidders' Forum," below). Questions may be asked only between the "QA Start" and "QA End" dates, when the "Ask a Question" link (located in the right-hand corner above the Forum's "Question/Answer" tab) is available.

Please note that any questions submitted to the Procurement Team using any other medium (including those that are sent by mail, fax, email or voicemail, etc.) will not be answered. To reduce the number of redundant or duplicate questions, Bidders are asked to review all questions previously submitted to determine whether the Bidder's question has already been posted.

Bidders are responsible for entering content suitable for public viewing, since all of the questions are immediately accessible to the public. Bidders must not include any information that could be considered personal, security sensitive, inflammatory, incorrect, collusory, or otherwise objectionable, including information about the Bidder's company or other companies. The Procurement Team reserves the right to edit or delete any submitted questions that raise any of these issues or that are not in the best interest of the Commonwealth or this Solicitation.

Only written response(s) posted on a Bidders' Forum which has been "finalized" will be binding on the Commonwealth. The last entry in a Forum's Summary tab indicates whether answers are final.

2.2 Locating an Online Bidders' Forum

- Go to www.comm-pass.com.
- Select the "FORUMS" tab from the main navigation bar.
- Select the "Search for Bidders' forum" link.
- Enter the Document Number appearing on the front of this document in the "Referenced Solicitation Number" field.
- Select the "Search" Button.
- Select the search results link appearing at the top of the Search page.
- Select the view icon (eyeglasses) to access the Forum. There may be more than one Bidders' Forum for a Solicitation.

3 SPECIFICATIONS

Additional required terms appear in the Appendices to this RFR.

3.1 Bidder Qualifications

3.1.1 Company certifications and affiliations

Bidders other than ESRI must submit evidence that they are qualified ESRI business partners and can provide ALL the products and services required by the RFR with ESRI's approval.

3.1.2 Company experience

The Bidder must have been in business before January 1, 2004, providing ESRI software and services as specified in this RFR. The Procurement Team reserves the right to determine if the work identified by the Bidder is acceptable. In the case of companies formed after this date via merger, acquisition or some other means, the Procurement Team may consider the company's experience prior to the merger or acquisition.

3.2 Commodity Specifications

3.2.1 Eligible software

- ESRI GIS Software (ALL published ESRI products)
- ESRI Development Tools
- ESRI Application Software

3.2.2 Software Product Prohibition

The Commonwealth Contract Manager may prohibit sales of any designated ESRI software product, at any time and for any reason. The Bidder will comply with such a directive by halting sales of any such products which have not been shipped, except if a written waiver is granted by the COMMONWEALTH CONTRACT MANAGER. Waivers may be provided via eMail.

3.3 Service Specifications

3.3.1 Consulting and On-Site Support

Bidders must list the job titles of staff who would engage in consulting and on-site support and provide a maximum rate for each job title, not to exceed GSA pricing for that job title. Bidders may change rates based on changes in GSA pricing without requiring a contract amendment as described under Price List.

3.3.2 Maintenance / Technical Support

Bidders must address their pricing and practices regarding all types of maintenance, including but not limited to:

- Bug fixes
- Other patches
- Upgrade protection (i.e., later versions/releases of the software are available to subscribers at no additional charge)
- Technical Support (other than on-site support)
- Web resources
- Telephone support

Bidders may include standard materials describing various programs, however, the answers to the following questions must be provided on the Response Form:

- Are upgrade protection and technical support offered independently, or are they bundled?
- Is the cost for upgrade protection / technical support based on a percentage of the list price, the discounted price, or other factors?
- How may an Eligible Entity obtain a new version of the software if their upgrade protection has lapsed?

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- Are bug fixes provided free of charge, or only to Eligible Entities who have paid-up software maintenance?
- During what hours is telephone support available? Are there different plans that provide different levels of telephone support? Are there any limitations regarding the number of people who can place calls to telephone support, or the number of calls they can make? If there are different levels of telephone support, describe each level and associated costs.

3.3.3 **Emergency response plans/preparedness**

In a declared state of emergency where the safety and well-being of Commonwealth citizens are at risk, contractors may be asked to supply the Commonwealth with the commodities and/or services under the Statewide Contract on a priority basis. The Bidder's Response must include the following:

- Indicate whether there is a written Continuity of Operations Plan (COOP) that describes how the company will continue to do business in case of an emergency.
- A list of emergency contact information including name, position/title, phone, email and cell phone.
- A list of the Bidder's building location (s) that would be available to serve the Commonwealth during an emergency.
- A description of the areas of Massachusetts that the Bidder could supply in the event of an emergency (e.g., Entire State, Specific City or Region).
- This information will not be considered in the evaluation of the Response.

3.3.4 **Education / Training**

The Bidder must propose education/training rates that do not exceed GSA rates, including GSA rates for volume pricing. The Bidder may change rates based on changes in GSA pricing without requiring a contract amendment as described under Price List.

3.3.4.1 **On-Site Training**

The Bidder may conduct classes on-site at the request of the Eligible Entity. This service may be provided based on the availability of a suitable training facility and scheduling of the class instructor. The Bidder will negotiate with the government entity requesting the on-site class on the following charges:

- Charge per day, plus the applicable training course fees;
- Size of the class; and,
- Reasonable and necessary travel and living expenses for the Bidder's representatives traveling to locations outside their home Office.

3.3.4.2 **On-Site Course Cancellation**

Any Eligible Entity that has previously scheduled an Onsite Course must give, at a minimum, ten (10) days notice to cancel the Onsite Course session(s) without penalty. If the Eligible Entity cancels a Onsite Course nine (9) days or fewer prior to the session, the Bidder and eligible government entity will negotiate the appropriate fees and expenses to cancel or reschedule the Onsite Course session(s).

3.3.5 **License Agreement and other ESRI Terms**

The Bidder must include a copy of all license documents that will be incorporated into the Contract, as well as any ordering documents that Eligible Entities will be expected to execute as part of an order. The Bidder must also include terms pertaining to services, including software maintenance, delivery of consulting and support services, and education/training services. Bidders must review the terms of this RFR with particular emphasis on the Commonwealth's Terms and Conditions, and offer clarifications or amendments as necessary to resolve conflicts between the Bidder's documents and Commonwealth/RFR terms.

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Any substantive changes to the Bidder's documents and clarifications/amendments thereto made after contract execution will require a contract amendment and be subject to negotiation.

Notwithstanding any license or other terms to the contrary, whether or not such terms are agreed to in writing by an Eligible Entity, the following terms will prevail:

- All licenses purchased through this Contract will be owned by the Commonwealth of Massachusetts and can be utilized throughout the Commonwealth government entities without transfer fees.
- Individual government entities are responsible for payments of any licensing fees, technical support and maintenance fees (unless otherwise included), on-site technical assistance/consulting, and, education/training fees.

3.4 Compensation Structure/Pricing

3.4.1 Price List

A standard Price List must be provided for all ESRI products.

Discount percentages must be provided in the Response Form or presented in an alternate form as described below. Discount percentages should be at least as advantageous to the Commonwealth as GSA pricing, and it is desirable that they be more favorable. It is mandatory that the discount information be presented in such a way that the Commonwealth can determine the discounted cost to the Commonwealth for all software products shown on the Price List. If the format of the Response Form is too limiting to allow this, Bidders should use the narrative space to describe the discount model, or to reference other documents which the Bidder has included to show product discounts.

3.4.2 Hourly Rates

Hourly rates must be provided for all job titles listed in response to Consulting and On-Site Support.

3.4.3 Other Pricing

Pricing must be provided for all other services proposed, including technical support, maintenance, education/training and any other services. Projects which are conducted on a fixed price basis will have a maximum obligation stated in the Project Statement of Work.

3.4.4 Pricing Updates

Pricing may be updated quarterly or as needed to show current products and list prices, except in the case of projects for which a fixed price has been established. Pricing updates will not require a contract amendment. The pricing in effect will be the most recently updated pricing posted on Comm-PASS. The Bidder's Account Representative will submit the Price List and/or other pricing changes electronically to the COMMONWEALTH CONTRACT MANAGER, highlighting any price changes, new products, obsolete products, or terms of usage. All information needed for an Eligible Entity to determine product pricing, including conversion matrices, will be submitted to the COMMONWEALTH CONTRACT MANAGER in electronic form. Pricing updates will not be effective until they have been posted on Comm-PASS.

3.4.5 Prompt Pay Discounts (PPD)

All Bidders must agree to offer discounts through participation in the Commonwealth Prompt Payment Discount (PPD) initiative for receiving early and/or on-time payments, unless the Bidder can provide compelling proof that it would be unduly burdensome.

Bidders must submit agreeable terms for Prompt Payment Discount unless otherwise specified by the Procurement Team. The Procurement Team will review, negotiate or reject the offering as deemed in the best interest of the Commonwealth.

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The requirement to offer a PPD may be waived by the Procurement Team on a case-by-case basis if participation in the program would be unduly burdensome on the Bidder. If a Bidder is claiming that this requirement is a hardship or unduly burdensome, the specific reason must be documented in the Response.

3.4.6 Shipping and Delivery

All items covered under this Contract are exempt from shipping charges. The Bidder must not include shipping charges on any invoice, unless the Eligible Entity requests overnight delivery. In that case, only the actual cost of the overnight delivery may be charged. Software must be delivered with 30 business days of receipt of an order.

3.4.7 Travel expenses and all other expenses

3.4.7.1 Travel Expenses

The Bidder may bill for reasonable travel expenses, excluding commuting, only with the prior written approval of the Eligible Entity. Travel expenses are strictly a "pass through." No administrative or other markup is permitted. Travel expenses may not exceed expenses allowed for Commonwealth of Massachusetts employees (see www.mass.gov/hrd). The Statement of Work will define compensation for travel, if any.

3.4.7.2 Other Business Expenses

The Bidder's quoted fixed price or hourly rates must include all standard business expenses (including but not limited to fringe benefits, overhead, profit, telecommuting, office equipment and supplies) that the Bidder incurs in connection with its performance of IT Services. The exception is "Travel Expenses" as described above, and these expenses must be identified separately within the Statement of Work.

3.5 Supplier Diversity Program(SDP) Plan

Important Note:

The former State Office of Minority and Women Owned Business Assistance (SOMWBA) is now known as the Supplier Diversity Office (SDO). The Affirmative Market Program (AMP) is now known as the Supplier Diversity Program (SDP), and the AMP Plan Form is now the SDP Plan Form. SOMWBA-certified M/WBEs (Minority and/or Women Business Enterprises) are now referred to as SDO-certified M/WBEs.

Transition: Any requirements or desirable specifications in this RFR, or any documents associated with this RFR, for SDO Certification, or an SDO Certification Letter, may be met by a current (prior to expiration date) SOMWBA Certification Letter. When SOMWBA certification comes up for renewal, SOMWBA certifications will be replaced by SDO certifications. This provision shall remain in effect until all current SOMWBA certifications have been replaced by SDO certifications.

Massachusetts Executive Order 524 established a policy to promote the award of State Contracts in a manner that develops and strengthens Minority and/or Women Business Enterprises (M/WBEs). As a result, M/WBEs are strongly encouraged to submit bid Responses to this RFR, either as prime vendors, joint venture partners or subcontractors. All Bidders, regardless of their certification status, are required to submit a completed SDP Plan Form as part of their Response for evaluation. It is required that Supplier Diversity Program participation accounts for no less than 10% of the total points in the evaluation.

The Procurement Team requires Bidders to make a significant commitment to partner with certified Minority- and Women-Owned Businesses in order to be awarded a Contract. An SDO-certified (formerly SOMWBA-certified) Bidder may not list itself or an affiliate as being a Supplier Diversity Partner to its own company. In addition, a narrative statement can be included to

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supplement the SDP Plan Form providing further details of the SDP commitments. The submission of this narrative statement does not replace the requirement of the SDP Plan Form. Bidders must submit one form for each M/WBE SDP Relationship. **Please note that no Bidder will be awarded a Contract unless and until they agree to commit to at least one (1) of following three (3) SDP Components selected by the Procurement Team:**

3.5.1 Subcontracting:

If Bidder commits to Subcontracting in their SDP plan, then they must commit to subcontract a specific dollar amount, or a minimum percentage of dollars earned through an awarded Contract, with an SDO-certified company. Although this is only one of several options to meet the requirements for participation in the Supplier Diversity Program, Bidder's submission of subcontracting commitments may be weighted most heavily. The Procurement Team will set timelines for progress reviews (either quarterly or semi-annually) for the purpose of compliance and tracking of submitted commitments. Please note that all subcontracting partnerships require inclusion of that contract between the Bidder and the M/WBE subcontractor in the Bidder's bid package.

3.5.2 Ancillary Uses of Certified M/WBE Firm(s):

If a Bidder commits to Ancillary Uses of certified M/WBE Firm(s) in their SDP plan, then they must include dollar or percentage expenditure commitments for use of these firm(s) with or without the use of written commitments between the Bidder and the M/WBE Firm(s). A description of the ancillary uses of certified M/WBEs, if any, must be included on the SDP Plan Form.

3.5.3 Growth and Development:

If a Bidder commits to Growth and Development in their SDP plan, then they must submit a plan for education, training, mentoring, resource sharing, joint activities, and assistance that would increase industry capacity and the pool of qualified SDO certified companies.

Once an SDP Plan is submitted, negotiated and approved, the Procurement Team will then monitor the Contractor's performance.

Resources available to assist Prime Bidders in finding potential M/WBE partners can be found at: [SDP Procurement Resources and Guides](#) or www.mass.gov/sdp.

3.6 Participation in the OSD's Annual Marketing Event, the MASSbuys Expo

OSD hosts an annual marketing and training trade show, usually in late April or early May, to educate public purchasers and contract end-users on the commodities and services available on statewide contracts, highlight innovative environmentally preferable (green) products and provide marketing and networking opportunities to the business community. The event, recently renamed MASSbuys Expo, represents the blending of two highly successful long running OSD trade shows, the Statewide Training And Resource (STAR) Exposition and the Environmentally Preferable Products (EPP) Vendor Fair and Conference.

The attendees at these events have included public purchasers and contract end users representing all Commonwealth agencies, cities and towns across the state, independent authorities, higher education and eligible not for profit human and social service organizations. The venue for the MASSbuys Expo has significant marketing value and is extremely cost effective as it provides exceptional opportunities for statewide contractors to market directly to thousands of attendees.

The MASSbuys Expo is scheduled each year at the Boston Convention & Exhibition Center (BCEC) and is 100% supported by statewide contractors as exhibitors. The cost to exhibit is approximately \$1100. OSD believes that the show is important because it provides public purchasers and end users with an opportunity to meet over 300 statewide contractors and receive

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important information on new products, particularly those that save energy, conserve water or other resources, reduce waste as well as the use of toxic substances and may also contain recycled materials. It provides statewide contractors with the unparalleled opportunity to establish and renew business relationships with existing customers and to market their business to approximately 2,000 attendees, many of whom represent potential new customers.

Please note that exhibiting at the MASSbuys Expo is not required and no points will be awarded to those Bidders who commit to participate. However, Bidders who indicate their willingness to exhibit at the MASSbuys Expo in their RFR Response will be required to honor their commitment for the duration of their contract, if awarded a contract.

3.7 Requirements for Doing Business After a Contract Has Been Awarded

The requirements below are specific to the Statewide Contract, if any, awarded as a result of this Solicitation. Awarded Bidders (Contractors) must also comply with the requirements stated in Terms and Requirements Pertaining to Awarded Statewide Contracts.

3.7.1 Security and confidentiality

The Contractor shall comply fully with all security procedures of the Commonwealth and Commonwealth Agencies in performance of the Statewide Contract. The Contractor shall not divulge to third parties any confidential information obtained by the Contractor or its agents, distributors, resellers, subcontractors, officers or employees in the course of performing Contract work, including, but not limited to, security procedures, business operations information, or commercial proprietary information in the possession of the Commonwealth Agency.

3.7.2 Contract Management (Contractor's interface with Commonwealth's Contract Manager)

3.7.2.1 Commonwealth Contract Manager

Neil MacGaffey, Commonwealth Contract Manager, shall be the Commonwealth Contract Manager and primary contact for any Commonwealth Contract resulting from this RFR. The Contract Manager shall have the final authority, with the approval of the Procurement Team, in all operational matters pursuant to the Contract. The Contract Manager must approve in advance any proposed substitutions, additions or modifications to this contract. Contact information for the Commonwealth Contract Manager is found in the Issuer tab on Comm-PASS for this Statewide Contract.

All Statewide Contract questions must be directed to the Commonwealth Contract Manager.

3.7.2.2 Contractor account team

3.7.2.2.1 Single Point of Contact (Contractor's Contract Manager)

The individual named on the Standard Contract Form as "Contract Manager" will be responsible for the proper operation and administration of the Contract.

3.7.2.2.2 Replacement of Contractor staff

If the Contractor's Contract Manager leaves the employment of the Contractor, or ceases to perform that role relative to the Contract, the Contractor must offer a replacement to the Commonwealth Contract Manager within ten (10) business days.

It is the Contractor's responsibility to ensure continuity of Contract Management role. If the Contractor's Contract Manager leaves, eMail and phone calls should be forwarded to someone knowledgeable about the Contract until a replacement is appointed. The Contractor is also responsible for maintaining a copy of the Contract, for submitting reports as required, and otherwise remaining in compliance with the Contract.

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3.7.2.2.3 Timely response to requests

The Contractor's Contract Manager shall respond within five (5) business days in writing unless instructed otherwise, to all information requests from the Commonwealth Contract Manager.

3.7.2.2.4 Meetings

The Contractor's Contract Manager will attend meetings at the Operational Services Division (OSD) or at other sites, if required by the COMMONWEALTH CONTRACT MANAGER.

3.7.2.2.5 Change notification

Changes to the Contractor's contact information, company name, legal address, payment address, tax identification number, authorized signatories, SOMWBA-certification status, or EFT information must be promptly reported via email to the Commonwealth Contract Manager. In some cases additional paperwork will be required to effect the change.

3.7.2.3 Report requirements & due dates

The Bidder must agree that if awarded a Contract resulting from this RFR, Bidder will submit Semi-Annual reports to the Commonwealth Project Manger. Reports will be due on February 15 for the period covering July 1 through December 31 of the previous year, and on August 15 for the period covering the entire previous fiscal year (July 1 through June 30).

The Bidder must agree that the report content will include, for each engagement in the reporting period, the following information:

3.7.2.3.1 Contractor Information

Contractor's name, address, phone, facsimile, and eMail address must be included.

3.7.2.3.2 Contractor Engagement Report

Information concerning engagements for which services were provided during the reporting period, including, for each engagement, whether the Eligible Entity was a State or Local Agency, the name of the Eligible Entity, and the start and end dates of the engagement. For each time and materials engagement, list the employees supplied to the Eligible Entity, including their hourly rates, total hours, and total amount billed. If the engagement began before, or ended after, the reporting period, only those hours worked during the reporting period should be included. For each fixed price engagement, identify the project as "Fixed Price" and provide the project title, the total dollars invoiced during the reporting period, and the total dollar value of the engagement.

3.7.2.3.3 Product Report

The report must include, but is not limited to, the name of the Eligible Entity, title/description of the software product, including version number, the Software Publisher's Part Number, the Quantity Shipped, the Unit Price, the Extended Price, and the Invoice Date.

3.7.2.3.4 Supplier Diversity Program Report

Contractors must include, in the report submitted on August 15, committed dollars or percentages of ITS48 income and actual dollars spent with each M/WBE listed on their Supplier Diversity Program Plan Form(s). If the actual dollar amount is less than the

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committed amount, or if a percentage of ITS48 income was committed and the dollar amount subcontracted is less than that percentage of ITS48 income, Contractors must provide an explanation and demonstrate that they used due diligence in attempting to meet their commitment. Contractors who committed to subcontracting with M/WBEs must also report the dollar value, by M/WBE subcontractor, of the subcontracted work and the agency(ies) for which it was provided.

3.7.2.3.5 Discounts/Value-Added Services

Discounts or other Value-Added services with a monetary value must be reported if these were offered in the Bidder's Response.

3.7.2.3.6 Additional Information as Required on the Report Template

Report templates will be posted on Comm-PASS. If additional information to that listed above is requested on the report template, Contractors must provide this information if it is available.

3.7.3 Orders (Contractor's Interface with Commonwealth Agencies)

3.7.3.1 Order procedures

Eligible Entities may request and receive price quotations for ESRI products and services. It is desirable that the turnaround time for such quotations be forty-eight (48) hours or less from the time both parties have agreed on the scope of the order. The Bidder must identify the maximum time for delivering quotations. Quotations will remain in effect for thirty calendar days. If the thirty day period spans a change in the Price List, the quotation must indicate prices before and after the date on which the new Price List will be effective. Quotations will not include sales tax.

3.7.3.2 Statement of Work

All project engagements entered into under ITS48 will require a Statement of Work in the form of the "Project Statement of Work" template found under "Forms & Terms."

The exception to the above is when companies are engaged to provide on-going support or maintenance for an existing software system.

Title and Intellectual Property Rights are addressed in the "Project Statement of Work." Any changes which an Eligible Entity wishes to make to these terms are subject to the approval of the General Counsel of the Information Technology Division.

3.7.4 Subcontracting

As stated in the RFR Section entitled "Subcontracting Policies," subcontracting is permitted under ITS48. However, Contractors may not subcontract more than 80% of the work under any engagement. At a minimum, the ITS48 Contractor must take full responsibility for project management, which will be done by a staff member of the ITS48 Contractor, NOT by an Independent Contractor or resources provided by another company.

3.7.5 Alternatives

Contractors may propose alternatives for equivalent, better or more cost effective performance than specified under the Contractor's original Response at any time during the life of the Statewide Contract.

4 EVALUATION CRITERIA

Bidder scores will be used to rank Bidders and will determine which Bidders will proceed to subsequent stages of the evaluation and/or enter into negotiations with the Commonwealth to receive a Contract award.

4.1 Mandatory requirements

Mandatory Specifications must be met in order for a Bid to be evaluated and may be used to disqualify Bidders. In addition, certain mandatory specifications have desirable components to them that may be evaluated by the Procurement Team. The Procurement Team reserves the right, in its discretion, to determine if non-compliance with a Mandatory Specification is insignificant or can be easily corrected.

All specifications are mandatory unless otherwise stated.

4.2 Desirable specifications

RFR specifications prefaced with language such as: "desirable", "could," "can," "should," "preferably," "prefers," "suggested," and "requested" identify a desirable or discretionary item or factor that is considered by the issuer to be "desirable." The issuer has listed all desirable specifications which will receive points in the evaluation criteria.

4.3 Alternatives

A Response which fails to meet any material term or condition of the Solicitation, including the submission of required attachments, may lose points or be deemed unresponsive and disqualified. Unless otherwise specified, Bidders may submit Responses proposing alternatives which provide equivalent, better or more cost effective performance than achievable under the stated Solicitation specifications. These alternatives may include related commodities or services that may be available to enhance performance during the period of the Contract. The Response should describe how any alternative achieves substantially equivalent or better performance to that of the Solicitation specifications.

The Procurement Team will determine if a proposed alternative method of performance achieves substantially equivalent or better performance. The goal of this Solicitation is to provide the best value of commodities and/or services to achieve the goals of the procurement.

4.4 Evaluation Components

The following components will be some of the criteria considered by the team when evaluating each Response:

- Price
- Supplier Diversity Program (minimum of 10% weight)
- Qualifications which exceed mandatory requirements
- Proposed services which exceed mandatory requirements

5 HOW TO SUBMIT A BID RESPONSE

All Bidders may begin creating and compiling response materials as soon as the Solicitation containing files on the Forms & Terms tab and the Specifications tab is in an OPEN Document Status. When submitting response materials prior to the Solicitation Close Date, the ability to upload documents is only available to active SmartBid account holders after the Solicitation Amendment Deadline has passed. Once the Solicitation Close Date and Time has passed, interested Bidders will be unable to submit a Response online.

5.1 Bid Response Method

Online Bid Submission via SmartBid is required to eliminate direct and indirect costs associated with the production, delivery/receipt, storage and management of traditional paper bids incurred by Bidders, the Operational Services Division, and the Commonwealth of Massachusetts. Bids submitted via the SmartBid tools also promote environmental conservation and preservation by eliminating printed materials as well as fossil-fuel consumption associated with delivery. All Bidders must submit Responses online using tools available to Comm-PASS SmartBid Subscribers only.

Comm-PASS SmartBid requires an annual subscription. To subscribe, go to www.comm-pass.com. Complete the SmartBid subscription process by selecting the JOIN tab from the main navigation bar to review subscription benefits and create a custom account.

All Bidders who are awarded a contract resulting from this RFR, if any, will be required to maintain an active subscription account during the duration of the Contract, by renewing their subscription annually.

5.2 SmartBid Training

Training sessions targeting the online submission tool, if offered, are noted in the [Procurement Calendar 2](#). Bidders must also check the Bidders' Forum, where any updates to the training schedule will be posted.

5.3 SmartBid Support

Technical assistance is available during the procurement process. Every effort is made to respond to inquiries within one business day.

Website: go to www.mass.gov/osd and select the Comm-PASS Resource Center link offered within the Conduct a Procurement menu

Email: Send inquiries to the Comm-PASS Helpdesk at comm-pass@state.ma.us

Telephone: Call the Comm-PASS Helpline at 1-888-MA-STATE (1-888-627-8283). The Helpline is staffed from 7:30 AM to 5:00 PM Monday through Friday Eastern Standard or Daylight time, as applicable, except on federal, state and Suffolk county holidays.

Bidders are advised that Comm-PASS will be unavailable during regularly scheduled maintenance hours as displayed under the "Comm-PASS System Availability" link offered at the bottom of any Comm-PASS page.

5.4 Bid Response Deadline

All Bids must be received by the Operational Services Division before the specified date, month, year and time displayed on the Solicitation's Summary page within the Close Date field. Times are Eastern Standard/Daylight Savings (US), as applicable. All Bidders are advised to allow adequate time for submission by considering potential online submission impediments like Internet traffic, Internet connection speed, file size, and file volume. OSD is not responsible for delays encountered by Bidders or their agents, or for a Bidder's local hardware failures, such as computers or related networks, associated with bid compilation or submission. Bids submitted via

SmartBid are time stamped by the Comm-PASS system clock which is considered the official time of record.

5.5 Bid Package

Bidders submitting via SmartBid must name their Response by entering "<BidderName>_ITS48designatedITD" in the Response Nick Name field in Step 3 of the submission wizard.

5.6 Bid Response Contents

Bidders must comply with the requirements below.

5.6.1 RFR Submission Checklist

Procurement Management Teams seek to reduce the number of Bidder disqualifications based on incomplete submissions. Therefore, Bidders must complete and submit the RFR Submission Checklist and all documents referenced in the Checklist. By submitting the RFR Submission Checklist with a response, Bidders agree to all specifications on Comm-PASS for this Solicitation, including the RFR and all the documents within all the tabs, including the Forms & Terms tab and the Specifications tab, and the Solicitation's related Forum, if any.

The order given on the RFR Checklist must be the order followed in the Response. The Procurement Team may deduct points for failure to follow the instructions provided, or may disqualify Proposals that are not in the appropriate format.

The "Response Form," which includes the RFR Submission Checklist, must be used for submission of all Responses. This form provides space for responding to all RFR requirements that require the Bidder to submit information that is not captured on other required forms and submissions.

5.6.2 Additional Bid Response Terms

5.6.2.1 Prohibition regarding contract terms

Bidders must not, as part of their bid Responses, propose additional contractual terms, or supplemental or clarifying language pertaining to contractual terms, even if the proposed additions/clarifications are not in conflict with the Commonwealth Terms and Conditions, the Standard Contract Form, or other documents comprising this RFR. It is essential for Contracting Departments that all contractors' Statewide Contracts can be depended upon to incorporate the same terms and only those terms. Contractors who wish to propose additional non-conflicting contractual terms, or supplemental or clarifying language, may do so ONLY on a case-by-case basis, negotiated for each specific engagement and memorialized in the Project Statement of Work.

5.6.2.2 Bidder Response Form

All specifications of this RFR that are not mandatory such as those specifically identified as "optional," "desirable" or in other terms indicating that the specification is not mandatory must have a response within the Bidder Response Form provided on Comm-PASS for this solicitation in order to be evaluated. Most items within the Bidder Response Form will be scored to determine the apparent successful bidders. The Procurement Team does not want and will not read, consider or evaluate a line by line response to this RFR.

5.7 Bid Response Materials

5.7.1 Electronic Signatures

Bids submitted via SmartBid must be signed electronically by the Bidder or the Bidder's Agent by selecting the Agree to All link in Step 2 of the Online Submission wizard. By selecting "Next

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Step" on the "Forms & Terms" tab after acknowledging all of the forms on that tab, the submitter attests that s/he is an agent of the Bidder with authority to sign on the Bidder's behalf, and that s/he has read and assented to each document's terms.

5.7.2 Ink Signatures

Original ink signatures are required only after contracts have been awarded. The Commonwealth of Massachusetts requires Contractors to submit original ink-signature versions of the following forms:

- Standard Contract Form
- Commonwealth Terms and Conditions
- Contractor Authorized Signatory Listing
- Request for Taxpayer Identification and Verification (Mass. Substitute W9 Form)
- Supplier Diversity Program Plan Form

Successful Bidders who signed these forms electronically via SmartBid online submission tools must still submit the above forms with ink signatures within seven (7) calendar days of award notification or their contract may not be executed by the Commonwealth. Bidders who have previous contract(s) with the Commonwealth and have up-to-date, ink-signature versions of the Commonwealth Terms and Conditions and Request for Taxpayer Identification and Verification (Mass. Substitute W9 Form) on file with the Office of the State Comptroller may submit copies of the signed forms. However, a new Standard Contract Form and Contractor Authorized Signatory Listing with original ink signatures must be submitted for each new contract with the Commonwealth.

5.8 Limits and Restrictions

5.8.1 File Naming Conventions

Files submitted via SmartBid must follow the file names specified in the RFR Checklist. The Description entered during the file upload process ensures each file is readily identified by Company Name and content. The File Name assigned by the Bidder as stored on their computer or network must be structured such that each file can be processed by the upload tool. The same name should be used for both the File Name and the Description. The upload tool will reject any file name that includes spaces or symbols, like the brackets [] some systems apply when files are downloaded from the Internet.

5.8.2 File Size Limits

The system will not accept files that approach or exceed 10 MB. If a large file fails to upload, the Bidder must save the contents as multiple files. If a large file fails to upload, bidders must break up the file and append _Part1, _Part2 to the end of the Description and File Name.

5.8.3 Duplicate File Names Not Accepted

Once a file has been submitted, Comm-PASS will not accept another file with the same name. This is the case even with files that are modified or have been withdrawn. If it is necessary to resubmit a file, add an underscore and version number to the end of the Description and File Name, for example, ITS48_ResponseForm_CompanyName_Ver2.

5.8.4 File Format Restrictions

Bidders must submit file formats readable by MS Word 2003 or later, or by Adobe Acrobat Reader or MS Excel 2003. Except as noted later in this sub-section, The Procurement Team strongly prefers documents be submitted in Adobe Acrobat, Version 8.x or later. All scanned documents must be in .pdf or .gif format, and must be scanned in such a way that they can be read on a computer monitor and printed on 8 1/2" x 11" paper, unless otherwise specified. Forms provided for the Bidder to complete, other than the Standard Forms, must be completed and submitted in their original formats, NOT scanned and submitted as PDF or other file types.

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5.9 **Withdrawing a Response**

5.9.1 **Prior to Close Date**

Bids may be withdrawn using the Withdraw icon offered on the subscriber's Response Desktop.

5.9.2 **After Close Date**

No Bid can be withdrawn after the Close Date. If the Bidder wants to remove a Response from consideration, contact the Commonwealth Contract Manager for guidance.

6 APPENDIX 1 – REQUIRED TERMS FOR ALL STATEWIDE RFRS

The terms of 801 CMR 21.00: Procurement of Commodities and Services are incorporated by reference into this RFR. Words used in this RFR shall have the meanings defined in 801 CMR 21.00. Additional definitions may also be identified in this RFR. Unless otherwise specified in this RFR, all communications, Responses, and documentation must be in English and all cost proposals or figures in U.S. currency. All Responses must be submitted in accordance with the specific terms of this RFR.

6.1 General Procurement Information

6.1.1 Alterations

Bidders may not alter (manually or electronically) the Solicitation language or any Solicitation component files, except as directed in the RFR. Modifications to the body of the Solicitation, specifications, terms and conditions, or which change the intent of this Solicitation are prohibited and may disqualify a Response.

6.1.2 Bidder's Contact Information

It is the Bidder's responsibility to monitor the email address provided in the Solicitation for the Bidder's contact person. The Procurement Team may need to contact the Bidder's contact person with clarification requests or for other reasons. The Procurement Team and the Commonwealth assume no responsibility if a Bidder's designated email address is not current, or if technical problems, including those with the Bidder's computer, network or internet service provider (ISP), cause e-mail communications between the Bidder and the Procurement Team to be lost or rejected by any means including email or spam filtering.

6.1.3 Comm-PASS SmartBid Subscription

As specified in the RFR Section entitled Bid Response Method, Bidders must have or activate a SmartBid account in order to submit a Response. A SmartBid subscription also provides value-added features, including automated email notification associated with postings and modifications to Comm-PASS records. When properly configured and managed, subscribers who login to SmartBid access:

- A secure desktop with Items I'm Tracking tools for efficient record management
- A customizable profile reflecting the subscriber's product/service areas of interest
- Full-cycle, automated email alert whenever any record of interest is posted or updated
- A custom listing in the public Business Directory, an online "yellow-pages" advertisement

Bidders who activate a SmartBid account are required to provide a valid email address in order to receive notifications. Bidders responding to this RFR agree to:

1. alert the procurement manager by email if the email address used within the SmartBid account:
 - differs from the email address for public display in the Comm-PASS Contract record, if awarded
 - changes and must be updated within the publicly displayed Comm-PASS Contract record, if awarded
2. set the mail server and mailbox settings to treat email sent from the domains @comm-pass.com and @state.ma.us as "friendly" or "not SPAM."

Every public purchasing entity within the borders of Massachusetts may post records on Comm-PASS at no charge. Comm-PASS has the potential to become the sole site for all public entities in Massachusetts.

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6.1.4 Costs

Costs which are not specifically identified in the Bidder's Response, and accepted by the Procurement Team as part of a Statewide Contract, will not be compensated under any Statewide Contract or engagement awarded pursuant to this RFR. The Commonwealth will not be responsible for any costs or expenses incurred by Bidders responding to this RFR.

6.1.5 Electronic Funds Transfer (EFT)

All Bidders must agree to participate in the Commonwealth Electronic Funds Transfer (EFT) program for receiving payments. A link to the EFT application can be found on the OSD Forms page (www.mass.gov/osd). Additional information about EFT is available on the Comptroller's VendorWeb site located at: <https://massfinance.state.ma.us/VendorWeb/vendor.asp>.

Upon notification of award, Contractors are required to enroll in EFT by completing and submitting the "Authorization for Electronic Funds Payment Form" to the Procurement Team for review, approval and forwarding to the Office of the Comptroller, unless already enrolled in EFT. A link to the EFT application can be found on the Comptroller's VendorWeb site (see above link). This form, and all information contained on this form, shall not be considered a public record and shall not be subject to public disclosure through a public records request.

6.1.6 Minimum Bid Duration

Bidders Responses to this RFR must remain in effect for at least 90 days from the date of Response submission.

6.1.7 Ownership of Submitted Responses

OSD and the Procurement Team shall be under no obligation to return any Responses or materials submitted by a Bidder in response to this RFR. All materials submitted by Bidders become the property of the Commonwealth of Massachusetts and will not be returned to the Bidder. The Commonwealth reserves the right to use any ideas, concepts, or configurations that are presented in a Bidder's Response, whether or not the Response is selected for Contract award.

Responses stored on Comm-PASS in the encrypted lock-box are the file of record. Bidders retain access to a read-only copy of this submission via their Comm-PASS SmartBid Online Response Desktop, as long as their account is active. Bidders may also retain a traditional paper copy or electronic copy on a separate computer or network drive or separate media, such as CD or DVD, as a back up.

6.1.8 Prohibitions

Bidders are prohibited from communicating directly with any employee of the procuring Department or any member of the Procurement Team regarding this RFR except as specified in this RFR, and no other individual Commonwealth employee or representative is authorized to provide any information or respond to any question or inquiry concerning this RFR. Bidders may contact the contact person using the contact information provided in the "Issuers" tab for this Solicitation in the event that this RFR is incomplete or information is missing. Bidders experiencing technical problems accessing information or attachments stored on Comm-PASS should contact the [Comm-PASS Helpdesk](#).

In addition to the certifications found in the Commonwealth's Standard Contract Form, by submitting a Bid Response, the Bidder certifies that the Response has been arrived at independently and has been submitted without any communication, collaboration, or without any agreement, understanding or planned common course or action with, any other Bidder of the commodities and/or services described in the RFR.

6.1.9 Public Records Law

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All Responses and information submitted in response to this RFR are subject to the Massachusetts Public Records Law, M.G.L., Chapter 66, Section 10, and to Chapter 4, Section 7, Subsection 26. Any statements in submitted Responses that are inconsistent with these statutes shall be disregarded.

6.1.10 Reasonable Accommodation

Bidders with disabilities or hardships that seek reasonable accommodation, which may include the receipt of RFR information in an alternative format, must communicate such requests in writing to the contact person. Requests for accommodation will be addressed on a case by case basis. A Bidder requesting accommodation must submit a written statement which describes the Bidder's disability and the requested accommodation to the contact person for the RFR. The Procurement Team reserves the right to reject unreasonable requests.

6.1.11 System of Record

Comm-PASS is the official system of record for all procurement information which is publicly accessible at no charge at www.comm-pass.com. Information contained in this document and in each tab of the Solicitation, including file attachments, and information contained in the related Bidders' Forum(s), are all components of the Solicitation.

Bidders are solely responsible for obtaining all information distributed for this Solicitation via Comm-PASS, by using the free Browse and Search tools offered on each record-related tab on the main navigation bar (Solicitations and Forums). Forums support Bidder submission of written questions associated with a Solicitation and publication of official answers. All records on Comm-PASS are comprised of multiple tabs, or pages. For example, Solicitation records contain Summary, Rules, Issuer(s), Intent or Forms & Terms and Specifications, and Other Information tabs. Each tab contains data and/or file attachments provided by the Procurement Management Team. All are incorporated into the Solicitation.

It is each Bidder's responsibility to check Comm-PASS for:

- Any addenda or modifications to this Solicitation, by monitoring the "Last Change" field on the Solicitation's Summary tab, and
- Any Bidders' Forum records related to this Solicitation (see [Locating an Online Bidders' Forum](#) for information on locating these records).

The Commonwealth accepts no responsibility and will provide no accommodation to Bidders who submit a Response based on an out-of-date Solicitation or on information received from a source other than Comm-PASS.

6.2 Evaluation – Best Value Selection and Negotiation

The Procurement Team may select the Response(s) which demonstrates the best value overall, including proposed alternatives, that will achieve the goals of the procurement. The Procurement Team and a selected Bidder may negotiate a change in any element of Contract performance or cost identified in the original RFR or the selected Bidder's Response which results in lower costs or a more cost effective or better value than was presented in the selected Bidder's original Response.

6.3 Terms and Requirements Pertaining to Awarded Statewide Contracts

6.3.1 Comm-PASS SmartBid subscription

Contractors must maintain a Comm-PASS SmartBid subscriber account managed by the Subscriber online at www.Comm-PASS.com. The subscription must be renewed annually for the duration of the Contract.

6.3.2 Commonwealth Tax Exemption

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Payment vouchers or invoices submitted to Massachusetts government entities must not include sales tax.

6.3.3 Contractor's Contact Information

It is the Contractor's responsibility to keep the Contractor Contract Manager's information current. If this information changes, the Contractor must notify the COMMONWEALTH CONTRACT MANAGER by email immediately, using the address located on the Contract's "Issuer(s)" tab in the "Contact Information" section.

The Procurement Team and the Commonwealth assume no responsibility if a Contractor's designated email address is not current, or if technical problems, including those with the Contractor's computer, network or internet service provider (ISP), cause e-mail communications between the Bidder and the Procurement Team to be lost or rejected by any means including email or spam filtering.

6.3.4 Contractual Status of Orders and Service Contracts

Each order or service contract placed under the Statewide Contract established as a result of this RFR shall be considered a separate Contract between the Contracting Department and the Contractor, and shall be deemed to incorporate all of the terms and conditions of the Statewide Contract. Nothing contained in any order or service contract shall amend or vary the terms of the Statewide Contract. Additional terms which do not conflict with the Commonwealth's Terms and Conditions, the Massachusetts Standard Contract Form, this RFR and any amendments, or the Bidder Response, may be included in an order or service contract.

6.3.5 Electronic Funds Transfer (EFT)

Upon notification of award, Contractors are required to enroll in EFT by completing and submitting the "Authorization for Electronic Funds Payment Form" to the Procurement Team for review, approval and forwarding to the Office of the Comptroller, unless already enrolled in EFT. A link to the EFT application can be found on the OSD Forms page (www.mass.gov/osd). This form, and all information contained on this form, shall not be considered a public record and shall not be subject to public disclosure through a public records request.

6.3.6 Electronic Procurement Systems (eProcurement)

All Bidders responding to this RFR agree that, in the event the Commonwealth implements a Web-based system to support catalog purchasing and upon at least 120 days notice, they will participate as directed by the Procurement Team to successfully activate and maintain a contract- and technically-compliant catalog in the Commonwealth of Massachusetts open-architecture eMarketplace.

By establishing an eMarketplace, Commonwealth executive departments and all eligible public entities will access one system to shop directly with Statewide Contract Vendors.

The eMarketplace will support an open model which means a supplier's single Web-catalog can be re-used for many customers. Bidders who already maintain or are developing a Website for product ordering are advised that links to their sites will only be enabled within Comm-PASS or the eMarketplace if the system is limited to or can distinguish between Statewide Contract customers and retail or commercial customers. Bidders who already maintain or are developing a Website for product information are advised that links to their site will only be enabled within Comm-PASS if content is restricted to terms authorized under Statewide Contract.

6.3.7 Emergency Standby Commodities and/or Services

Contractors may be called upon during a declared state of emergency to supply and/or deliver to the Commonwealth on a priority basis commodities and/or services which are currently under Statewide Contract.

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To accommodate such requests, Contractors may be asked, and must make every effort to service, these requests from regular sources of supply at the rates set forth in any Statewide Contract resulting from this RFR.

6.3.8

HIPAA: Business Associate Contractual Obligations

Bidders are notified that any Department meeting the definition of a Covered Entity under the Health Insurance Portability and Accountability Act of 1996 (HIPAA) will include in the RFR or RFQ and resulting contract sufficient language establishing the successful Bidder's contractual obligations, if any, that the Department will require in order for the Department to comply with HIPAA and the privacy and security regulations promulgated thereunder (45 CFR Parts 160, 162, and 164) (the Privacy and Security Rules). For example, if the Department determines that the successful Bidder is a business associate performing functions or activities involving protected health information, as such terms are used in the Privacy and Security Rules, then the Department will include in the RFR and resulting contract a sufficient description of business associate's contractual obligations regarding the privacy and security of the protected health information, as listed in 45 CFR 164.314 and 164.504 (e), including, but not limited to, the Bidder's obligation to: implement administrative, physical, and technical safeguards that reasonably and appropriately protect the confidentiality, integrity, and availability of the protected health information (in whatever form it is maintained or used, including verbal communications); provide individuals access to their records; and strictly limit use and disclosure of the protected health information for only those purposes approved by the department. Further, the Department reserves the right to add any requirement during the course of the contract that it determines it must include in the contract in order for the department to comply with the Privacy and Security Rules.

The above information pertains to contracts with Departments which are entered into under the Statewide Contract. This Solicitation itself does not fall under HIPAA.

6.3.9

Pricing: Federal Government Services Administration (GSA) or Veteran's Administration Supply

The Commonwealth reserves the right to request that the Contractor provide initial pricing schedules and periodic updates available under their GSA or other federal pricing contracts. In the absence of proprietary information being part of such contracts, compliance for submission of requested pricing information is expected within 30 days of any request. If the Contractor receives a GSA or Veteran's Administration Supply contract at any time during the term of the Statewide Contract, the Contractor must notify the Commonwealth Contract Manager.

6.3.10

Pricing

The Bidder must agree that no other state or public entity customer within the United States of similar size and with similar terms and conditions shall receive a lower price for the same commodity and service during the Statewide Contract period, unless this same lower price is immediately effective for the Commonwealth. If the Commonwealth believes that it is not receiving this lower price as required by this language, the Bidder must agree to provide current or historical pricing offered or negotiated with other state or public entities at any time during the Statewide Contract period in the absence of proprietary information being part of such contracts.

Compliance with this clause shall not be interpreted to require that a Contractor, prior to or over the course of providing goods or services, must conduct company-wide inquiry to ensure that no other customer of similar size and similar terms and conditions is receiving a lower price for the same commodity and service.

Compliance can be achieved in one of two ways:

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1. If a single Contractor Contract Manager is aware based on his/her own knowledge (without conducting any surveys) of an instance in which another customer within the United States of similar size and terms is receiving the same commodity and/or service, it is the Contractor Contract Manager's responsibility to ensure that the other customer is not receiving a lower price, and to offer the same price to the Commonwealth if this is the case. If the Contractor Contract Manager is not certain as to whether the other customer is sufficiently "similar" or the commodity/service is sufficiently "the same" so as to trigger the Pricing clause, the Contractor Contract Manager must contact the Commonwealth Contract Manager for guidance.

2. If OSD learns of an instance in which another customer of apparently similar size and terms is receiving apparently the same commodity/service at a lower price, the Commonwealth Contract Manager will so advise the Contractor Contract Manager. The Contractor Contract Manager must then either demonstrate to the satisfaction of the Commonwealth Contract Manager that the other customer is NOT similar, and/or that the commodity/service is NOT the same, or the Contractor Contract Manager must lower the price to the Commonwealth.

In addition, Statewide Contractors may be asked to offer (and are encouraged to make available) special discounted pricing opportunities to Eligible Entities within the terms of their Statewide Contract. Such price discounts may come in the form of periodic aggregate purchases by Eligible Entities, whereby such entities will request further discounted prices from the Contractor(s) for guaranteed quantities to be purchased. The Statewide Contractor must report to the Commonwealth Contract Manager prior to any such price reductions or discounts, or other more favorable terms, being offered to any Eligible Entity beyond those in their Statewide Contract. The COMMONWEALTH CONTRACT MANAGER reserves the right to approve all price adjustments.

6.3.11 Publicity

Any Statewide Contractor awarded under this RFR is prohibited from selling or distributing any information collected or derived from the Statewide Contract, including lists of participating Entities, Commonwealth employee names, telephone numbers or addresses, or any other information except as specifically authorized by the PROCUR Procurement Team.

6.3.12 Save Smart Program (Save \$mart)

The OSD \$ave\$mart Program is a partnership between OSD and Statewide Contract Vendors. The purpose of the program is to create additional cost savings and opportunities for all Eligible Entities utilizing Statewide Contracts. These opportunities could be in the form of reduction in cost for a limited time, free training opportunities, and other offerings.

Contractors should notify the Commonwealth Contract Manager of any price reductions they are willing to provide, including those which are time- or quantity-limited, as a promotional or competitive strategy, an inventory reduction initiative, or for any other reason. If suitable, the cost savings will be showcased in the \$ave \$mart section of OSD's website.

6.3.13 Statewide Contractor Marketing Requirements

Statewide Contractors awarded under this RFR must adhere to the following sales/marketing requirements and limitations regarding their Contract: Contractors may only sell those goods and/or services for which they are awarded a Statewide Contract pursuant to this RFR; marketing information must be factual in nature in order to promote those goods and/or services for which the Contractor has a Statewide Contract and must not be critical of other Statewide Contractors; and Contractors must not display the Commonwealth of Massachusetts Seal for commercial purposes because use of the coat of arms and the Great Seal of the Commonwealth for advertising or commercial purposes is prohibited by law. During the life of

the Contract, the Procurement Team reserves the right to require Contractors to seek and receive prior written approval before distributing marketing information to eligible entities.

6.3.14 Subcontracting Policies

Prior approval of the department is required for any subcontracted service of the Contract. Contractors are responsible for the satisfactory performance and adequate oversight of its subcontractors.

6.3.15 Transaction Fee

In the event the Operational Services Division determines that it is necessary to adopt an alternative funding mechanism for its procurements in the future, including, but not limited to, a transaction fee, the Operational Services Division hereby reserves the right to renegotiate the inclusion and implementation of such a fee and/or other alternative funding mechanisms with the awarded contractors.

7 APPENDIX 2 – REQUIRED TERMS FOR ALL INFORMATION TECHNOLOGY STATEWIDE RFRS

7.1 Enterprise Policy and Standards

All IT systems and applications developed by, or for Executive department agencies or operating within the Massachusetts Access to Government Network (MAGNet), must conform with the Enterprise Information Technology Policies, Standards and Guidance promulgated by the Commonwealth's CIO as they existed at the time the Request for Quote or other Solicitation was posted, unless otherwise specified in the Request for Quote or other Solicitation, or the resulting contract (That is, the policies will be those in effect when specifications for particular engagements are posted, NOT those in effect at the time this RFR was posted.). Non-conforming IT systems cannot be deployed unless the purchasing agency and their Contractor have jointly applied for and received in writing from the Commonwealth's CIO or his designee, notice that a specified deviation will be permitted. The Enterprise Information Technology Policies, Standards & Guidance, with the exception of the Enterprise Public Access Policy For e-Government Applications and the Enterprise Public Access For e-Government Applications Standards, are available at mass.gov/itd. The Enterprise Public Access Policy For e-Government Applications and the Enterprise Public Access For e-Government Applications Standards are available in hard copy from the purchasing agency. Purchasing agencies may also obtain a current copy of these documents, on behalf of their Contractor, by contacting the Information Technology Division's CommonHelp group at commhelp@state.ma.us or 1 (866) 888-2808.

Contractors should only request the Public Access Architecture documentation when they are bidding on specific projects or services, and should request it of the Contracting Department which has posted the Request for Quotes or other Solicitation. Bidders must not request a copy of the Commonwealth's Public Access Architecture in connection with responding to this RFR.

Please Note: Given the pace of information technology innovation, purchasing agencies and their contractors are encouraged to contact the Information Technology Division's CommonHelp group at commhelp@state.ma.us or 1 (866) 888-2808 to signal a system or application design and development initiative. Such advance notice helps to ensure conformance with the relevant Enterprise Technology Policies, Standards and Procedures.

Contractor delivery of IT systems and applications that fail to conform to the Commonwealth's Enterprise Information Technology Policies, Standards and Procedures, absent the Commonwealth CIO's grant of written permission for a deviation, shall constitute breach of any Contract entered as a result of this Request for Response and any subsequent Request for Quotes. The Commonwealth may choose to require the Contractor, at his own cost, to re-engineer the non-conforming system for the purpose of bringing it into compliance with Commonwealth Enterprise Information Technology Policies, Standards and Procedures.

7.2 Clarification of Language in Section 11, Indemnification of the Commonwealth Terms and Conditions

Pursuant to Section 11. Indemnification of the Commonwealth Terms and Conditions, the term "other damages" shall include, but shall not be limited to, the reasonable costs the Commonwealth incurs to repair, return, replace or seek cover (purchase of comparable substitute commodities and services) under a contract. "Other damages" shall not include damages to the Commonwealth as a result of third party claims, provided, however, that the foregoing in no way limits the Commonwealth's right of recovery for personal injury or property damages or patent and copyright infringement under Section 11 nor the Commonwealth's ability to join the Contractor as a third party defendant. Further, the term "other damages" shall not include, and in no event shall the Contractor be liable for, damages for the Commonwealth's use of Contractor provided products or services, loss of Commonwealth records, or data (or other intangible property), loss of use of equipment, lost revenue, lost savings or lost profits of the Commonwealth. In no event shall "other

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damages" exceed the greater of \$100,000, or two times the value of the product or service (as defined in the contract scope of work) that is the subject of the claim. Section 11 sets forth the Contractor's entire liability under a contract. Nothing in this section shall limit the Commonwealth's ability to negotiate higher limitations of liability in a particular contract, provided that any such limitation must specifically reference Section 11 of the Commonwealth Terms and Conditions.

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8 APPENDIX 3 - INSTRUCTIONS FOR EXECUTION AND SUBMISSION OF COMMONWEALTH STANDARD FORMS

The purpose of this appendix is to provide guidance to Bidders on the Commonwealth Standard forms to be submitted (in addition to the other forms and documents required) and how they must be executed and submitted. Please note that these instructions are meant to supplement the Instructions found on each of these forms. It is advisable to print this document first so that it may be referenced when filling out these forms.

Some of the forms listed below can be electronically signed by the Bidder, see Electronic Signatures. However, online Bidders must, if notified of Contract award, submit the following four (4) forms on paper with original ink signatures unless otherwise specified below, within the timeframe referenced in Ink Signatures: the Commonwealth Standard Contract Form, the Commonwealth Terms and Conditions, the Request for Taxpayer Identification Number and Certification (Mass. Substitute W9 Form) and the Contractor Authorized Signatory Listing.

8.1 Forms located on the Solicitation's Forms & Terms tab

8.1.1 Commonwealth Standard Contract Form

Sign electronically as described above; **if notified of Contract award**, complete as directed below and submit on paper with original ink signature and date.

By executing this document or signing it electronically, the Bidder certifies, under the pains and penalties of perjury, that it has submitted a Response to this RFR that is the Bidder's Offer as evidenced by the execution of its authorized signatory, and that the Bidder's Response may be subject to negotiation by the Procurement Team. Also, the terms of the RFR, the Bidder's Response and any negotiated terms shall be deemed accepted by the Operational Services Division and included as part of the Statewide Contract upon execution of this document by the State Purchasing Agent or her designee.

If the Bidder does not have a Vendor Code beginning with "VC," or does not know what their Vendor Code is, the Bidder should leave the Vendor Code field blank. The Bidder should NOT enter a Vendor Code assigned prior to May 2004, as new Vendor Codes have been assigned to all companies since that time.

Signature and date MUST be handwritten in ink, and the signature must be that of one of the people authorized to execute contracts on behalf of the Contractor on the Contractor Authorized Signatory Listing (See below).

8.1.2 Commonwealth Terms and Conditions

Sign electronically as described above; **if notified of Contract award**, complete as directed below and submit on paper with original ink signature and date, or submit a copy of a previously executed, up-to-date copy of the form as directed below.

If the Bidder has already executed and filed the Commonwealth Terms and Conditions form pursuant to another RFR or Contract, a copy of this form may be included in place of an original. If the Bidder's name, address or Tax ID Number have changed since the Commonwealth Terms and Conditions form was executed, a new Commonwealth Terms and Conditions form is required. The Commonwealth Terms and Conditions are hereby incorporated into any Contract executed pursuant to this RFR.

This form must be unconditionally signed by one of the authorized signatories (see Contractor Authorized Signatory Listing, below), and submitted without alteration. If the provisions in this document are not accepted in their entirety without modification, the entire Proposal offered in response to this Solicitation may be deemed non-responsive.

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The company's correct legal name and legal address must appear on this form, and must be identical to the legal name and legal address on the Request for Taxpayer Identification and Certification Number (Mass. Substitute W9 Form).

8.1.3 Request for Taxpayer Identification Number and Certification (Mass. Substitute W9 Form)

Sign electronically as described above; **if notified of Contract award**, complete as directed below and submit on paper with original ink signature and date, or submit a copy of a previously executed, up-to-date copy of the form as directed below.

If a Bidder has already submitted a Request for Taxpayer Identification and Certification Number (Mass. Substitute W9 Form) and has received a valid Massachusetts Vendor Code, an original W-9 form is not required. A copy of the form as filed may be included in place of an original. If the Bidder's name, address or Tax ID Number have changed since the Mass. Substitute W9 Form was executed, a new Mass. Substitute W9 Form is required. The information on this form will be used to record the Bidder's legal address and where payments under a State Contract will be sent. The company's correct legal name and legal address must appear on this form, and must be identical to the legal name and legal address on the Commonwealth Terms and Conditions. Please do not use the U.S Treasury's version of the W9 Form.

8.1.4 Contractor Authorized Signatory Listing

Sign electronically as described above; **if notified of Contract award**, complete as directed below and submit on paper with original ink signature and date.

In the table entitled "Authorized Signatory Name" and "Title," type the names and titles of those individuals authorized to execute contracts and other legally binding documents on behalf of the Bidder. Bidders are advised to keep this list as small as possible, as Contractors will be required to notify the Procurement Manager of any changes. If the person signing in the signature block on the bottom of the first page of this form will also serve as an "Authorized Signatory," that person's name must be included in the typed table.

With regard to the next paragraph, which begins "I certify that I am the President, Chief Executive Officer, Chief Fiscal Officer, Corporate Clerk or Legal Counsel for the Contractor...", if your organization does not have these titles, cross them out and handwrite the appropriate title above the paragraph.

The signature and date should be handwritten in ink. Title, telephone, fax and eMail should be typed or handwritten legibly.

The second page of the form (entitled "Proof of Authentication of Signature") states that the page is optional. However, the "optional" aspect of the form is that Commonwealth Departments are not required to use it. In the case of Statewide Contracts, this page is **REQUIRED**, not optional. The person signing this page must be the same person signing the Standard Contract Form, the Commonwealth Terms and Conditions, and the RFR Checklist.

Please note that in two places where the form says "in the presence of a notary," this should be interpreted to mean "in the presence of a notary or corporate clerk/secretary." Either a notary or corporate clerk/secretary can authenticate the form; only one is required.

Organizations whose corporate clerks/secretaries authenticate this form are not required to obtain a Corporate Seal to complete this document.

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8.2 Forms located on the Solicitation's Specifications tab

8.2.1 Supplier Diversity Program Plan Form

Download this form and complete as directed below; include with online submission. Ink signature is not required.

The specific Supplier Diversity Program (SDP) requirements for this procurement can be found earlier in this document. Bidder's Supplier Diversity Program Plan must include a copy of the SDO certification of each Minority and Women Business Enterprise (M/WBE) company listed. A certified Bidder may not list itself as being a Supplier Diversity Program Partner to its own company. This form is NOT the same as the SDO certification of the Bidder's company.

Please refer to RFR Section 3.5 for use of SOMWBA certification in place of SDO certification during the transition period.

8.2.2 Prompt Payment Discount Form

Download this form and complete as directed below; include with online submission. Ink signature is not required.

Pursuant to the Prompt Payment Discount terms set forth in the RFR Required Specifications for Statewide Contracts and on the Prompt Payment Discount Form itself, all Bidders must execute this form. After entering the "Bidder Name" and "Date of Offer for Prompt/Early Payment Discount", the Bidder must identify the prompt payment discount(s) terms by indicating the "Percentage Discount off of the Proposed Pricing" and the "Turn-around-time for Payments." In the event of a hardship that prevents the Bidder from offering a prompt payment discount, the Bidder must document this fact and provide supporting information.

8.2.3 Consultant Contractor Mandatory Submission Form

Download and complete this form; include with online submission. Ink signature is not required.

9 GLOSSARY

In addition to the definitions found in 801 CMR 21.00, which apply to all procurements for goods and services, the definitions found below apply to this Solicitation. Those definitions below designated with an asterisk ("*") are quoted directly from 801 CMR 21.00 and are included below for quick reference purposes.

Agency - For the purposes of this Solicitation, the terms "Agency," "Eligible Entity," "Department," "Commonwealth Agency," and "Contracting Department" include all Eligible Entities listed in the Issuer tab on Comm-PASS for this Solicitation.

Bid or Response - generally refers to the offer submitted in response to a Solicitation or Request for Response (RFR).

Bidder * - An individual or organization proposing to enter into a Contract to provide a Commodity or Service, or both, to or for a Department or the State.

Commonwealth Contract Manager - The procurement team leader and the individual overseeing any contract resulting from this RFR.

Contract * - A legally enforceable agreement between a Contractor and a Department. ANF, OSD and CTR shall jointly issue Commonwealth Terms and Conditions, a Standard Contract Form and other forms or documentation that Departments shall use to document the Procurement of Commodities or Services, or both.

Contractor * - An individual or organization which enters into a Contract with a Department or the State to provide Commodities or Services, or both.

Contractor Contract Manager - The individual designated by the Contractor to interface with the Commonwealth.

Department - For the purposes of this Solicitation, the terms "Department," "Eligible Entity," "Agency," "Commonwealth Agency," and "Contracting Department" include all Eligible Entities listed in the Issuer tab on Comm-PASS for this Solicitation.

Eligible Entity - For the purposes of this Solicitation, the terms "Eligible Entity," "Agency," "Department," "Commonwealth Agency," and "Contracting Department" include all Eligible Entities listed in the Issuer tab on Comm-PASS for this Solicitation.

Environmentally Preferable Product (EPP) - A product or service that has a lesser or reduced effect on human health and the environment when compared with competing products or services that serve the same purpose. Such products or services may include, but are not limited to, those which contain recycled content, minimize waste, conserve energy or water, and reduce the amount of toxic materials either disposed of or consumed.

Evaluation - The process, conducted by the Procurement Management Team, of reviewing, scoring and ranking the submitted bids/Responses related to this Solicitation.

FY - See Fiscal Year

Fiscal Year - The year beginning with July first and ending with the following June thirtieth as defined in M.G.L. Chapter 4, Section 7. This may also be referred to as the "State Fiscal Year."

Purchasing Entity - Same as "Eligible Entity."

Request for Response (RFR) * - The mechanism used to communicate Procurement specifications and to request Responses from potential Bidders. An RFR may also be referred to as a "Solicitation."

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Response – The Bidder's complete submission in response to a Solicitation, in other words, a "Bid" or "Proposal."

Procurement Team - Representatives from various eligible entities and interested stakeholders that design procurements, develop specifications, conduct Solicitations evaluate Bids and award Statewide Contracts. The Procurement Team also monitors Contractor performance through performance measures and the level of customer satisfaction throughout the life of the Statewide Contract. Formerly known as Procurement Management Team (PMT)

Procurement Team – See Strategic Sourcing Services Team



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(E418SHM 02/07/2012)**

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3. Eligible customers may at any time request a specific quote based on this contract from an Esri sales representative. When selecting items from this contract without assistance from an Esri sales representative, be aware of the following general rules:
 - (a) Volume pricing applies on a per-order and per-item basis unless otherwise indicated. The listed prices must be multiplied by the order quantity to determine the total price for any given order.
 - (b) Some products have prerequisites and interdependencies so that one may not be purchased, or may not be functional, without prior or simultaneous purchase of another product. For example, Software upgrades can only be licensed by customers who have already acquired the corresponding earlier version of the Software, and extension Software is only functional in combination with the corresponding core Software. If you have questions regarding your configuration, please contact your Esri representative for additional information.
 - (c) System requirements and platform support vary from item to item. If in doubt whether your system will support a desired item, please contact your Esri sales representative for additional information.
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 - (e) Customer must provide adequate facilities for client site training. Certain other restrictions apply. See the Learning Center On-Site training information at Esri's website (www.esri.com/training/site_training.html) for details.
 - (f) Esri Site Training (i.e., Training at one of Esri's Training Centers) requires a completed registration application form from each student. Registrations are processed on a first-come, first-served basis. We recommend that you submit this registration information at least one month prior to the start date of your class. See the Learning Center registration information at Esri's website (www.esri.com/training/register.html) for details.
 - (g) Training will be provided in accordance with the policies defined under Education and Training at www.esri.com. Training prices are subject to annual escalation, not to exceed a seven and one-half percent (7.5%) increase in January of each year.
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5. New Software releases for most Software products are provided exclusively through maintenance programs. In these cases, Software upgrades are not sold separately.

**STATE OF MASSACHUSETTS
MPA PRICELIST - E418SHM1Q12**

| Section | Esri Product Description | Commercial Price | Discount | State of MA Price |
|---------|--|------------------|----------|-------------------|
| 1 | ArcGIS Concurrent Use Licenses | \$9,900.00 | 15.00% | \$8,415.00 |
| | ArcInfo Concurrent Use License | | | |
| | ArcInfo Concurrent Use License Annual Maintenance (primary 1st, 11th, 21st, 31st...) | \$3,000.00 | 0.00% | \$3,000.00 |
| | ArcInfo Concurrent Use License Annual Maintenance (secondary 2-10, 12-20...) | \$1,200.00 | 0.00% | \$1,200.00 |
| | ArcEditor Concurrent Use License | \$7,000.00 | 15.00% | \$5,950.00 |
| | ArcView Concurrent Use License | \$3,500.00 | 15.00% | \$2,975.00 |
| | ArcGIS Spatial Analyst Concurrent Use License | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcGIS 3D Analyst Concurrent Use License | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcGIS Geostatistical Analyst Concurrent Use License | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcGIS Publisher Concurrent Use License | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcGIS Tracking Analyst Concurrent Use License | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcGIS ArcScan Concurrent Use License | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcGIS Maplex Concurrent Use License | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcGIS Data Interoperability Concurrent Use License | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcGIS Network Analyst Concurrent Use License | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcGIS Schematics Concurrent Use License | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcGIS Workflow Manager Concurrent Use License | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcGIS Data Reviewer Concurrent Use License | \$2,500.00 | 15.00% | \$2,125.00 |
| 1 | ArcGIS Concurrent Use Maintenance | | | |
| | Primary Maintenance for ArcView Concurrent Use License | \$700.00 | 0.00% | \$700.00 |
| | Secondary Maintenance for ArcView Concurrent Use License | \$500.00 | 0.00% | \$500.00 |
| | Primary Maintenance for ArcGIS Spatial Analyst Concurrent Use License | \$500.00 | 0.00% | \$500.00 |
| | Secondary Maintenance for ArcGIS Spatial Analyst Concurrent Use License | \$200.00 | 0.00% | \$200.00 |
| | Primary Maintenance for ArcGIS 3D Analyst Concurrent Use License | \$500.00 | 0.00% | \$500.00 |
| | Secondary Maintenance for ArcGIS 3D Analyst Concurrent Use License | \$200.00 | 0.00% | \$200.00 |
| | Primary Maintenance for ArcGIS Geostatistical Analyst Concurrent Use License | \$500.00 | 0.00% | \$500.00 |
| | Secondary Maintenance for ArcGIS Geostatistical Analyst Concurrent Use License | \$200.00 | 0.00% | \$200.00 |
| | Primary Maintenance for ArcGIS Publisher Concurrent Use License | \$500.00 | 0.00% | \$500.00 |
| | Secondary Maintenance for ArcGIS Publisher Concurrent Use License | \$200.00 | 0.00% | \$200.00 |
| | Primary Maintenance for ArcGIS Tracking Analyst Concurrent Use License | \$500.00 | 0.00% | \$500.00 |
| | Secondary Maintenance for ArcGIS Tracking Analyst Concurrent Use License | \$200.00 | 0.00% | \$200.00 |

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|----------|---|------------|--------|------------|
| | Primary Maintenance for ArcGIS ArcScan Concurrent Use License | \$500.00 | 0.00% | \$500.00 |
| | Secondary Maintenance for ArcGIS ArcScan Concurrent Use License | \$200.00 | 0.00% | \$200.00 |
| | Primary Maintenance for ArcGIS Maplex Concurrent Use License | \$500.00 | 0.00% | \$500.00 |
| | Secondary Maintenance for ArcGIS Maplex Concurrent Use License | \$200.00 | 0.00% | \$200.00 |
| | Primary Maintenance for ArcGIS Data Interoperability Concurrent Use License | \$500.00 | 0.00% | \$500.00 |
| | Secondary Maintenance for ArcGIS Data Interoperability Concurrent Use License | \$200.00 | 0.00% | \$200.00 |
| | Primary Maintenance for ArcGIS Network Analyst Concurrent Use License | \$500.00 | 0.00% | \$500.00 |
| | Secondary Maintenance for ArcGIS Network Analyst Concurrent Use License | \$200.00 | 0.00% | \$200.00 |
| | Primary Maintenance for ArcGIS Schematics Concurrent Use License | \$500.00 | 0.00% | \$500.00 |
| | Secondary Maintenance for ArcGIS Schematics Concurrent Use License | \$200.00 | 0.00% | \$200.00 |
| | Primary Maintenance for ArcGIS Workflow Manager Concurrent Use License | \$500.00 | 0.00% | \$500.00 |
| | Secondary Maintenance for ArcGIS Workflow Manager Concurrent Use License | \$200.00 | 0.00% | \$200.00 |
| | Primary Maintenance for ArcGIS Data Reviewer Concurrent Use License | \$500.00 | 0.00% | \$500.00 |
| | Secondary Maintenance for ArcGIS Data Reviewer Concurrent Use License | \$200.00 | 0.00% | \$200.00 |
| | Primary Maintenance for ArcEditor Concurrent Use License | \$1,500.00 | 0.00% | \$1,500.00 |
| | Secondary Maintenance for ArcEditor Concurrent Use License | \$1,200.00 | 0.00% | \$1,200.00 |
| 1 | ArcGIS Single Use Licenses | | | |
| | ArcInfo Single Use License | \$9,900.00 | 15.00% | \$8,415.00 |
| | ArcEditor Single Use License | \$7,000.00 | 15.00% | \$5,950.00 |
| | ArcGIS ArcView Single Use Unkeyed License | \$1,500.00 | 15.00% | \$1,275.00 |
| | ArcGIS ArcView Single Use Keyed License | \$1,500.00 | 15.00% | \$1,275.00 |
| 1 | ArcGIS Extensions Single Use Licenses | | | |
| | ArcGIS Spatial Analyst Single Use License | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcGIS 3D Analyst Single Use License | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcGIS Geostatistical Analyst Single Use License | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcGIS Publisher Single Use License | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcGIS Tracking Analyst Single Use License | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcGIS ArcScan Single Use License | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcGIS Maplex Single Use License | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcGIS Data Interoperability Single Use License | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcGIS Network Analyst Single Use License | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcGIS Schematics Single Use License | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcGIS Workflow Manager Single Use License | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcGIS Data Reviewer Single Use License | \$2,500.00 | 15.00% | \$2,125.00 |

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ArcGIS Single Use Maintenance

| | | | |
|--|------------|-------|------------|
| Primary Maintenance for ArcInfo Single Use License (core only) | \$3,000.00 | 0.00% | \$3,000.00 |
| Secondary Maintenance for ArcInfo Single Use License (core only) | \$1,200.00 | 0.00% | \$1,200.00 |
| Primary Maintenance for ArcInfo ArcGIS Spatial Analyst Extension Single Use License | \$500.00 | 0.00% | \$500.00 |
| Secondary Maintenance for ArcInfo ArcGIS Spatial Analyst Extension Single Use License | \$200.00 | 0.00% | \$200.00 |
| Primary Maintenance for ArcInfo ArcGIS Geostatistical Analyst Extension Single Use License | \$500.00 | 0.00% | \$500.00 |
| Secondary Maintenance for ArcInfo ArcGIS Geostatistical Analyst Extension Single Use License | \$200.00 | 0.00% | \$200.00 |
| Primary Maintenance for ArcInfo ArcGIS Network Analyst Extension Single Use License | \$500.00 | 0.00% | \$500.00 |
| Secondary Maintenance for ArcInfo ArcGIS Network Analyst Extension Single Use License | \$200.00 | 0.00% | \$200.00 |
| Primary Maintenance for ArcInfo ArcGIS 3D Analyst Extension Single Use License | \$500.00 | 0.00% | \$500.00 |
| Secondary Maintenance for ArcInfo ArcGIS 3D Analyst Extension Single Use License | \$200.00 | 0.00% | \$200.00 |
| Primary Maintenance for ArcInfo ArcGIS Tracking Analyst Extension Single Use License | \$500.00 | 0.00% | \$500.00 |
| Secondary Maintenance for ArcInfo ArcGIS Tracking Analyst Extension Single Use License | \$200.00 | 0.00% | \$200.00 |
| Primary Maintenance for ArcInfo ArcGIS Publisher Extension Single Use License | \$500.00 | 0.00% | \$500.00 |
| Secondary Maintenance for ArcInfo ArcGIS Publisher Extension Single Use License | \$200.00 | 0.00% | \$200.00 |
| Primary Maintenance for ArcInfo ArcGIS Schematics Extension Single Use License | \$500.00 | 0.00% | \$500.00 |
| Secondary Maintenance for ArcInfo ArcGIS Schematics Extension Single Use License | \$200.00 | 0.00% | \$200.00 |
| Primary Maintenance for ArcInfo ArcGIS Data Interoperability Extension Single Use License | \$500.00 | 0.00% | \$500.00 |
| Secondary Maintenance for ArcInfo ArcGIS Data Interoperability Extension Single Use License | \$200.00 | 0.00% | \$200.00 |
| Primary Maintenance for ArcInfo ArcGIS Data Reviewer Extension Single Use License | \$500.00 | 0.00% | \$500.00 |
| Secondary Maintenance for ArcInfo ArcGIS Data Reviewer Extension Single Use License | \$200.00 | 0.00% | \$200.00 |
| Primary Maintenance for ArcInfo ArcGIS Workflow Manager Extension Single Use License | \$500.00 | 0.00% | \$500.00 |
| Secondary Maintenance for ArcInfo ArcGIS Workflow Manager Extension Single Use License | \$200.00 | 0.00% | \$200.00 |
| Primary Maintenance for ArcGIS ArcView Single Use License (core only) | \$400.00 | 0.00% | \$400.00 |
| Secondary Maintenance for ArcGIS ArcView Single Use License (core only) | \$300.00 | 0.00% | \$300.00 |
| Primary Maintenance for ArcGIS ArcView Single Use License (core plus extensions) | \$1,000.00 | 0.00% | \$1,000.00 |
| Secondary Maintenance for ArcGIS ArcView Single Use License (core plus extensions) | \$900.00 | 0.00% | \$900.00 |

| | | | | |
|----------|---|------------|-------|------------|
| | Primary Maintenance for ArcEditor Single Use (without extensions) | \$1,500.00 | 0.00% | \$1,500.00 |
| | Secondary Maintenance for ArcEditor Single Use (without extensions) | \$1,200.00 | 0.00% | \$1,200.00 |
| | Primary Maintenance for ArcEditor Single Use (with extensions) | \$2,100.00 | 0.00% | \$2,100.00 |
| | Secondary Maintenance for ArcEditor Single Use (with extensions) | \$1,800.00 | 0.00% | \$1,800.00 |
| 1 | Maintenance Activation Program | | | |
| | Primary Maintenance Activation Fee for ArcView 8.1, 8.2, 8.3, 9.0, or 9.1—Single Use License for Windows (core only) | \$600.00 | 0.00% | \$600.00 |
| | Secondary Maintenance Activation Fee for ArcView 8.1, 8.2, 8.3, 9.0, or 9.1—Single Use License for Windows (core only) | \$400.00 | 0.00% | \$400.00 |
| | Primary Maintenance Activation Fee for ArcView 8.1, 8.2, 8.3, 9.0, or 9.1—Single Use License for Windows (core plus extensions) | \$1,500.00 | 0.00% | \$1,500.00 |
| | Secondary Maintenance Activation Fee for ArcView 8.1, 8.2, 8.3, 9.0, or 9.1—Single Use License for Windows (core plus extensions) | \$1,300.00 | 0.00% | \$1,300.00 |
| | Primary Maintenance Activation Fee for ArcView 3.2 or 3.3 Single Use License for Windows (core only) | \$600.00 | 0.00% | \$600.00 |
| | Secondary Maintenance Activation Fee for ArcView 3.2 or 3.3 Single Use License for Windows (core only) | \$400.00 | 0.00% | \$400.00 |
| | Primary Maintenance Activation Fee for ArcView 3.2 or 3.3 Single Use License for Windows (core plus extensions) | \$1,500.00 | 0.00% | \$1,500.00 |
| | Secondary Maintenance Activation Fee for ArcView 3.2 or 3.3 Single Use License for Windows (core plus extensions) | \$1,300.00 | 0.00% | \$1,300.00 |
| | Primary Maintenance Activation Fee for ArcView 3.2 License for UNIX (core only) | \$1,050.00 | 0.00% | \$1,050.00 |
| | Secondary Maintenance Activation Fee for ArcView 3.2 License for UNIX (core only) | \$750.00 | 0.00% | \$750.00 |
| | Primary Maintenance Activation Fee for ArcView 3.2 License for UNIX, 3D Extension | \$750.00 | 0.00% | \$750.00 |
| | Secondary Maintenance Activation Fee for ArcView 3.2 License for UNIX, 3D Extension | \$300.00 | 0.00% | \$300.00 |
| | Primary Maintenance Activation Fee for ArcView 3.2 License for UNIX, Network Analyst | \$750.00 | 0.00% | \$750.00 |
| | Secondary Maintenance Activation Fee for ArcView 3.2 License for UNIX, Network Analyst | \$300.00 | 0.00% | \$300.00 |
| | Primary Maintenance Activation Fee for ArcView 3.2 License for UNIX, Tracking Analyst | \$750.00 | 0.00% | \$750.00 |
| | Secondary Maintenance Activation Fee for ArcView 3.2 License for UNIX, Tracking Analyst | \$300.00 | 0.00% | \$300.00 |
| | Primary Maintenance Activation Fee for ArcView 3.2 License for UNIX, Spatial Analyst | \$750.00 | 0.00% | \$750.00 |
| | Secondary Maintenance Activation Fee for ArcView 3.2 License for UNIX, Spatial Analyst | \$300.00 | 0.00% | \$300.00 |

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| 1 | ArcGIS Upgrades | | | |
| | ArcGIS ArcView Single Use License Upgrade to ArcGIS ArcView Concurrent Use License (Single use license must be current on maintenance to qualify.) | \$2,000.00 | 15.00% | \$1,700.00 |
| 1 | Upgrade from One ArcGIS Product to Another | | | |
| | Upgrade from ArcView Single Use to ArcEditor Single Use | \$5,500.00 | 15.00% | \$4,675.00 |
| | Upgrade from ArcView Single Use to ArcEditor Concurrent Use | \$5,500.00 | 15.00% | \$4,675.00 |
| | Upgrade from ArcView Single Use to ArcInfo Single Use | \$8,400.00 | 15.00% | \$7,140.00 |
| | Upgrade from ArcView Single Use to ArcInfo Concurrent Use | \$8,400.00 | 15.00% | \$7,140.00 |
| | Upgrade from ArcView Concurrent Use to ArcEditor Concurrent Use | \$3,500.00 | 15.00% | \$2,975.00 |
| | Upgrade from ArcView Concurrent Use to ArcInfo Concurrent Use | \$6,400.00 | 15.00% | \$5,440.00 |
| | Upgrade from ArcEditor Single Use or Concurrent Use to ArcInfo Concurrent Use | \$2,900.00 | 15.00% | \$2,465.00 |
| 1 | ArcInfo 7.x, or 8.0.x Software—UNIX/Windows NT | | | |
| | ArcInfo 7.x or 8.0.x Node Locked 3-Pack License Annual Maintenance (primary 1st, 11th, 21st, 31st...) | \$4,000.00 | 0.00% | \$4,000.00 |
| | ArcInfo 7.x or 8.0.x Node Locked 3-Pack License Annual Maintenance (secondary 2-10, 12-20...) | \$1,600.00 | 0.00% | \$1,600.00 |
| | ArcCOGO 7.x or 8.0.x Extension Floating License | \$2,500.00 | 15.00% | \$2,150.00 * |
| | ArcCOGO 7.x or 8.0.x Extension Floating License Annual Maintenance (each) (primary 1st, 11th, 21st, 31st...) | \$500.00 | 0.00% | \$500.00 |
| | ArcCOGO 7.x or 8.0.x Extension Floating License Annual Maintenance (each) (secondary 2-10, 12-20...) | \$200.00 | 0.00% | \$200.00 |
| | ArcInfo 7.x or 8.0.x Network Extension Node Locked 3-Pack License Annual Maintenance (each) (primary 1st, 11th, 21st, 31st...) | \$1,100.00 | 0.00% | \$1,100.00 |
| | ArcInfo 7.x or 8.0.x Network Extension Node Locked 3-Pack License Annual Maintenance (each) (secondary 2-10, 12-20...) | \$440.00 | 0.00% | \$440.00 |
| | ArcInfo 7.x or 8.0.x COGO Extension Node Locked 3-Pack License Annual Maintenance (each) (primary 1st, 11th, 21st, 31st...) | \$1,100.00 | 0.00% | \$1,100.00 |
| | ArcInfo 7.x or 8.0.x COGO Extension Node Locked 3-Pack License Annual Maintenance (each) (secondary 2-10, 12-20...) | \$440.00 | 0.00% | \$440.00 |
| | ArcInfo 7.x or 8.0.x ArcScan Extension Node Locked 3-Pack License Annual Maintenance (each) (primary 1st, 11th, 21st, 31st...) | \$1,100.00 | 0.00% | \$1,100.00 |
| | ArcInfo 7.x or 8.0.x ArcScan Extension Node Locked 3-Pack License Annual Maintenance (each) (secondary 2-10, 12-20...) | \$440.00 | 0.00% | \$440.00 |
| | ArcStorm First License (3 seats) Annual Maintenance | \$500.00 | 0.00% | \$500.00 |
| | ArcStorm Additional License (each additional seat) Annual Maintenance | \$100.00 | 0.00% | \$100.00 |
| 1 | ArcPress for ArcView | | | |
| | ArcPress for ArcView UNIX License | \$295.00 | 3.39% | \$310.00 * |
| | ArcPress for ArcView Windows/Windows NT License | \$295.00 | 3.39% | \$310.00 * |

2 ArcView 3.x and Extensions

2 UNIX

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|---|------------|--------|------------|---|
| ArcView 3.x for UNIX License Qty. 1-5 (each) | \$2,195.00 | 15.00% | \$1,891.00 | * |
| ArcView 3.x for UNIX License Qty. 26+ (each) | \$1,756.00 | 20.00% | \$1,756.00 | |
| ArcView 3.x for UNIX License Primary Maintenance | \$700.00 | 0.00% | \$700.00 | |
| ArcView 3.x for UNIX License Secondary Maintenance | \$500.00 | 0.00% | \$500.00 | |
| Transfer of ArcView 3.x for UNIX to ArcView 3.x for Windows/Windows NT | \$500.00 | 3.20% | \$509.00 | * |
| ArcView Network Analyst Extension for UNIX License Qty. 1-5 (each) | \$2,495.00 | 8.34% | \$2,287.00 | |
| ArcView Network Analyst Extension for UNIX License Qty. 6-25 (each) | \$2,246.00 | 9.98% | \$2,246.00 | |
| ArcView Network Analyst Extension for UNIX License Qty. 26+ (each) | \$1,996.00 | 11.13% | \$1,996.00 | |
| ArcView Network Analyst Extension for UNIX License Primary Maintenance | \$500.00 | 0.00% | \$500.00 | |
| ArcView Network Analyst Extension for UNIX License Secondary Maintenance | \$200.00 | 0.00% | \$200.00 | |
| ArcView Tracking Analyst Extension for UNIX License Qty. 1-5 (each) | \$2,495.00 | 8.34% | \$2,287.00 | |
| ArcView Tracking Analyst Extension for UNIX License Qty. 6-25 (each) | \$2,246.00 | 9.98% | \$2,246.00 | |
| ArcView Tracking Analyst Extension for UNIX License Qty. 26+ (each) | \$1,996.00 | 11.13% | \$1,996.00 | |
| ArcView Tracking Analyst Extension for UNIX License Primary Maintenance | \$500.00 | 0.00% | \$500.00 | |
| ArcView Tracking Analyst Extension for UNIX License Secondary Maintenance | \$200.00 | 0.00% | \$200.00 | |
| ArcView Spatial Analyst Extension for UNIX License Qty. 1-5 (each) | \$2,995.00 | 8.31% | \$2,746.00 | |
| ArcView Spatial Analyst Extension for UNIX License Qty. 6-25 (each) | \$2,696.00 | 9.98% | \$2,696.00 | |
| ArcView Spatial Analyst Extension for UNIX License Qty. 26+ (each) | \$2,396.00 | 11.13% | \$2,396.00 | |
| ArcView Spatial Analyst Extension for UNIX License Primary Maintenance | \$500.00 | 0.00% | \$500.00 | |
| ArcView Spatial Analyst Extension for UNIX License Secondary Maintenance | \$200.00 | 0.00% | \$200.00 | |
| ArcView 3D Analyst Extension for UNIX License Qty. 1-5 (each) | \$2,995.00 | 8.31% | \$2,746.00 | |
| ArcView 3D Analyst Extension for UNIX License Qty. 6-25 (each) | \$2,696.00 | 9.98% | \$2,696.00 | |
| ArcView 3D Analyst Extension for UNIX License Qty. 26+ (each) | \$2,396.00 | 11.13% | \$2,396.00 | |
| ArcView 3D Analyst Extension for UNIX License Primary Maintenance | \$500.00 | 0.00% | \$500.00 | |
| ArcView 3D Analyst Extension for UNIX License Secondary Maintenance | \$200.00 | 0.00% | \$200.00 | |
| 2 Windows/Windows NT | | | | |
| ArcView 3.x for Windows/Windows NT Single Use License Qty. 1-5 (each) | \$1,195.00 | 15.00% | \$1,041.00 | * |

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| | ArcView 3.x for Windows/Windows NT Single Use License Qty. 6-25 (each) | \$1,076.00 | 9.96% | \$1,076.00 |
| | ArcView 3.x for Windows/Windows NT Single Use License Qty. 26+ (each) | \$956.00 | 11.15% | \$956.00 |
| | Primary Maintenance for ArcView 3.3 Single Use License (core only) | \$400.00 | 0.00% | \$400.00 |
| | Secondary Maintenance for ArcView 3.3 Single Use License (core only) | \$300.00 | 0.00% | \$300.00 |
| | Primary Maintenance for ArcView 3.3 Single Use License (core plus extensions) | \$1,000.00 | 0.00% | \$1,000.00 |
| | Secondary Maintenance for ArcView 3.3 Single Use License (core plus extensions) | \$900.00 | 0.00% | \$900.00 |
| | ArcView Network Analyst Extension for Windows/Windows NT License Qty. 1-5 (each) | \$1,495.00 | 8.29% | \$1,371.00 |
| | ArcView Network Analyst Extension for Windows/Windows NT License Qty. 6-25 (each) | \$1,346.00 | 9.97% | \$1,346.00 |
| | ArcView Network Analyst Extension for Windows/Windows NT License Qty. 26+ (each) | \$1,196.00 | 11.14% | \$1,196.00 |
| | ArcView Tracking Analyst Extension for Windows/Windows NT License Qty. 1-5 (each) | \$1,495.00 | 8.29% | \$1,371.00 |
| | ArcView Tracking Analyst Extension for Windows/Windows NT License Qty. 6-25 (each) | \$1,346.00 | 9.97% | \$1,346.00 |
| | ArcView Tracking Analyst Extension for Windows/Windows NT License Qty. 26+ (each) | \$1,196.00 | 11.14% | \$1,196.00 |
| | ArcView Spatial Analyst Extension for Windows/Windows NT Single Use License Qty. 1-5 (each) | \$2,495.00 | 8.34% | \$2,287.00 |
| | ArcView Spatial Analyst Extension for Windows/Windows NT Single Use License Qty. 6-25 (each) | \$2,246.00 | 9.98% | \$2,246.00 |
| | ArcView Spatial Analyst Extension for Windows/Windows NT Single Use License Qty. 26+ (each) | \$1,996.00 | 11.13% | \$1,996.00 |
| | ArcView 3D Analyst Extension for Windows/Windows NT Single Use License Qty. 1-5 (each) | \$2,495.00 | 8.34% | \$2,287.00 |
| | ArcView 3D Analyst Extension for Windows/Windows NT Single Use License Qty. 6-25 (each) | \$2,246.00 | 9.98% | \$2,246.00 |
| | ArcView 3D Analyst Extension for Windows/Windows NT Single Use License Qty. 26+ (each) | \$1,996.00 | 11.13% | \$1,996.00 |
| 2 | ArcView StreetMap ArcView StreetMap 1.x for Windows/Windows NT License (US data) | \$495.00 | 8.28% | \$479.00 * |
| 3 | Esri CityEngine Advanced Esri CityEngine Advanced Concurrent Use License Qty. 1 (each) | \$4,000.00 | 10.00% | \$3,600.00 |
| | Esri CityEngine Advanced Concurrent Use License Qty. 2-10 (each) | \$3,600.00 | 0.00% | \$3,600.00 |
| | Esri CityEngine Advanced Concurrent Use License Qty. 11-20 (each) | \$3,150.00 | 0.00% | \$3,150.00 |
| | Esri CityEngine Advanced Concurrent Use License Qty. 21-50 (each) | \$2,850.00 | 0.00% | \$2,850.00 |
| | Esri CityEngine Advanced Concurrent Use License Qty. 51-100 (each) | \$2,600.00 | 0.00% | \$2,600.00 |
| | Esri CityEngine Advanced Concurrent Use License Qty. 100+ (each) | \$2,300.00 | 0.00% | \$2,300.00 |

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| | Esri CityEngine Advanced Single Use License Qty 1 (each) | \$4,000.00 | 10.00% | \$3,600.00 |
| | Esri CityEngine Advanced Single Use License Qty. 2-10 (each) | \$3,600.00 | 0.00% | \$3,600.00 |
| | Esri CityEngine Advanced Single Use License Qty. 11-20 (each) | \$3,150.00 | 0.00% | \$3,150.00 |
| | Esri CityEngine Advanced Single Use License Qty. 21-50 (each) | \$2,850.00 | 0.00% | \$2,850.00 |
| | Esri CityEngine Advanced Single Use License Qty. 51-100 (each) | \$2,600.00 | 0.00% | \$2,600.00 |
| | Esri CityEngine Advanced Single Use License Qty. 100+ (each) | \$2,300.00 | 0.00% | \$2,300.00 |
| 3 | Esri CityEngine Basic | | | |
| | Esri CityEngine Basic Single Use License Qty. 1-10 (each) | \$500.00 | 10.00% | \$450.00 |
| | Esri CityEngine Basic Single Use License Qty. 11-20 (each) | \$450.00 | 0.00% | \$450.00 |
| | Esri CityEngine Basic Single Use License Qty. 21-50 (each) | \$400.00 | 0.00% | \$400.00 |
| | Esri CityEngine Basic Single Use License Qty. 51-100 (each) | \$350.00 | 0.00% | \$350.00 |
| | Esri CityEngine Basic Single Use License Qty. 100+ (each) | \$300.00 | 0.00% | \$300.00 |
| 3 | Esri CityEngine Single Use and Concurrent Use Maintenance | | | |
| | Esri CityEngine Advanced Single Use License Primary Maintenance | \$800.00 | 0.00% | \$800.00 |
| | Esri CityEngine Advanced Single Use License Secondary Maintenance | \$675.00 | 0.00% | \$675.00 |
| | Esri CityEngine Advanced Concurrent Use License Primary Maintenance | \$800.00 | 0.00% | \$800.00 |
| | Esri CityEngine Advanced Concurrent Use License Secondary Maintenance | \$675.00 | 0.00% | \$675.00 |
| | Esri CityEngine Basic Single Use License Primary Maintenance | \$100.00 | 0.00% | \$100.00 |
| | Esri CityEngine Basic Single Use License Secondary Maintenance | \$85.00 | 0.00% | \$85.00 |
| 3 | Esri CityEngine Product Upgrades | | | |
| | Esri CityEngine Advanced Concurrent Use or Single Use License Upgrade from Basic Single Use License Qty. 1 | \$3,500.00 | 15.00% | \$2,975.00 |
| | Esri CityEngine Advanced Concurrent Use or Single Use License Upgrade from Basic Single Use License Qty. 2-10 (each) | \$3,100.00 | 0.00% | \$3,100.00 |
| | Esri CityEngine Advanced Concurrent Use or Single Use License Upgrade from Basic Single Use License Qty. 11-20 (each) | \$2,700.00 | 0.00% | \$2,700.00 |
| | Esri CityEngine Advanced Concurrent Use or Single Use License Upgrade from Basic Single Use License Qty. 21-50 (each) | \$2,450.00 | 0.00% | \$2,450.00 |
| | Esri CityEngine Advanced Concurrent Use or Single Use License Upgrade from Basic Single Use License Qty. 51-100 (each) | \$2,250.00 | 0.00% | \$2,250.00 |
| | Esri CityEngine Advanced Concurrent Use or Single Use License Upgrade from Basic Single Use License Qty. 100+ (each) | \$2,000.00 | 0.00% | \$2,000.00 |

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| 4 | ArcGIS Engine Runtime Licenses | | | |
| | ArcGIS Engine Runtime Concurrent Use License | \$1,250.00 | 15.00% | \$1,063.00 |
| | ArcGIS Engine Runtime Single Use License | \$500.00 | 15.00% | \$425.00 |
| 4 | ArcGIS Engine Runtime Extensions Single Use Licenses | | | |
| | ArcGIS Engine Runtime 3D Extension Single Use License | \$1,000.00 | 15.00% | \$850.00 |
| | ArcGIS Engine Runtime Spatial Extension Single Use License | \$1,000.00 | 15.00% | \$850.00 |
| | ArcGIS Engine Runtime Geodatabase Update Extension Single Use License | \$1,000.00 | 15.00% | \$850.00 |
| | ArcGIS Engine Runtime Network Extension Single Use License | \$1,000.00 | 15.00% | \$850.00 |
| | ArcGIS Engine Runtime Schematics Extension Single Use License | \$1,000.00 | 15.00% | \$850.00 |
| | ArcGIS Engine Runtime Tracking Extension Single Use License | \$1,000.00 | 15.00% | \$850.00 |
| | ArcGIS Engine Runtime Maplex Extension Single Use License | \$1,000.00 | 15.00% | \$850.00 |
| | ArcGIS Engine Runtime Data Interoperability Extension Single Use License | \$1,000.00 | 15.00% | \$850.00 |
| 4 | ArcGIS Engine Runtime Extensions Concurrent Use Licenses | | | |
| | ArcGIS Engine Runtime 3D Extension Concurrent Use License | \$1,000.00 | 15.00% | \$850.00 |
| | ArcGIS Engine Runtime Spatial Extension Concurrent Use License | \$1,000.00 | 15.00% | \$850.00 |
| | ArcGIS Engine Runtime Geodatabase Update Extension Concurrent Use License | \$1,000.00 | 15.00% | \$850.00 |
| | ArcGIS Engine Runtime Network Extension Concurrent Use License | \$1,000.00 | 15.00% | \$850.00 |
| | ArcGIS Engine Runtime Schematics Extension Concurrent Use License | \$1,000.00 | 15.00% | \$850.00 |
| | ArcGIS Engine Runtime Tracking Extension Concurrent Use License | \$1,000.00 | 15.00% | \$850.00 |
| | ArcGIS Engine Runtime Maplex Extension Concurrent Use License | \$1,000.00 | 15.00% | \$850.00 |
| | ArcGIS Engine Runtime Data Interoperability Extension Concurrent Use License | \$1,000.00 | 15.00% | \$850.00 |
| 4 | ArcGIS Engine Runtime Maintenance | | | |
| | Maintenance for ArcGIS Engine Runtime Single Use License (without extensions) | \$100.00 | 0.00% | \$100.00 |
| | Maintenance for ArcGIS Engine Runtime Single Use License (with extensions) | \$400.00 | 0.00% | \$400.00 |
| | Primary Maintenance for ArcGIS Engine Runtime Concurrent Use License | \$250.00 | 0.00% | \$250.00 |
| | Secondary Maintenance for ArcGIS Engine Runtime Concurrent Use License | \$185.00 | 0.00% | \$185.00 |
| | Primary Maintenance for ArcGIS Engine Runtime 3D Extension Concurrent Use License | \$200.00 | 0.00% | \$200.00 |
| | Secondary Maintenance for ArcGIS Engine Runtime 3D Extension Concurrent Use License | \$150.00 | 0.00% | \$150.00 |
| | Primary Maintenance for ArcGIS Engine Runtime Spatial Analyst Extension Concurrent Use License | \$200.00 | 0.00% | \$200.00 |

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| | Secondary Maintenance for ArcGIS Engine Runtime Spatial Analyst Extension Concurrent Use License | \$150.00 | 0.00% | \$150.00 |
| | Primary Maintenance for ArcGIS Engine Runtime Geodatabase (GDB) Update Extension Concurrent Use License | \$200.00 | 0.00% | \$200.00 |
| | Secondary Maintenance for ArcGIS Engine Runtime Geodatabase (GDB) Update Extension Concurrent Use License | \$150.00 | 0.00% | \$150.00 |
| | Primary Maintenance for ArcGIS Engine Runtime Maplex for ArcGIS Extension Concurrent Use License | \$200.00 | 0.00% | \$200.00 |
| | Secondary Maintenance for ArcGIS Engine Runtime Maplex for ArcGIS Extension Concurrent Use License | \$150.00 | 0.00% | \$150.00 |
| | Primary Maintenance for ArcGIS Engine Runtime Schematics for ArcGIS Extension Concurrent Use License | \$200.00 | 0.00% | \$200.00 |
| | Secondary Maintenance for ArcGIS Engine Runtime Schematics for ArcGIS Extension Concurrent Use License | \$150.00 | 0.00% | \$150.00 |
| | Primary Maintenance for ArcGIS Engine Runtime Network Analyst Extension Concurrent Use License | \$200.00 | 0.00% | \$200.00 |
| | Secondary Maintenance for ArcGIS Engine Runtime Network Analyst Extension Concurrent Use License | \$150.00 | 0.00% | \$150.00 |
| | Primary Maintenance for ArcGIS Engine Runtime Tracking Analyst Extension Concurrent Use License | \$200.00 | 0.00% | \$200.00 |
| | Secondary Maintenance for ArcGIS Engine Runtime Tracking Analyst Extension Concurrent Use License | \$150.00 | 0.00% | \$150.00 |
| | Primary Maintenance for ArcGIS Engine Runtime Data Interoperability Extension Concurrent Use License | \$200.00 | 0.00% | \$200.00 |
| | Secondary Maintenance for ArcGIS Engine Runtime Data Interoperability Extension Concurrent Use License | \$150.00 | 0.00% | \$150.00 |
| 5 | ArcGIS for Server Enterprise | | | |
| 5 | ArcGIS for Server Enterprise Advanced | | | |
| | ArcGIS for Server Enterprise Advanced (up to four cores) | \$40,000.00 | 15.00% | \$34,000.00 |
| | Annual Maintenance for ArcGIS for Server Enterprise Advanced (up to four cores) | \$10,000.00 | 0.00% | \$10,000.00 |
| | ArcGIS for Server Enterprise Advanced (additional cores) | \$10,000.00 | 15.00% | \$8,500.00 |
| | Annual Maintenance for ArcGIS for Server Enterprise Advanced (additional cores) | \$2,500.00 | 0.00% | \$2,500.00 |
| 5 | ArcGIS for Server Enterprise Standard | | | |
| | ArcGIS for Server Enterprise Standard (up to four cores) | \$20,000.00 | 15.00% | \$17,000.00 |
| | Annual Maintenance for ArcGIS for Server Enterprise Standard (up to four cores) | \$5,000.00 | 0.00% | \$5,000.00 |
| | ArcGIS for Server Enterprise Standard (additional cores) | \$5,000.00 | 15.00% | \$4,250.00 |
| | Annual Maintenance for ArcGIS for Server Enterprise Standard (additional cores) | \$1,250.00 | 0.00% | \$1,250.00 |
| 5 | ArcGIS for Server Enterprise Basic | | | |
| | ArcGIS for Server Enterprise Basic (up to four cores) | \$10,000.00 | 15.00% | \$8,500.00 |
| | Annual Maintenance for ArcGIS for Server Enterprise Basic (up to four cores) | \$3,000.00 | 0.00% | \$3,000.00 |
| | ArcGIS for Server Enterprise Basic (additional cores) | \$2,500.00 | 15.00% | \$2,125.00 |
| | Annual Maintenance for ArcGIS for Server Enterprise Basic (additional cores) | \$750.00 | 0.00% | \$750.00 |

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| 5 | ArcGIS for Server Workgroup Advanced | | | |
| | ArcGIS for Server Workgroup Advanced (up to two cores) | \$10,000.00 | 15.00% | \$8,500.00 |
| | Annual Maintenance for ArcGIS for Server Workgroup Advanced (up to two cores) | \$2,500.00 | 0.00% | \$2,500.00 |
| | ArcGIS for Server Workgroup Advanced (additional cores—maximum four cores per server) | \$5,000.00 | 15.00% | \$4,250.00 |
| | Annual Maintenance for ArcGIS for Server Workgroup Advanced (additional cores—maximum four cores per server) | \$1,250.00 | 0.00% | \$1,250.00 |
| 5 | ArcGIS for Server Workgroup Standard | | | |
| | ArcGIS for Server Workgroup Standard (up to two cores) | \$5,000.00 | 15.00% | \$4,250.00 |
| | Annual Maintenance for ArcGIS for Server Workgroup Standard (up to two cores) | \$1,250.00 | 0.00% | \$1,250.00 |
| | ArcGIS for Server Workgroup Standard (additional cores—maximum four cores per server) | \$2,500.00 | 15.00% | \$2,125.00 |
| | Annual Maintenance for ArcGIS for Server Workgroup Standard (additional cores—maximum four cores per server) | \$625.00 | 0.00% | \$625.00 |
| 5 | ArcGIS for Server Workgroup Basic | | | |
| | ArcGIS for Server Workgroup Basic—(price per server [core pricing does not apply]—minimum two cores/maximum four cores) | \$5,000.00 | 15.00% | \$4,250.00 |
| | Annual Maintenance for ArcGIS for Server Workgroup Basic—(price per server [core pricing does not apply]—minimum two cores/maximum four cores) | \$1,250.00 | 0.00% | \$1,250.00 |
| 5 | ArcGIS for Server Advanced Extensions | | | |
| | ArcGIS for Server Enterprise Advanced—ArcGIS Data Interoperability Extension for Server (up to four cores) | \$10,000.00 | 15.00% | \$8,500.00 |
| | ArcGIS for Server Enterprise Advanced—ArcGIS Image Extension for Server (up to four cores) | \$10,000.00 | 15.00% | \$8,500.00 |
| | ArcGIS for Server Enterprise Advanced—ArcGIS Workflow Manager Extension for Server (up to four cores) | \$10,000.00 | 15.00% | \$8,500.00 |
| | ArcGIS for Server Enterprise Advanced—ArcGIS Schematics Extension for Server (up to four cores) | \$10,000.00 | 15.00% | \$8,500.00 |
| | Annual Maintenance for ArcGIS for Server Enterprise Advanced—ArcGIS Data Interoperability Extension for Server (up to four cores) | \$2,500.00 | 0.00% | \$2,500.00 |
| | Annual Maintenance for ArcGIS for Server Enterprise Advanced—ArcGIS Image Extension for Server (up to four cores) | \$2,500.00 | 0.00% | \$2,500.00 |
| | Annual Maintenance for ArcGIS for Server Enterprise Advanced—ArcGIS Workflow Manager Extension for Server (up to four cores) | \$2,500.00 | 0.00% | \$2,500.00 |
| | Annual Maintenance for ArcGIS for Server Enterprise Advanced—ArcGIS Schematics Extension for Server (up to four cores) | \$2,500.00 | 0.00% | \$2,500.00 |
| | ArcGIS for Server Enterprise Standard—ArcGIS Data Interoperability Extension for Server (up to four cores) | \$10,000.00 | 15.00% | \$8,500.00 |
| | ArcGIS for Server Enterprise Standard—ArcGIS Workflow Manager Extension for Server (up to four cores) | \$10,000.00 | 15.00% | \$8,500.00 |
| | ArcGIS for Server Enterprise Standard—ArcGIS Network Analyst Extension for Server (up to four cores) | \$10,000.00 | 15.00% | \$8,500.00 |

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| ArcGIS for Server Enterprise Standard--ArcGIS Image Extension for Server (up to four cores) | \$10,000.00 | 15.00% | \$8,500.00 |
| Annual Maintenance for ArcGIS for Server Enterprise Standard--ArcGIS Data Interoperability Extension for Server (up to four cores) | \$2,500.00 | 0.00% | \$2,500.00 |
| Annual Maintenance for ArcGIS for Server Enterprise Standard--ArcGIS Workflow Manager Extension for Server (up to four cores) | \$2,500.00 | 0.00% | \$2,500.00 |
| Annual Maintenance for ArcGIS for Server Enterprise Standard--ArcGIS Network Analyst Extension for Server (up to four cores) | \$2,500.00 | 0.00% | \$2,500.00 |
| Annual Maintenance for ArcGIS for Server Enterprise Standard--ArcGIS Image Extension for Server (up to four cores) | \$2,500.00 | 0.00% | \$2,500.00 |
| ArcGIS for Server Enterprise Advanced--ArcGIS Data Interoperability Extension for Server (additional cores) | \$2,500.00 | 15.00% | \$2,125.00 |
| ArcGIS for Server Enterprise Advanced--ArcGIS Image Extension for Server (additional cores) | \$2,500.00 | 15.00% | \$2,125.00 |
| ArcGIS for Server Enterprise Advanced--ArcGIS Workflow Manager Extension for Server (additional cores) | \$2,500.00 | 15.00% | \$2,125.00 |
| ArcGIS for Server Enterprise Advanced--ArcGIS Schematics Extension for Server (additional cores) | \$2,500.00 | 15.00% | \$2,125.00 |
| Annual Maintenance for ArcGIS for Server Enterprise Advanced--ArcGIS Data Interoperability Extension for Server (additional cores) | \$625.00 | 0.00% | \$625.00 |
| Annual Maintenance for ArcGIS for Server Enterprise Advanced--ArcGIS Image Extension for Server (additional cores) | \$625.00 | 0.00% | \$625.00 |
| Annual Maintenance for ArcGIS for Server Enterprise Advanced--ArcGIS Workflow Manager for Server Extension (additional cores) | \$625.00 | 0.00% | \$625.00 |
| Annual Maintenance for ArcGIS for Server Enterprise Advanced--ArcGIS Schematics Extension for Server (additional cores) | \$625.00 | 0.00% | \$625.00 |
| ArcGIS for Server Enterprise Standard--ArcGIS Data Interoperability Extension for Server (additional cores) | \$2,500.00 | 15.00% | \$2,125.00 |
| ArcGIS for Server Enterprise Standard--ArcGIS Workflow Manager Extension for Server (additional cores) | \$2,500.00 | 15.00% | \$2,125.00 |
| ArcGIS for Server Enterprise Standard--ArcGIS Network Analyst Extension for Server (additional cores) | \$2,500.00 | 15.00% | \$2,125.00 |
| ArcGIS for Server Enterprise Standard--ArcGIS Image Extension for Server (additional cores) | \$2,500.00 | 15.00% | \$2,125.00 |
| Annual Maintenance for ArcGIS for Server Enterprise Standard--ArcGIS Data Interoperability Extension for Server (additional cores) | \$625.00 | 0.00% | \$625.00 |
| Annual Maintenance for ArcGIS for Server Enterprise Standard--ArcGIS Workflow Manager Extension for Server (additional cores) | \$625.00 | 0.00% | \$625.00 |
| Annual Maintenance for ArcGIS for Server Enterprise Standard--ArcGIS Network Analyst Extension for Server (additional cores) | \$625.00 | 0.00% | \$625.00 |

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| | Annual Maintenance for ArcGIS for Server Enterprise Standard—ArcGIS Image Extension for Server (additional cores) | \$625.00 | 0.00% | \$625.00 |
| 5 | ArcGIS for Server Workgroup Extensions | | | |
| | ArcGIS for Server Workgroup Advanced—ArcGIS Data Interoperability Extension (licensed per ArcGIS Workgroup Server—up to four cores/maximum four cores) | \$5,000.00 | 15.00% | \$4,250.00 |
| | ArcGIS for Server Workgroup Advanced—ArcGIS Workflow Manager Extension (licensed per ArcGIS Workgroup Server—up to four cores/maximum four cores) | \$5,000.00 | 15.00% | \$4,250.00 |
| | ArcGIS for Server Workgroup Advanced—ArcGIS Schematics Extension (licensed per ArcGIS Workgroup Server—up to four cores/maximum four cores) | \$5,000.00 | 15.00% | \$4,250.00 |
| | ArcGIS for Server Workgroup Advanced—ArcGIS Image Extension (licensed per ArcGIS Workgroup Server—up to four cores/maximum four cores) | \$5,000.00 | 15.00% | \$4,250.00 |
| | Annual Maintenance for ArcGIS for Server Workgroup Advanced—ArcGIS Data Interoperability Extension (licensed per ArcGIS Workgroup Server—up to four cores/maximum four cores) | \$1,250.00 | 0.00% | \$1,250.00 |
| | Annual Maintenance for ArcGIS for Server Workgroup Advanced—ArcGIS Workflow Manager Extension (licensed per ArcGIS Workgroup Server—up to four cores/maximum four cores) | \$1,250.00 | 0.00% | \$1,250.00 |
| | Annual Maintenance for ArcGIS for Server Workgroup Advanced—ArcGIS Schematics Extension (licensed per ArcGIS Workgroup Server—up to four cores/maximum four cores) | \$1,250.00 | 0.00% | \$1,250.00 |
| | Annual Maintenance for ArcGIS for Server Workgroup Advanced—ArcGIS Image Extension (licensed per ArcGIS Workgroup Server—up to four cores/maximum four cores) | \$1,250.00 | 0.00% | \$1,250.00 |
| | ArcGIS for Server Workgroup Standard—ArcGIS Data Interoperability Extension (licensed per ArcGIS Workgroup Server—up to four cores/maximum four cores) | \$5,000.00 | 15.00% | \$4,250.00 |
| | ArcGIS for Server Workgroup Standard—ArcGIS Workflow Manager Extension (licensed per ArcGIS Workgroup Server—up to four cores/maximum four cores) | \$5,000.00 | 15.00% | \$4,250.00 |
| | ArcGIS for Server Workgroup Standard—ArcGIS Network Analyst Extension (licensed per ArcGIS Workgroup Server—up to four cores/maximum four cores) | \$5,000.00 | 15.00% | \$4,250.00 |
| | ArcGIS for Server Workgroup Standard—ArcGIS Image Extension (licensed per ArcGIS Workgroup Server—up to four cores/maximum four cores) | \$5,000.00 | 15.00% | \$4,250.00 |
| | Annual Maintenance for ArcGIS for Server Workgroup Standard—ArcGIS Data Interoperability Extension (licensed per ArcGIS Workgroup Server—up to four cores/maximum four cores) | \$1,250.00 | 0.00% | \$1,250.00 |

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| | Annual Maintenance for ArcGIS Server Workgroup Standard—ArcGIS Workflow Manager Extension (licensed per ArcGIS Workgroup Server—up to four cores/maximum four cores) | \$1,250.00 | 0.00% | \$1,250.00 |
| | Annual Maintenance for ArcGIS for Server Workgroup Standard—ArcGIS Network Analyst Extension (licensed per ArcGIS Workgroup Server—up to four cores/maximum four cores) | \$1,250.00 | 0.00% | \$1,250.00 |
| | Annual Maintenance for ArcGIS for Server Workgroup Standard—ArcGIS Image Extension (licensed per ArcGIS Workgroup Server—up to four cores/maximum four cores) | \$1,250.00 | 0.00% | \$1,250.00 |
| 5 | ArcGIS for Server Upgrades | | | |
| 5 | ArcGIS for Server Upgrades—Enterprise to Enterprise. | | | |
| | ArcGIS for Server Enterprise Basic Upgrade to Enterprise Standard (up to four cores) | \$10,000.00 | 15.00% | \$8,500.00 |
| | ArcGIS for Server Enterprise Basic Upgrade to Enterprise Advanced (up to four cores) | \$30,000.00 | 15.00% | \$25,500.00 |
| | ArcGIS for Server Enterprise Standard Upgrade to Enterprise Advanced (up to four cores) | \$20,000.00 | 15.00% | \$17,000.00 |
| | ArcGIS for Server Enterprise Basic Additional Cores Upgrade to Enterprise Standard License | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcGIS for Server Enterprise Basic Additional Cores Upgrade to Enterprise Advanced License | \$7,500.00 | 15.00% | \$6,375.00 |
| | ArcGIS for Server Enterprise Standard Additional Cores Upgrade to Enterprise Advanced License | \$5,000.00 | 15.00% | \$4,250.00 |
| 5 | ArcGIS for Server Upgrades—Workgroup to Workgroup | | | |
| | ArcGIS for Server Workgroup Basic Upgrade to Workgroup Standard (up to four cores) | \$5,000.00 | 15.00% | \$4,250.00 |
| | ArcGIS for Server Workgroup Basic Upgrade to Workgroup Advanced (up to four cores) | \$15,000.00 | 15.00% | \$12,750.00 |
| | ArcGIS for Server Workgroup Standard Upgrade to Workgroup Advanced (up to two cores) | \$5,000.00 | 15.00% | \$4,250.00 |
| | ArcGIS for Server Workgroup Standard Additional Cores Upgrade to Workgroup Advanced | \$2,500.00 | 15.00% | \$2,125.00 |
| 5 | ArcGIS for Server Upgrades—Workgroup to Enterprise | | | |
| | ArcGIS for Server Workgroup Basic Upgrade to Enterprise Basic (up to four cores) | \$5,000.00 | 15.00% | \$4,250.00 |
| | ArcGIS for Server Workgroup Basic Upgrade to Enterprise Standard (up to four cores) | \$15,000.00 | 15.00% | \$12,750.00 |
| | ArcGIS for Server Workgroup Basic Upgrade to Enterprise Advanced (up to four cores) | \$35,000.00 | 15.00% | \$29,750.00 |
| | ArcGIS for Server Workgroup Standard Upgrade to Enterprise Standard (up to four cores) | \$10,000.00 | 15.00% | \$8,500.00 |
| | ArcGIS for Server Workgroup Standard Upgrade to Enterprise Advanced (up to four cores) | \$30,000.00 | 15.00% | \$25,500.00 |
| | ArcGIS for Server Workgroup Advanced Upgrade to Enterprise Advanced (up to four cores) | \$20,000.00 | 15.00% | \$17,000.00 |
| | ArcGIS for Server Enterprise Standard Up to Four Cores Upgrade from Workgroup Standard Up to Two Cores | \$15,000.00 | 15.00% | \$12,750.00 |
| | ArcGIS for Server Enterprise Advanced Up to Four Cores Upgrade from Workgroup Standard Up to Two Cores | \$35,000.00 | 15.00% | \$29,750.00 |

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| | ArcGIS for Server Enterprise Standard Up to Four Cores Upgrade from Workgroup Advanced Up to Two Cores | \$10,000.00 | 15.00% | \$8,500.00 |
| | ArcGIS for Server Enterprise Advanced Up to Four Cores Upgrade from Workgroup Advanced Up to Two Cores | \$30,000.00 | 15.00% | \$25,500.00 |
| 5 | ArcGIS for Server—Enterprise (Staging Server) | | | |
| 5 | Advanced Enterprise (Staging Server) | | | |
| | ArcGIS for Server Staging Server Enterprise Advanced (up to four cores) | \$20,000.00 | 3.28% | \$19,344.00 |
| | Annual Maintenance for ArcGIS for Server Staging Server Enterprise Advanced (up to four cores) | \$5,000.00 | 0.00% | \$5,000.00 |
| | ArcGIS for Server Staging Server Enterprise Advanced (additional cores) | \$5,000.00 | 3.28% | \$4,836.00 |
| | Annual Maintenance for ArcGIS for Server Staging Server Enterprise Advanced (additional cores) | \$1,250.00 | 0.00% | \$1,250.00 |
| 5 | ArcGIS for Server Enterprise Standard (Staging Server) | | | |
| | ArcGIS for Server Staging Server Enterprise Standard (up to four cores) | \$10,000.00 | 3.28% | \$9,672.00 |
| | Annual Maintenance for ArcGIS Server Staging Server Enterprise Standard (up to four cores) | \$2,500.00 | 0.00% | \$2,500.00 |
| | ArcGIS for Server Staging Server Enterprise Standard (additional cores) | \$2,500.00 | 3.28% | \$2,418.00 |
| | Annual Maintenance for ArcGIS for Server Staging Server Enterprise Standard (additional cores) | \$625.00 | 0.00% | \$625.00 |
| 5 | Basic Enterprise (Staging Server) | | | |
| | ArcGIS for Server Staging Server Enterprise Basic (up to four cores) | \$5,000.00 | 3.28% | \$4,836.00 |
| | Annual Maintenance for ArcGIS for Server Staging Server Enterprise Basic (up to four cores) | \$1,500.00 | 0.00% | \$1,500.00 |
| | ArcGIS for Server Staging Server Enterprise Basic (additional cores) | \$1,250.00 | 3.28% | \$1,209.00 |
| | Annual Maintenance for ArcGIS for Server Staging Server Enterprise Basic (additional cores) | \$375.00 | 0.00% | \$375.00 |
| 5 | ArcGIS Server Extensions (Staging Server) | | | |
| | ArcGIS for Server Staging Server Enterprise Advanced—ArcGIS Data Interoperability Extension for Server (up to four cores) | \$5,000.00 | 3.28% | \$4,836.00 |
| | ArcGIS for Server Staging Server Enterprise Advanced—ArcGIS Image Extension for Server (up to four cores) | \$5,000.00 | 3.28% | \$4,836.00 |
| | ArcGIS for Server Staging Server Enterprise Advanced—ArcGIS Workflow Manager Extension for Server (up to four cores) | \$5,000.00 | 3.28% | \$4,836.00 |
| | ArcGIS for Server Staging Server Enterprise Advanced—ArcGIS Schematics Extension for Server (up to four cores) | \$5,000.00 | 3.28% | \$4,836.00 |
| | Annual Maintenance for ArcGIS for Server Staging Server Enterprise Advanced—ArcGIS Data Interoperability Extension for Server (up to four cores) | \$1,250.00 | 0.00% | \$1,250.00 |
| | Annual Maintenance for ArcGIS for Server Staging Server Enterprise Advanced—ArcGIS Image Extension for Server (up to four cores) | \$1,250.00 | 0.00% | \$1,250.00 |
| | Annual Maintenance for ArcGIS for Server Staging Server Enterprise Advanced—ArcGIS Workflow Manager Extension for Server (up to four cores) | \$1,250.00 | 0.00% | \$1,250.00 |

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| Annual Maintenance for ArcGIS for Server Staging Server Enterprise Advanced-ArcGIS Schematics Extension for Server (up to four cores) | \$1,250.00 | 0.00% | \$1,250.00 |
| ArcGIS for Server Staging Server Enterprise Advanced-ArcGIS Data Interoperability Extension for Server (additional cores) | \$1,250.00 | 3.28% | \$1,209.00 |
| ArcGIS for Server Staging Server Enterprise Advanced-ArcGIS Image Extension for Server (additional cores) | \$1,250.00 | 3.28% | \$1,209.00 |
| ArcGIS for Server Staging Server Enterprise Advanced-ArcGIS Workflow Manager Extension for Server (additional cores) | \$1,250.00 | 3.28% | \$1,209.00 |
| ArcGIS for Server Staging Server Enterprise Advanced-ArcGIS Schematics Extension for Server (additional cores) | \$1,250.00 | 3.28% | \$1,209.00 |
| Annual Maintenance for ArcGIS for Server Staging Server Enterprise Advanced-ArcGIS Data Interoperability Extension for Server (additional cores) | \$313.00 | 0.00% | \$313.00 |
| Annual Maintenance for ArcGIS for Server Staging Server Enterprise Advanced-ArcGIS Image Extension for Server (additional cores) | \$313.00 | 0.00% | \$313.00 |
| Annual Maintenance for ArcGIS for Server Staging Server Enterprise Advanced-ArcGIS Workflow Manager Extension for Server (additional cores) | \$313.00 | 0.00% | \$313.00 |
| Annual Maintenance for ArcGIS for Server Staging Server Enterprise Advanced-ArcGIS Schematics Extension for Server (additional cores) | \$313.00 | 0.00% | \$313.00 |
| ArcGIS for Server Staging Server Enterprise Standard-ArcGIS Data Interoperability Extension for Server (up to four cores) | \$5,000.00 | 3.28% | \$4,836.00 |
| ArcGIS for Server Staging Server Enterprise Standard-ArcGIS Workflow Manager Extension for Server (up to four cores) | \$5,000.00 | 3.28% | \$4,836.00 |
| ArcGIS for Server Staging Server Enterprise Standard-ArcGIS Network Analyst Extension for Server (up to four cores) | \$5,000.00 | 3.28% | \$4,836.00 |
| ArcGIS for Server Staging Server Enterprise Standard-ArcGIS Image Extension for Server (up to four cores) | \$5,000.00 | 3.28% | \$4,836.00 |
| Annual Maintenance for ArcGIS for Server Staging Server Enterprise Standard-ArcGIS Data Interoperability Extension for Server (up to four cores) | \$1,250.00 | 0.00% | \$1,250.00 |
| Annual Maintenance for ArcGIS for Server Staging Server Enterprise Standard-ArcGIS Workflow Manager Extension for Server (up to four cores) | \$1,250.00 | 0.00% | \$1,250.00 |
| Annual Maintenance for ArcGIS for Server Staging Server Enterprise Standard-ArcGIS Network Analyst Extension for Server (up to four cores) | \$1,250.00 | 0.00% | \$1,250.00 |
| Annual Maintenance for ArcGIS for Server Staging Server Enterprise Standard-ArcGIS Image Extension for Server (up to four cores) | \$1,250.00 | 0.00% | \$1,250.00 |
| ArcGIS for Server Staging Server Enterprise Standard-ArcGIS Data Interoperability Extension for Server (additional cores) | \$1,250.00 | 3.28% | \$1,209.00 |

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|---|--|-------------|--------|-------------|
| | ArcGIS for Server Staging Server Enterprise Standard– ArcGIS Workflow Manager Extension for Server (additional cores) | \$1,250.00 | 3.28% | \$1,209.00 |
| | ArcGIS for Server Staging Server Enterprise Standard– ArcGIS Network Analyst Extension for Server (additional cores) | \$1,250.00 | 3.28% | \$1,209.00 |
| | ArcGIS for Server Staging Server Enterprise Standard– ArcGIS Image Extension for Server (additional cores) | \$1,250.00 | 3.28% | \$1,209.00 |
| | Annual Maintenance for ArcGIS for Server Staging Server Enterprise Standard–ArcGIS Data Interoperability Extension for Server (additional cores) | \$313.00 | 0.00% | \$313.00 |
| | Annual Maintenance for ArcGIS for Server Staging Server Enterprise Standard–ArcGIS Workflow Manager Extension for Server (additional cores) | \$313.00 | 0.00% | \$313.00 |
| | Annual Maintenance for ArcGIS for Server Staging Server Enterprise Standard–ArcGIS Network Analyst Extension for Server (additional cores) | \$313.00 | 0.00% | \$313.00 |
| | Annual Maintenance for ArcGIS for Server Staging Server Enterprise Standard–ArcGIS Image Extension for Server (additional cores) | \$313.00 | 0.00% | \$313.00 |
| 5 | ArcGIS for Server Staging Server Upgrades | | | |
| | ArcGIS for Server Staging Server Enterprise Basic Upgrade to Enterprise Standard (up to four cores) | \$5,000.00 | 15.00% | \$4,250.00 |
| | ArcGIS for Server Staging Server Enterprise Basic Upgrade to Enterprise Advanced (up to four cores) | \$15,000.00 | 15.00% | \$12,750.00 |
| | ArcGIS for Server Staging Server Enterprise Standard Upgrade to Enterprise Advanced (up to four cores) | \$10,000.00 | 15.00% | \$8,500.00 |
| | ArcGIS for Server Staging Server Enterprise Basic Upgrade to Enterprise Standard (additional cores) | \$1,250.00 | 15.00% | \$1,063.00 |
| | ArcGIS for Server Staging Server Enterprise Basic Upgrade to Enterprise Advanced (additional cores) | \$3,750.00 | 15.00% | \$3,188.00 |
| | ArcGIS for Server Staging Server Enterprise Standard Upgrade to Enterprise Advanced (additional cores) | \$2,500.00 | 15.00% | \$2,125.00 |
| 5 | ArcGIS for Server Enterprise Term Licenses | | | |
| | ArcGIS for Server Enterprise Advanced (up to four cores) 30-Day Term License | \$4,700.00 | 0.00% | \$4,700.00 |
| | ArcGIS for Server Enterprise Advanced (up to four cores) 90-Day Term License | \$12,000.00 | 0.00% | \$12,000.00 |
| | ArcGIS for Server Enterprise Advanced (up to four cores) 365-Day Term License | \$24,000.00 | 0.00% | \$24,000.00 |
| | ArcGIS for Server Enterprise Standard (up to four cores) 30-Day Term License | \$2,300.00 | 0.00% | \$2,300.00 |
| | ArcGIS for Server Enterprise Standard (up to four cores) 90-Day Term License | \$6,000.00 | 0.00% | \$6,000.00 |
| | ArcGIS for Server Enterprise Standard (up to four cores) 365-Day Term License | \$12,000.00 | 0.00% | \$12,000.00 |
| | ArcGIS for Server Enterprise Basic (up to four cores) 30- Day Term License | \$1,200.00 | 0.00% | \$1,200.00 |
| | ArcGIS for Server Enterprise Basic (up to four cores) 90- Day Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| | ArcGIS for Server Enterprise Basic (up to four cores) 365- Day Term License | \$6,000.00 | 0.00% | \$6,000.00 |

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| 5 | ArcGIS for Server Workgroup Term Licensing | | | |
| | ArcGIS for Server Workgroup Advanced (up to four cores) 30-Day Term License | \$2,300.00 | 0.00% | \$2,300.00 |
| | ArcGIS for Server Workgroup Advanced (up to four cores) 90-Day Term License | \$6,000.00 | 0.00% | \$6,000.00 |
| | ArcGIS for Server Workgroup Advanced (up to four cores) 365-Day Term License | \$12,000.00 | 0.00% | \$12,000.00 |
| | ArcGIS for Server Workgroup Standard (up to four cores) 30-Day Term License | \$1,200.00 | 0.00% | \$1,200.00 |
| | ArcGIS for Server Workgroup Standard (up to four cores) 90-Day Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| | ArcGIS for Server Workgroup Standard (up to four cores) 365-Day Term License | \$6,000.00 | 0.00% | \$6,000.00 |
| | ArcGIS for Server Workgroup Basic (maximum four cores) 30-Day Term License | \$600.00 | 0.00% | \$600.00 |
| | ArcGIS for Server Workgroup Basic (maximum four cores) 90-Day Term License | \$1,500.00 | 0.00% | \$1,500.00 |
| | ArcGIS for Server Workgroup Basic (maximum four cores) 365-Day Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| 5 | ArcGIS for Server Enterprise Extensions Term Licenses | | | |
| | ArcGIS for Server Enterprise Advanced-ArcGIS Data Interoperability Extension for Server (up to four cores) 30-Day Term License | \$1,200.00 | 0.00% | \$1,200.00 |
| | ArcGIS for Server Enterprise Advanced-ArcGIS Data Interoperability Extension for Server (up to four cores) 90-Day Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| | ArcGIS for Server Enterprise Advanced-ArcGIS Data Interoperability Extension for Server (up to four cores) 365-Day Term License | \$6,000.00 | 0.00% | \$6,000.00 |
| | ArcGIS for Server Enterprise Advanced-ArcGIS Schematics Extension for Server (up to four cores) 30- Day Term License | \$1,200.00 | 0.00% | \$1,200.00 |
| | ArcGIS for Server Enterprise Advanced-ArcGIS Schematics Extension for Server (up to four cores) 90-Day Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| | ArcGIS for Server Enterprise Advanced-ArcGIS Schematics Extension for Server (up to four cores) 365- Day Term License | \$6,000.00 | 0.00% | \$6,000.00 |
| | ArcGIS for Server Enterprise Advanced-ArcGIS Image Extension for Server (up to four cores) 30-Day Term License | \$1,200.00 | 0.00% | \$1,200.00 |
| | ArcGIS for Server Enterprise Advanced-ArcGIS Image Extension for Server (up to four cores) 90-Day Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| | ArcGIS for Server Enterprise Advanced-ArcGIS Image Extension for Server (up to four cores) 365-Day Term License | \$6,000.00 | 0.00% | \$6,000.00 |
| | ArcGIS for Server Enterprise Advanced-ArcGIS Workflow Manager Extension for Server (up to four cores) 30-Day Term License | \$1,200.00 | 0.00% | \$1,200.00 |

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| | ArcGIS for Server Enterprise Advanced–ArcGIS Workflow Manager Extension (up to four cores) 90-Day Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| | ArcGIS for Server Enterprise Advanced–ArcGIS Workflow Manager Extension for Server (up to four cores) 365-Day Term License | \$6,000.00 | 0.00% | \$6,000.00 |
| | ArcGIS for Server Enterprise Standard–ArcGIS Data Interoperability Extension for Server (up to four cores) 30-Day Term License | \$1,200.00 | 0.00% | \$1,200.00 |
| | ArcGIS for Server Enterprise Standard–ArcGIS Data Interoperability Extension for Server (up to four cores) 90-Day Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| | ArcGIS for Server Enterprise Standard–Data Interoperability Extension for Server (up to four cores) 365-Day Term License | \$6,000.00 | 0.00% | \$6,000.00 |
| | ArcGIS for Server Enterprise Standard–ArcGIS Image Extension for Server (up to four cores) 30-Day Term License | \$1,200.00 | 0.00% | \$1,200.00 |
| | ArcGIS for Server Enterprise Standard–ArcGIS Image Extension for Server (up to four cores) 90-Day Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| | ArcGIS for Server Enterprise Standard–ArcGIS Image Extension for Server (up to four cores) 365-Day Term License | \$6,000.00 | 0.00% | \$6,000.00 |
| | ArcGIS for Server Enterprise Standard–ArcGIS Workflow Manager Extension for Server (up to four cores) 30-Day Term License | \$1,200.00 | 0.00% | \$1,200.00 |
| | ArcGIS for Server Enterprise Standard–ArcGIS Workflow Manager Extension for Server (up to four cores) 90-Day Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| | ArcGIS for Server Enterprise Standard–ArcGIS Workflow Manager Extension for Server (up to four cores) 365-Day Term License | \$6,000.00 | 0.00% | \$6,000.00 |
| | ArcGIS for Server Enterprise Standard–ArcGIS Network Analyst Extension for Server (up to four cores) 30-Day Term License | \$1,200.00 | 0.00% | \$1,200.00 |
| | ArcGIS for Server Enterprise Standard–ArcGIS Network Analyst Extension for Server (up to four cores) 90-Day Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| | ArcGIS for Server Enterprise Standard–ArcGIS Network Analyst Extension for Server (up to four cores) 365-Day Term License | \$6,000.00 | 0.00% | \$6,000.00 |
| 5 | ArcGIS for Server Workgroup Extensions Term Licenses | | | |
| | ArcGIS for Server Workgroup Advanced–ArcGIS Data Interoperability Extension for Server (up to four cores) 30-Day Term License | \$600.00 | 0.00% | \$600.00 |
| | ArcGIS for Server Workgroup Advanced–ArcGIS Data Interoperability Extension for Server (up to four cores) 90-Day Term License | \$1,500.00 | 0.00% | \$1,500.00 |
| | ArcGIS for Server Workgroup Advanced–ArcGIS Data Interoperability Extension for Server (up to four cores) 365-Day Term License | \$3,000.00 | 0.00% | \$3,000.00 |

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| ArcGIS for Server Workgroup Advanced–ArcGIS Schematics Extension for Server (up to four cores) 30-Day Term License | \$600.00 | 0.00% | \$600.00 |
| ArcGIS for Server Workgroup Advanced–ArcGIS Schematics Extension for Server (up to four cores) 90-Day Term License | \$1,500.00 | 0.00% | \$1,500.00 |
| ArcGIS for Server Workgroup Advanced–ArcGIS Schematics Extension for Server (up to four cores) 365-Day Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| ArcGIS for Server Workgroup Advanced–ArcGIS Image Extension for Server (up to four cores) 30-Day Term License | \$600.00 | 0.00% | \$600.00 |
| ArcGIS for Server Workgroup Advanced–ArcGIS Image Extension for Server (up to four cores) 90-Day Term License | \$1,500.00 | 0.00% | \$1,500.00 |
| ArcGIS for Server Workgroup Advanced–ArcGIS Image Extension for Server (up to four cores) 365-Day Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| ArcGIS for Server Workgroup Advanced–ArcGIS Workflow Manager Extension for Server (up to four cores) 30-Day Term License | \$600.00 | 0.00% | \$600.00 |
| ArcGIS for Server Workgroup Advanced–ArcGIS Workflow Manager Extension for Server (up to four cores) 90-Day Term License | \$1,500.00 | 0.00% | \$1,500.00 |
| ArcGIS for Server Workgroup Advanced–ArcGIS Workflow Manager Extension for Server (up to four cores) 365-Day Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| ArcGIS for Server Workgroup Standard–ArcGIS Data Interoperability Extension for Server (up to four cores) 30-Day Term License | \$600.00 | 0.00% | \$600.00 |
| ArcGIS for Server Workgroup Standard–ArcGIS Data Interoperability Extension for Server (up to four cores) 90-Day Term License | \$1,500.00 | 0.00% | \$1,500.00 |
| ArcGIS for Server Workgroup Standard–ArcGIS Data Interoperability Extension for Server (up to four cores) 365-Day Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| ArcGIS for Server Workgroup Standard–ArcGIS Image Extension for Server (up to four cores) 30-Day Term License | \$600.00 | 0.00% | \$600.00 |
| ArcGIS for Server Workgroup Standard–ArcGIS Image Extension for Server (up to four cores) 90-Day Term License | \$1,500.00 | 0.00% | \$1,500.00 |
| ArcGIS for Server Workgroup Standard–ArcGIS Image Extension for Server (up to four cores) 365-Day Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| ArcGIS for Server Workgroup Standard–ArcGIS Workflow Manager Extension for Server (up to four cores) 30-Day Term License | \$600.00 | 0.00% | \$600.00 |
| ArcGIS for Server Workgroup Standard–ArcGIS Workflow Manager Extension for Server (up to four cores) 90-Day Term License | \$1,500.00 | 0.00% | \$1,500.00 |

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| | ArcGIS for Server Workgroup Standard–ArcGIS Workflow Manager Extension for Server (up to four cores) 365-Day Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| | ArcGIS for Server Workgroup Standard–ArcGIS Network Analyst Extension for Server (up to four cores) 30-Day Term License | \$600.00 | 0.00% | \$600.00 |
| | ArcGIS for Server Workgroup Standard–ArcGIS Network Analyst Extension for Server (up to four cores) 90-Day Term License | \$1,500.00 | 0.00% | \$1,500.00 |
| | ArcGIS for Server Workgroup Standard–ArcGIS Network Analyst Extension for Server (up to four cores) 365-Day Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| 7 | ArcIMS | | | |
| | ArcIMS Full Use Deployment (up to two cores) | \$5,000.00 | 15.00% | \$4,250.00 |
| | ArcIMS Full Use Deployment (additional core — maximum four cores per server) | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcIMS Full Use Deployment (up to two cores) Maintenance | \$1,000.00 | 0.00% | \$1,000.00 |
| | ArcIMS Full Use Deployment (additional core) Maintenance | \$500.00 | 0.00% | \$500.00 |
| 7 | ArcIMS Staging Server | | | |
| | ArcIMS Full Use Deployment Staging Server (up to two cores) | \$2,500.00 | 15.00% | \$2,125.00 |
| | ArcIMS Full Use Deployment Staging Server (additional cores — maximum four cores per server) | \$1,250.00 | 15.00% | \$1,063.00 |
| | ArcIMS Full Use Deployment Staging Server (up to two cores) Maintenance | \$500.00 | 0.00% | \$500.00 |
| | ArcIMS Full Use Deployment Staging Server (additional cores) Maintenance | \$250.00 | 0.00% | \$250.00 |
| 8 | Business Applications Software | | | |
| 8 | Esri Business Analyst Desktop—Single Use Licenses | | | |
| | Esri Business Analyst (National Dataset) Software and Data License and One Year Maintenance (per license) | \$18,495.00 | 15.00% | \$15,746.00 * |
| | Esri Business Analyst (One Region Dataset) Software and Data License and One Year Maintenance (per license) | \$13,495.00 | 15.00% | \$11,496.00 * |
| | Esri Business Analyst (One State Dataset) Software and Data License and One Year Maintenance (per license) | \$8,495.00 | 15.00% | \$7,246.00 * |
| 8 | Esri Business Analyst Desktop—Concurrent Use Licenses | | | |
| | Esri Business Analyst (National Dataset) Software and Data License and One Year Maintenance (per license) | \$18,495.00 | 15.00% | \$15,746.00 * |
| | Esri Business Analyst (One Region Dataset) Software and Data License and One Year Maintenance (per license) | \$13,495.00 | 15.00% | \$11,496.00 * |
| | Esri Business Analyst (One State Dataset) Software and Data License and One Year Maintenance (per license) | \$8,495.00 | 15.00% | \$7,246.00 * |
| 8 | Esri Business Analyst Desktop Maintenance - Concurrent Use and Single Use | | | |
| | Annual Maintenance for Esri Business Analyst (National Dataset) Software License (per license) | \$14,795.00 | 0.00% | \$14,795.00 |
| | Annual Maintenance for Esri Business Analyst (One Region Dataset) Software License and One Year Maintenance (per license) | \$10,795.00 | 0.00% | \$10,795.00 |

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|---|--|--------------|--------|--------------|---|
| | Annual Maintenance for Esri Business Analyst (One State Dataset) Software License and One Year Maintenance (per license) | \$6,795.00 | 0.00% | \$6,795.00 | |
| 8 | Esri Business Analyst Desktop Premium—Concurrent Use Licenses | | | | |
| | Esri Business Analyst Desktop Premium—National Concurrent Use License | \$40,995.00 | 15.00% | \$34,846.00 | |
| | Esri Business Analyst Desktop Premium—Regional Concurrent Use License | \$29,490.00 | 15.00% | \$25,067.00 | |
| | Esri Business Analyst Desktop Premium—State Concurrent Use License | \$18,405.00 | 15.00% | \$15,644.00 | |
| 8 | Esri Business Analyst Desktop Premium—Single Use Licenses | | | | |
| | Esri Business Analyst Desktop Premium—National Single Use License | \$40,995.00 | 15.00% | \$34,846.00 | |
| | Esri Business Analyst Desktop Premium—Regional Single Use License | \$29,490.00 | 15.00% | \$25,067.00 | |
| | Esri Business Analyst Desktop Premium—State Single Use License | \$18,405.00 | 15.00% | \$15,644.00 | |
| 8 | Annual Maintenance for Esri Business Analyst Desktop Premium—Concurrent Use and Single Use | | | | |
| | Annual Maintenance for Esri Business Analyst Desktop Premium—National Concurrent Use and Single Use | \$32,795.00 | 0.00% | \$32,795.00 | |
| | Annual Maintenance for Esri Business Analyst Desktop Premium—Regional Concurrent Use and Single Use | \$23,590.00 | 0.00% | \$23,590.00 | |
| | Annual Maintenance for Esri Business Analyst Desktop Premium—State Concurrent Use and Single Use | \$14,720.00 | 0.00% | \$14,720.00 | |
| 8 | Esri Business Analyst Desktop Canadian Edition | | | | |
| | Esri Business Analyst Desktop Canadian Edition Basic (Standard National Dataset) Software and Data License and One Year Maintenance Single Use (per license) | \$32,850.00 | 15.00% | \$27,948.00 | * |
| | Esri Business Analyst Desktop Canadian Edition Basic (Standard National Dataset) Software and Data License and One Year Maintenance Concurrent Use (per license) | \$32,850.00 | 15.00% | \$27,948.00 | * |
| | Esri Business Analyst Desktop Canadian Edition Basic (Enhanced National Dataset) Software and Data License and One Year Maintenance Single Use (per license) | \$49,950.00 | 15.00% | \$42,483.00 | * |
| | Esri Business Analyst Desktop Canadian Edition Basic (Enhanced National Dataset) Software and Data License and One Year Maintenance Concurrent Use (per license) | \$49,950.00 | 15.00% | \$42,483.00 | * |
| | Annual Maintenance for Esri Business Analyst Desktop Canadian Edition Basic (Standard National Dataset) Software and Data License and One Year Maintenance (per license) | \$26,280.00 | 0.00% | \$26,280.00 | |
| | Annual Maintenance for Esri Business Analyst Desktop Canadian Edition Basic (Enhanced National Dataset) Software and Data License and One Year Maintenance (per license) | \$39,960.00 | 0.00% | \$39,960.00 | |
| 8 | Esri Business Analyst Server | | | | |
| 8 | Esri Business Analyst Server Advanced Enterprise | | | | |
| | Esri Business Analyst Server Advanced Enterprise (includes ArcGIS Server) (up to four cores) | \$150,000.00 | 15.00% | \$127,525.00 | * |

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|----------|--|--------------|--------|---------------|
| | Esri Business Analyst Server Advanced Enterprise (includes ArcGIS Server) (additional core) | \$37,500.00 | 15.00% | \$31,900.00 * |
| | Esri Business Analyst Server Advanced Enterprise (includes ArcGIS Server) (up to four cores) Maintenance | \$100,000.00 | 0.00% | \$100,000.00 |
| | Esri Business Analyst Server Advanced Enterprise (includes ArcGIS Server) (additional core) Maintenance | \$25,000.00 | 0.00% | \$25,000.00 |
| 8 | Esri Business Analyst Server Advanced Workgroup | | | |
| | Esri Business Analyst Server Advanced Workgroup (per server—minimum two cores, maximum four cores) | \$75,000.00 | 15.00% | \$63,775.00 * |
| | Annual Maintenance for Esri Business Analyst Server Advanced Workgroup (per server — minimum two cores, maximum four cores) | \$50,000.00 | 0.00% | \$50,000.00 |
| 8 | Esri Business Analyst Server - Staging Server | | | |
| | Esri Business Analyst Server Staging Server Advanced Enterprise (includes ArcGIS Server) (up to four cores) | \$37,500.00 | 3.28% | \$36,270.00 |
| | Esri Business Analyst Server Staging Server Advanced Enterprise (includes ArcGIS Server) (additional core) | \$9,375.00 | 3.27% | \$9,068.00 |
| | Annual Maintenance for Esri Business Analyst Server Staging Server Advanced Enterprise (includes ArcGIS Server) (up to four cores) | \$25,000.00 | 0.00% | \$25,000.00 |
| | Annual Maintenance for Esri Business Analyst Server Advanced Enterprise (includes ArcGIS Server) (additional core) | \$6,250.00 | 0.00% | \$6,250.00 |
| 8 | Esri Business Analyst Online | | | |
| | Esri Business Analyst Online Basic—Single-User Subscription | \$995.00 | 15.00% | \$846.00 |
| | Esri Business Analyst Online Basic—3-User Subscription | \$1,495.00 | 8.29% | \$1,371.00 |
| | Esri Business Analyst Online Basic—5-User Subscription | \$1,995.00 | 8.32% | \$1,829.00 |
| | Esri Business Analyst Online Basic—10-User Subscription | \$2,995.00 | 8.31% | \$2,746.00 |
| | Esri Business Analyst Online Standard—Single-User Subscription | \$2,495.00 | 15.00% | \$2,121.00 |
| | Esri Business Analyst Online Standard—3-User Subscription | \$3,795.00 | 8.33% | \$3,479.00 |
| | Esri Business Analyst Online Standard—5-User Subscription | \$4,995.00 | 8.31% | \$4,580.00 |
| | Esri Business Analyst Online Standard—10-User Subscription | \$7,495.00 | 8.31% | \$6,872.00 |
| | Esri Business Analyst Online Standard Plus—Single-User Subscription | \$3,995.00 | 15.00% | \$3,396.00 |
| | Esri Business Analyst Online Standard Plus—3-User Subscription | \$5,995.00 | 8.32% | \$5,496.00 |
| | Esri Business Analyst Online Standard Plus—5-User Subscription | \$7,995.00 | 8.32% | \$7,330.00 |
| | Esri Business Analyst Online Standard Plus—10-User Subscription | \$11,995.00 | 8.32% | \$10,997.00 |
| 8 | Esri Community Analyst | | | |
| | Esri Community Analyst Basic—Single-User Subscription | \$995.00 | 8.34% | \$912.00 |
| | Esri Community Analyst Basic—3-User Subscription | \$1,495.00 | 8.29% | \$1,371.00 |
| | Esri Community Analyst Basic—5-User Subscription | \$1,995.00 | 8.32% | \$1,829.00 |
| | Esri Community Analyst Basic—10-User Subscription | \$2,995.00 | 8.31% | \$2,746.00 |
| | Esri Community Analyst Standard—Single-User Subscription | \$2,495.00 | 8.34% | \$2,287.00 |

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|-----------|---|-------------|--------|--------------|
| | Esri Community Analyst Standard—3-User Subscription | \$3,795.00 | 8.33% | \$3,479.00 |
| | Esri Community Analyst Standard—5-User Subscription | \$4,995.00 | 8.31% | \$4,580.00 |
| | Esri Community Analyst Standard—10-User Subscription | \$7,495.00 | 8.31% | \$6,872.00 |
| | Esri Community Analyst Standard Plus—Single-User Subscription | \$3,995.00 | 8.31% | \$3,663.00 |
| | Esri Community Analyst Standard Plus—3-User Subscription | \$5,995.00 | 8.32% | \$5,496.00 |
| | Esri Community Analyst Standard Plus—5-User Subscription | \$7,995.00 | 8.32% | \$7,330.00 |
| | Esri Community Analyst Standard Plus—10-User Subscription | \$11,995.00 | 8.32% | \$10,997.00 |
| 8 | Esri Maps for IBM Cognos | | | |
| | Esri Maps for IBM Cognos (up to 35 names users) | \$21,000.00 | 0.00% | \$21,000.00 |
| | Annual Maintenance for Esri Maps for IBM Cognos (up to 35 names users) | \$5,250.00 | 0.00% | \$5,250.00 |
| 8 | Esri Maps for IBM Cognos - Additional User Pricing | | | |
| | Esri Maps for IBM Cognos - Additional Users 1 - 50 | \$600.00 | 0.00% | \$600.00 |
| | Esri Maps for IBM Cognos - Additional Users 51 - 200 | \$540.00 | 0.00% | \$540.00 |
| | Esri Maps for IBM Cognos - Additional Users 201 - 500 | \$480.00 | 0.00% | \$480.00 |
| | Esri Maps for IBM Cognos - Additional Users 501 - 750 | \$450.00 | 0.00% | \$450.00 |
| | Esri Maps for IBM Cognos - Additional Users 751 - 1,500 | \$420.00 | 0.00% | \$420.00 |
| | Esri Maps for IBM Cognos - Additional Users 1,500+ | \$390.00 | 0.00% | \$390.00 |
| | Annual Maintenance for Esri Maps for IBM Cognos - Additional Users (per user) | \$150.00 | 0.00% | \$150.00 |
| 9 | Esri Tracking Server | | | |
| | Esri Tracking Server (up to two cores) | \$10,000.00 | 3.28% | \$9,672.00 |
| | Esri Tracking Server (additional core) | \$5,000.00 | 3.28% | \$4,836.00 |
| | Annual Maintenance for Esri Tracking Server (up to two cores) | \$2,500.00 | 0.00% | \$2,500.00 |
| | Annual Maintenance for Esri Tracking Server (additional core) | \$1,250.00 | 0.00% | \$1,250.00 |
| 9 | Esri Tracking Server (Staging Servers) | | | |
| | Esri Tracking Server Staging Server (up to two cores) | \$5,000.00 | 3.28% | \$4,836.00 |
| | Esri Tracking Server Staging Server (additional core) | \$2,500.00 | 3.28% | \$2,418.00 |
| | Annual Maintenance for Esri Tracking Server Staging Server (up to two cores) | \$1,250.00 | 0.00% | \$1,250.00 |
| | Annual Maintenance for Esri Tracking Server Staging Server (additional cores) | \$625.00 | 0.00% | \$625.00 |
| 10 | ArcLogistics Desktop | | | |
| | ArcLogistics Single Use License | \$8,000.00 | 15.00% | \$6,825.00 * |
| | ArcLogistics Single Use Annual Maintenance | \$1,600.00 | 0.00% | \$1,600.00 |
| | ArcLogistics Tele Atlas Street Data North America — Single Use | \$2,200.00 | 0.00% | \$2,225.00 * |
| | ArcLogistics NAVTEQ Street Data North America — Single Use | \$2,200.00 | 0.00% | \$2,225.00 * |
| | ArcLogistics Tele Atlas Street Data Europe — Single Use | \$2,200.00 | 0.00% | \$2,225.00 * |
| | ArcLogistics NAVTEQ Street Data Europe — Single Use | \$2,200.00 | 0.00% | \$2,225.00 * |
| | ArcLogistics Tele Atlas Street Data North America — Single Use Annual Maintenance | \$1,600.00 | 0.00% | \$1,600.00 |
| | ArcLogistics NAVTEQ Street Data North America — Single Use Annual Maintenance | \$1,600.00 | 0.00% | \$1,600.00 |

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|-----------|--|------------|--------|------------|---|
| | ArcLogistics Tele Atlas Street Data Europe — Single Use Annual Maintenance | \$1,600.00 | 0.00% | \$1,600.00 | |
| | ArcLogistics NAVTEQ Street Data Europe — Single Use Annual Maintenance | \$1,600.00 | 0.00% | \$1,600.00 | |
| 10 | ArcLogistics Navigator | | | | |
| | ArcLogistics Navigator—Single Use License (5-pack bundle) | \$1,000.00 | 15.00% | \$875.00 | * |
| | ArcLogistics Navigator—NAVTEQ North America Data—Single Use License (5-pack bundle) | \$400.00 | 0.00% | \$425.00 | * |
| | ArcLogistics Navigator—NAVTEQ Europe Data—Single Use License (5-pack bundle) | \$600.00 | 0.00% | \$625.00 | * |
| | ArcLogistics Navigator—Tele Atlas North America Data—Single Use License (5-pack bundle) | \$400.00 | 0.00% | \$425.00 | * |
| | ArcLogistics Navigator—Tele Atlas Europe Data—Single Use License (5-pack bundle) | \$600.00 | 0.00% | \$625.00 | * |
| | Annual Maintenance for ArcLogistics Navigator—Single Use License (5-pack bundle) | \$200.00 | 0.00% | \$200.00 | |
| | Annual Maintenance for ArcLogistics Navigator—NAVTEQ North America Data—Single Use License (5-pack bundle) | \$300.00 | 0.00% | \$300.00 | |
| | Annual Maintenance for ArcLogistics Navigator—NAVTEQ Europe Data—Single Use License (5-pack bundle) | \$500.00 | 0.00% | \$500.00 | |
| | Annual Maintenance for ArcLogistics Navigator—Tele Atlas North America Data—Single Use License (5-pack bundle) | \$300.00 | 0.00% | \$300.00 | |
| | Annual Maintenance for ArcLogistics Navigator—Tele Atlas Europe Data—Single Use License (5-pack bundle) | \$500.00 | 0.00% | \$500.00 | |
| 10 | ArcLogistics Using ArcGIS Online | | | | |
| | ArcLogistics Using ArcGIS Online—Annual Fee (up to 5 vehicles) | \$1,000.00 | 0.00% | \$1,000.00 | |
| | ArcLogistics Using ArcGIS Online—Annual Fee (up to 10 vehicles) | \$2,000.00 | 0.00% | \$2,000.00 | |
| | ArcLogistics Using ArcGIS Online—Annual Fee (up to 20 vehicles) | \$3,500.00 | 0.00% | \$3,500.00 | |
| | ArcLogistics Using ArcGIS Online—Annual Fee (up to 50 vehicles) | \$4,500.00 | 0.00% | \$4,500.00 | |
| | ArcLogistics Using ArcGIS Online—Monthly Fee (up to 5 vehicles) | \$100.00 | 0.00% | \$100.00 | |
| | ArcLogistics Using ArcGIS Online—Monthly Fee (up to 10 vehicles) | \$200.00 | 0.00% | \$200.00 | |
| | ArcLogistics Using ArcGIS Online—Monthly Fee (up to 20 vehicles) | \$350.00 | 0.00% | \$350.00 | |
| | ArcLogistics Using ArcGIS Online—Monthly Fee (up to 50 vehicles) | \$450.00 | 0.00% | \$450.00 | |
| 11 | Address Coder | | | | |
| | Address Coder Standard National (per user license) | \$9,000.00 | 15.00% | \$7,675.00 | * |
| | Address Coder Standard Regional (per user license) | \$6,500.00 | 15.00% | \$5,550.00 | * |
| | Address Coder Standard State (per user license) | \$3,600.00 | 15.00% | \$3,085.00 | * |
| | Annual Maintenance for Address Coder Standard National (per user license) | \$7,200.00 | 0.00% | \$7,200.00 | |
| | Annual Maintenance for Address Coder Standard Regional (per user license) | \$5,200.00 | 0.00% | \$5,200.00 | |

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|-----------|--|-------------|--------|-------------|---|
| | Annual Maintenance for Address Coder Standard State (per user license) | \$2,880.00 | 0.00% | \$2,880.00 | |
| | Address Coder Premium National (per user license) | \$15,000.00 | 15.00% | \$12,775.00 | * |
| | Address Coder Premium Regional (per user license) | \$10,500.00 | 15.00% | \$8,950.00 | * |
| | Address Coder Premium State (per user license) | \$6,000.00 | 15.00% | \$5,125.00 | * |
| | Annual Maintenance for Address Coder Premium National (per user license) | \$12,000.00 | 0.00% | \$12,000.00 | |
| | Annual Maintenance for Address Coder Premium Regional (per user license) | \$8,400.00 | 0.00% | \$8,400.00 | |
| | Annual Maintenance for Address Coder Premium State (per user license) | \$4,800.00 | 0.00% | \$4,800.00 | |
| | Tapestry Add-on National (per user license) | \$9,600.00 | 15.00% | \$8,185.00 | * |
| | Tapestry Add-on Regional (per user license) | \$5,760.00 | 15.00% | \$4,921.00 | * |
| | Tapestry Add-on State (per user license) | \$3,840.00 | 15.00% | \$3,289.00 | * |
| | Annual Maintenance for Tapestry Add-on National (per user license) | \$7,680.00 | 0.00% | \$7,680.00 | |
| | Annual Maintenance for Tapestry Add-on Regional (per user license) | \$4,608.00 | 0.00% | \$4,608.00 | |
| | Annual Maintenance for Tapestry Add-on State (per user license) | \$3,072.00 | 0.00% | \$3,072.00 | |
| | Tapestry ZIP + 4 Add-on National (per user license) | \$24,000.00 | 15.00% | \$20,425.00 | * |
| | Tapestry ZIP + 4 Add-on Regional (per user license) | \$14,400.00 | 15.00% | \$12,265.00 | * |
| | Tapestry ZIP + 4 Add-on State (per user license) | \$9,600.00 | 15.00% | \$8,185.00 | * |
| | Annual Maintenance for Tapestry ZIP + 4 Add-on National (per user license) | \$19,200.00 | 0.00% | \$19,200.00 | |
| | Annual Maintenance for Tapestry ZIP + 4 Add-on Regional (per user license) | \$11,520.00 | 0.00% | \$11,520.00 | |
| | Annual Maintenance for Tapestry ZIP + 4 Add-on State (per user license) | \$7,680.00 | 0.00% | \$7,680.00 | |
| 12 | Other Software | | | | |
| 12 | Esri Mapping and Charting | | | | |
| | Esri Production Mapping Concurrent Use License | \$10,000.00 | 13.35% | \$8,665.00 | |
| | Esri Production Mapping Single Use License | \$10,000.00 | 13.35% | \$8,665.00 | |
| | Annual Maintenance for Esri Production Mapping Concurrent Use License | \$2,500.00 | 0.00% | \$2,500.00 | |
| | Annual Maintenance for Esri Production Mapping Single Use License | \$2,500.00 | 0.00% | \$2,500.00 | |
| | Esri Defense Mapping Concurrent Use License | \$10,000.00 | 13.35% | \$8,665.00 | |
| | Esri Defense Mapping Single Use License | \$10,000.00 | 13.35% | \$8,665.00 | |
| | Annual Maintenance for Esri Defense Mapping Concurrent Use License | \$2,500.00 | 0.00% | \$2,500.00 | |
| | Annual Maintenance for Esri Defense Mapping Single Use License | \$2,500.00 | 0.00% | \$2,500.00 | |
| | Esri Aeronautical Solution Concurrent Use License | \$10,000.00 | 13.35% | \$8,665.00 | |
| | Esri Aeronautical Solution Single Use License | \$10,000.00 | 13.35% | \$8,665.00 | |
| | Annual Maintenance for Esri Aeronautical Solution Concurrent Use License | \$2,500.00 | 0.00% | \$2,500.00 | |
| | Annual Maintenance for Esri Aeronautical Solution Single Use License | \$2,500.00 | 0.00% | \$2,500.00 | |
| | Esri Nautical Solution Concurrent Use License | \$10,000.00 | 13.35% | \$8,665.00 | |
| | Esri Nautical Solution Single Use License | \$10,000.00 | 13.35% | \$8,665.00 | |

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|-----------|---|-------------|--------|-------------|
| | Annual Maintenance for Esri Nautical Solution Concurrent Use License | \$2,500.00 | 0.00% | \$2,500.00 |
| | Annual Maintenance for Esri Nautical Solution Single Use License | \$2,500.00 | 0.00% | \$2,500.00 |
| 13 | Mobile GIS | | | |
| 13 | ArcPad | | | |
| | ArcPad Single Use License | \$700.00 | 15.00% | \$595.00 |
| | ArcPad Single Use License with ArcPad StreetMap Premium Tele Atlas Europe Street Data | \$700.00 | 15.00% | \$595.00 |
| | ArcPad with ArcPad StreetMap Premium Tele Atlas North America (USA and Canada) and Europe Street Data | \$700.00 | 15.00% | \$595.00 |
| | ArcPad with ArcPad StreetMap Premium Tele Atlas North America (USA and Canada) Street Data | \$700.00 | 15.00% | \$595.00 |
| | ArcPad Single Use License Annual Maintenance | \$250.00 | 0.00% | \$250.00 |
| | ArcPad 5.x/6.x/7.x Upgrade to 10 | \$250.00 | 3.20% | \$242.00 |
| | ArcPad with ArcPad StreetMap Premium Tele Atlas North America (USA and Canada) Street Data Upgrade | \$250.00 | 3.20% | \$242.00 |
| | ArcPad with ArcPad StreetMap Premium Tele Atlas Europe Street Data Upgrade | \$250.00 | 3.20% | \$242.00 |
| | ArcPad with ArcPad StreetMap Premium Tele Atlas North America (USA and Canada) and Europe Street Data Upgrade | \$250.00 | 3.20% | \$242.00 |
| 13 | ArcGIS for Windows Mobile | | | |
| | ArcGIS for Windows Mobile for ArcGIS for Desktop or ArcGIS Engine—5 Deployment Pack License | \$1,500.00 | 15.00% | \$1,275.00 |
| | Annual Maintenance for ArcGIS for Windows Mobile for ArcGIS for Desktop or ArcGIS Engine—5 Deployment Pack License | \$300.00 | 0.00% | \$300.00 |
| | ArcGIS for Windows Mobile for ArcGIS for Server Enterprise Standard or ArcGIS for Server Workgroup Advanced—50 Deployment Pack License | \$15,000.00 | 15.00% | \$12,750.00 |
| | Annual Maintenance for ArcGIS for Windows Mobile for ArcGIS for Server Enterprise Standard or ArcGIS for Server Workgroup Advanced—50 Deployment Pack License | \$3,000.00 | 0.00% | \$3,000.00 |
| | ArcGIS for Windows Mobile for ArcGIS for Server Workgroup Advanced—5 Deployment Pack License | \$1,500.00 | 15.00% | \$1,275.00 |
| | Annual Maintenance for ArcGIS for Windows Mobile for ArcGIS for Server Workgroup Advanced—5 Deployment Pack License | \$300.00 | 0.00% | \$300.00 |
| | ArcGIS for Windows Mobile for ArcGIS for Server Enterprise Standard —5 Deployment Pack License | \$1,500.00 | 15.00% | \$1,275.00 |
| | Annual Maintenance for ArcGIS for Windows Mobile for ArcGIS for Server Enterprise Standard—5 Deployment Pack License | \$300.00 | 0.00% | \$300.00 |
| 14 | Esri Developer Network (EDN) | | | |
| | Annual License for Esri Developer Network (EDN) without ArcView | \$1,500.00 | 0.00% | \$1,500.00 |
| | EDN with ArcView Single Use License Bundle (includes 3D Analyst, Spatial Analyst, and Network Analyst extensions) | \$2,000.00 | 0.00% | \$2,000.00 |

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| | EDN with ArcEditor Single Use License Bundle (includes 3D Analyst, Spatial Analyst, and Network Analyst extensions) | \$3,000.00 | 0.00% | \$3,000.00 |
| | EDN with ArcInfo Desktop License Bundle (includes 3D Analyst, Spatial Analyst, and Network Analyst extensions) | \$4,000.00 | 0.00% | \$4,000.00 |
| 14 | For Customers Who Already Subscribe to EDN | | | |
| | Add-on ArcView to a Current EDN Single Use License—One per EDN License | \$500.00 | 0.00% | \$500.00 |
| | Add-on ArcEditor to a Current EDN Single Use License—One per EDN License | \$1,500.00 | 0.00% | \$1,500.00 |
| | Add-on ArcInfo Desktop to a Current EDN Single Use License—One per EDN License | \$2,500.00 | 0.00% | \$2,500.00 |
| 14 | Software Upgrades | | | |
| | EDN with ArcView Upgrade to ArcEditor Single Use Concurrent Use | \$1,000.00 | 0.00% | \$1,000.00 |
| | EDN with ArcView Upgrade to ArcInfo Desktop Concurrent Use | \$2,000.00 | 0.00% | \$2,000.00 |
| | EDN with ArcEditor Upgrade to ArcInfo Desktop Concurrent Use | \$1,000.00 | 0.00% | \$1,000.00 |
| | Technical Support (10 calls) for EDN | \$2,000.00 | 0.00% | \$2,000.00 |
| | Instructor-Led Training (5 days) for EDN | \$2,200.00 | 0.00% | \$2,200.00 |
| 15 | ArcGIS Server with Cloud Infrastructure | | | |
| 15 | ArcGIS Server with Cloud Infrastructure—Annual Term Licenses | | | |
| | ArcGIS Server Advanced Enterprise Annual Term License | \$40,000.00 | 0.00% | \$40,000.00 |
| | ArcGIS Server Standard Enterprise Annual Term License | \$30,000.00 | 0.00% | \$30,000.00 |
| | ArcGIS Server Basic Enterprise Annual Term License | \$25,000.00 | 0.00% | \$25,000.00 |
| 15 | ArcGIS Server Extensions with Cloud Infrastructure—Annual Term Licenses | | | |
| | ArcGIS Server Advanced Enterprise Workflow Manager Extension Annual License | \$6,000.00 | 0.00% | \$6,000.00 |
| | ArcGIS Server Standard Enterprise Workflow Manager Extension Annual License | \$6,000.00 | 0.00% | \$6,000.00 |
| | ArcGIS Server Advanced Enterprise Data Interoperability Extension Annual License | \$6,000.00 | 0.00% | \$6,000.00 |
| | ArcGIS Server Standard Enterprise Data Interoperability Extension Annual License | \$6,000.00 | 0.00% | \$6,000.00 |
| | ArcGIS Server Advanced Enterprise Image Extension Annual License | \$6,000.00 | 0.00% | \$6,000.00 |
| | ArcGIS Server Standard Enterprise Image Extension Annual License | \$6,000.00 | 0.00% | \$6,000.00 |
| | ArcGIS Server Advanced Enterprise Schematics Extension Annual License | \$6,000.00 | 0.00% | \$6,000.00 |
| | ArcGIS Server Standard Enterprise Network Extension Annual License | \$6,000.00 | 0.00% | \$6,000.00 |
| 15 | ArcGIS Server with Cloud Infrastructure—Quarterly Term Licenses | | | |
| | ArcGIS Server Advanced Enterprise Quarterly Term License | \$12,500.00 | 0.00% | \$12,500.00 |
| | ArcGIS Server Standard Enterprise Quarterly Term License | \$10,000.00 | 0.00% | \$10,000.00 |
| | ArcGIS Server Basic Enterprise Quarterly Term License | \$8,500.00 | 0.00% | \$8,500.00 |

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|----|---|--------------|-------|--------------|
| 15 | ArcGIS Server Extensions with Cloud Infrastructure— Quarterly Term Licenses | | | |
| | ArcGIS Server Advanced Enterprise Workflow Manager Extension Quarterly Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| | ArcGIS Server Standard Enterprise Workflow Manager Extension Quarterly Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| | ArcGIS Server Advanced Enterprise Data Interoperability Extension Quarterly Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| | ArcGIS Server Standard Enterprise Data Interoperability Extension Quarterly Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| | ArcGIS Server Advanced Enterprise Image Extension Quarterly Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| | ArcGIS Server Standard Enterprise Image Extension Quarterly Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| | ArcGIS Server Advanced Enterprise Schematics Extension Quarterly Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| | ArcGIS Server Standard Enterprise Network Extension Quarterly Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| 15 | ArcGIS Server with Cloud Infrastructure—Monthly Term Licenses | | | |
| | ArcGIS Server Advanced Enterprise Monthly Term License | \$5,000.00 | 0.00% | \$5,000.00 |
| | ArcGIS Server Standard Enterprise Monthly Term License | \$4,000.00 | 0.00% | \$4,000.00 |
| | ArcGIS Server Basic Enterprise Monthly Term License | \$3,000.00 | 0.00% | \$3,000.00 |
| 15 | ArcGIS Server Extensions with Cloud Infrastructure— Monthly Term Licenses | | | |
| | ArcGIS Server Advanced Enterprise Workflow Manager Extension Monthly Term License | \$1,000.00 | 0.00% | \$1,000.00 |
| | ArcGIS Server Standard Enterprise Workflow Manager Extension Monthly Term License | \$1,000.00 | 0.00% | \$1,000.00 |
| | ArcGIS Server Advanced Enterprise Data Interoperability Extension Monthly Term License | \$1,000.00 | 0.00% | \$1,000.00 |
| | ArcGIS Server Standard Enterprise Data Interoperability Extension Monthly Term License | \$1,000.00 | 0.00% | \$1,000.00 |
| | ArcGIS Server Advanced Enterprise Image Extension Monthly Term License | \$1,000.00 | 0.00% | \$1,000.00 |
| | ArcGIS Server Standard Enterprise Image Extension Monthly Term License | \$1,000.00 | 0.00% | \$1,000.00 |
| | ArcGIS Server Advanced Enterprise Schematics Extension Monthly Term License | \$1,000.00 | 0.00% | \$1,000.00 |
| | ArcGIS Server Standard Enterprise Network Extension Monthly Term License | \$1,000.00 | 0.00% | \$1,000.00 |
| 15 | Portal for ArcGIS | | | |
| | Portal for ArcGIS - Up to 5000 Users Annual Term License | \$120,000.00 | 3.28% | \$116,064.00 |
| | Portal for ArcGIS - Up to 2,500 Users Annual Term License | \$70,000.00 | 3.28% | \$67,704.00 |
| | Portal for ArcGIS - Up to 1,000 Users Annual Term License | \$30,000.00 | 3.28% | \$29,016.00 |
| | Portal for ArcGIS - Additional Server Annual Term License | \$4,000.00 | 3.28% | \$3,869.00 |
| 15 | Hosted Portal for ArcGIS | | | |
| | Hosted Portal for ArcGIS - Up to 5,000 Users Annual Term License - Annual Hosting Fee Included | \$170,000.00 | 3.28% | \$164,424.00 |
| | Hosted Portal for ArcGIS - Up to 2,500 Users Annual Term License - Annual Hosting Fee Included | \$120,000.00 | 3.28% | \$116,064.00 |

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| | Hosted Portal for ArcGIS - Up to 1,000 Users Annual Term License - Annual Hosting Fee Included | \$80,000.00 | 3.28% | \$77,376.00 |
| | Portal for ArcGIS Annual Hosting Fee | \$50,000.00 | 3.28% | \$48,360.00 |
| 16 | Instructor-Led Training | | | |
| | Instructor-Led Training (ILT)—per Student, per Day at Esri Learning Centers in the United States | \$505.00 | 0.00% | \$505.00 |
| | Instructor-Led Online (ILO) Classroom Training—per Student, per Day | \$505.00 | 0.00% | \$505.00 |
| | Additional Student—Client Site Private Class per Student per Day | \$340.00 | 0.00% | \$340.00 |
| | Additional Student—Esri Site Private Class per Student per Day | \$340.00 | 0.00% | \$340.00 |
| | Private Classes—Esri Site per Class per Day (12 students) in Locations in the United States | \$4,545.00 | 0.00% | \$4,545.00 |
| | Private Classes—Client Site per Class per Day (12 students) in Locations in the United States | \$4,545.00 | 0.00% | \$4,545.00 |
| | Client Coaching Services—Client Site | \$4,120.00 | 0.00% | \$4,120.00 |
| | Client Coaching Services—Esri Site | \$4,120.00 | 0.00% | \$4,120.00 |
| 16 | Virtual Campus | | | |
| 16 | Individual Courses | | | |
| | Esri Virtual Campus Training Course Pricing (1 paid module)—per Seat | \$32.00 | 0.00% | \$32.00 |
| | Esri Virtual Campus Training Course Pricing (2 paid modules)—per Seat | \$64.00 | 0.00% | \$64.00 |
| | Esri Virtual Campus Training Course Pricing (3 paid modules)—per Seat | \$96.00 | 0.00% | \$96.00 |
| | Esri Virtual Campus Training Course Pricing (4 paid modules)—per Seat | \$128.00 | 0.00% | \$128.00 |
| | Esri Virtual Campus Training Course Pricing (5 paid modules)—per Seat | \$160.00 | 0.00% | \$160.00 |
| | Esri Virtual Campus Training Course Pricing (6 paid modules)—per Seat | \$192.00 | 0.00% | \$192.00 |
| | Esri Virtual Campus Training Course Pricing (7 paid modules)—per Seat | \$224.00 | 0.00% | \$224.00 |
| | Esri Virtual Campus Training Course Pricing (8 paid modules)—per Seat | \$256.00 | 0.00% | \$256.00 |
| | Esri Virtual Campus Training Course Pricing (9 paid modules)—per Seat | \$288.00 | 0.00% | \$288.00 |
| 16 | Esri Virtual Campus Annual User License Pricing | | | |
| | Premium Annual User License (2,500 Virtual Campus dollar value) | \$2,250.00 | 0.00% | \$2,250.00 |
| | Premium Annual User License (5,000 Virtual Campus dollar value) | \$4,250.00 | 0.00% | \$4,250.00 |
| | Premium Annual User License (7,500 Virtual Campus dollar value) | \$6,000.00 | 0.00% | \$6,000.00 |
| | Premium Annual User License (10,000 Virtual Campus dollar value) | \$7,000.00 | 0.00% | \$7,000.00 |
| | Premium Annual User License (25,000 Virtual Campus dollar value) | \$16,250.00 | 0.00% | \$16,250.00 |
| | Premium One-Year Extension Annual User License | \$660.00 | 0.00% | \$660.00 |

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| 16 | Esri Training Pass | | | |
| | Esri Training Pass—per Day, 50 Days or Greater/per— Year—Multiple Year Term | \$480.00 | 0.00% | \$480.00 |
| | Esri Training Pass—per Day, 50 Days or Greater/per Year—One-Year Term | \$480.00 | 0.00% | \$480.00 |
| | Esri Training Pass—per Day, Up to 49 Days/per Year— Multiple Year Term | \$505.00 | 0.00% | \$505.00 |
| | Esri Training Pass—per Day, Up to 49 Days/per Year One-Year Term | \$505.00 | 0.00% | \$505.00 |
| | Esri Training Pass—One Year Extension, Up to 49 Days | \$500.00 | 0.00% | \$500.00 |
| | Esri Training Pass—One Year Extension, 50 Days or More | \$1,500.00 | 0.00% | \$1,500.00 |
| 17 | Premium Support Services | | | |
| | Premium Support Annual Use—Unlimited Incidents | \$35,000.00 | 0.00% | \$35,000.00 |
| 18 | Professional Services Packages | | | |
| 18 | Workshop Packages | | | |
| | Esri Production Mapping Workshop (3 days) | \$11,400.00 | 0.00% | \$11,400.00 |
| | Esri Defense Mapping Workshop (3 days) | \$11,400.00 | 0.00% | \$11,400.00 |
| | Esri Nautical Solution Workshop (5 days) | \$16,600.00 | 0.00% | \$16,600.00 |
| | Esri Aeronautical Solution Workshop (3 days) | \$11,400.00 | 0.00% | \$11,400.00 |
| | ArcGIS Data Reviewer Workshop (3 days) | \$11,400.00 | 0.00% | \$11,400.00 |
| | ArcGIS Workflow Manager Workshop (3 days) | \$11,400.00 | 0.00% | \$11,400.00 |
| | Parcel Maintenance Workshop (3 days) | \$11,400.00 | 0.00% | \$11,400.00 |
| 18 | Jumpstart Packages | | | |
| | ArcGIS Server Jumpstart 3-Day Option (up to 2 servers) | \$8,000.00 | 0.00% | \$8,000.00 |
| | ArcGIS Server Jumpstart 4-Day Option (up to 4 servers) | \$10,000.00 | 0.00% | \$10,000.00 |
| | ArcGIS Server Geoportal Extension Jumpstart (3-day option) | \$11,400.00 | 0.00% | \$11,400.00 |
| | ArcGIS Server Geoportal Extension Jumpstart (5-day option) | \$16,600.00 | 0.00% | \$16,600.00 |
| | Esri Geoportal Server Jumpstart (3-day option) | \$11,400.00 | 0.00% | \$11,400.00 |
| | Esri Geoportal Server Jumpstart (5-day option) | \$16,600.00 | 0.00% | \$16,600.00 |
| | Esri Production Mapping Jumpstart (5 days) | \$16,600.00 | 0.00% | \$16,600.00 |
| | Esri Defense Mapping Jumpstart (5 days) | \$16,600.00 | 0.00% | \$16,600.00 |
| | Esri Nautical Solution Jumpstart (10 days) | \$29,600.00 | 0.00% | \$29,600.00 |
| | Esri Aeronautical Solution Jumpstart (5 days) | \$16,600.00 | 0.00% | \$16,600.00 |
| | ArcGIS Data Reviewer Jumpstart (5 days) | \$16,600.00 | 0.00% | \$16,600.00 |
| | ArcGIS Workflow Manager Jumpstart (5 days) | \$16,600.00 | 0.00% | \$16,600.00 |
| | Tracking Server Jumpstart (5 days) | \$21,900.00 | 0.00% | \$21,900.00 |
| | ArcGIS Server Image Extension Jumpstart (3 days) | \$11,400.00 | 0.00% | \$11,400.00 |
| | Portal for ArcGIS Jumpstart (9 days) | \$30,000.00 | 0.00% | \$30,000.00 |
| | Parcel Data Migration Jumpstart (3 days) | \$11,400.00 | 0.00% | \$11,400.00 |
| | Enterprise GIS Health Check (3 days) | \$11,400.00 | 0.00% | \$11,400.00 |
| | Remote Developer Support (20 hours) | \$4,700.00 | 0.00% | \$4,700.00 |
| | Remote Support for ArcGIS Server Geoportal Extension (20 hours) | \$4,700.00 | 0.00% | \$4,700.00 |
| | Remote Support for Esri Geoportal Server (20 hours) | \$4,700.00 | 0.00% | \$4,700.00 |
| 19 | Esri Enterprise Advantage Program | | | |
| | Esri Enterprise Advantage Program (EEAP) | \$75,000.00 | 0.00% | \$75,000.00 |
| | Additional EEAP Technical Advisor Services | \$21,000.00 | 0.00% | \$21,000.00 |

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|----|---|--------------|-------|--------------|---|
| | Additional EEAP 100 Learning and Service Credits | \$47,000.00 | 0.00% | \$47,000.00 | |
| | Additional EEAP 50 Learning and Service Credits | \$23,500.00 | 0.00% | \$23,500.00 | |
| 20 | Esri StreetMap Premium Advanced NAVTEQ Data | | | | |
| 20 | Esri StreetMap Premium Advanced NAVTEQ Data—United States | | | | |
| | United States—All Usage Types (per single use Desktop user/per year) | \$8,800.00 | 0.00% | \$8,825.00 | * |
| | United States—All Usage Types (per concurrent use Desktop user/per year) | \$22,000.00 | 0.00% | \$22,025.00 | * |
| | United States—All Usage Types (per Server Workgroup/per year) | \$44,000.00 | 0.00% | \$44,025.00 | * |
| | United States—All Usage Types (per Server Enterprise/per year) | \$110,000.00 | 0.00% | \$110,025.00 | * |
| | United States—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$44,000.00 | 0.00% | \$44,025.00 | * |
| | United States—Display (per single use Desktop user/per year) | \$1,200.00 | 0.00% | \$1,225.00 | * |
| | United States—Display (per concurrent use Desktop user/per year) | \$3,000.00 | 0.00% | \$3,025.00 | * |
| | United States—Display (per Server Workgroup/per year) | \$6,000.00 | 0.00% | \$6,025.00 | * |
| | United States—Display (per Server Enterprise/per year) | \$15,000.00 | 0.00% | \$15,025.00 | * |
| | United States—Display (per additional 2 cores Server Enterprise/per year) | \$6,000.00 | 0.00% | \$6,025.00 | * |
| | United States—Geocode (per single use Desktop user/per year) | \$3,100.00 | 0.00% | \$3,125.00 | * |
| | United States—Geocode (per concurrent use Desktop user/per year) | \$7,750.00 | 0.00% | \$7,775.00 | * |
| | United States—Geocode (per Server Workgroup/per year) | \$15,500.00 | 0.00% | \$15,525.00 | * |
| | United States—Geocode (per Server Enterprise/per year) | \$38,750.00 | 0.00% | \$38,775.00 | * |
| | United States—Geocode (per additional 2 cores Server Enterprise/per year) | \$15,500.00 | 0.00% | \$15,525.00 | * |
| | United States—Route (per single use Desktop user/per year) | \$4,500.00 | 0.00% | \$4,525.00 | * |
| | United States—Route (per concurrent use Desktop user/per year) | \$11,250.00 | 0.00% | \$11,275.00 | * |
| | United States—Route (per Server Workgroup/per year) | \$22,500.00 | 0.00% | \$22,525.00 | * |
| | United States—Route (per Server Enterprise/per year) | \$56,250.00 | 0.00% | \$56,275.00 | * |
| | United States—Route (per additional 2 cores Server Enterprise/per year) | \$22,500.00 | 0.00% | \$22,525.00 | * |
| 20 | Esri StreetMap Premium Advanced NAVTEQ Data—State | | | | |
| | State—All Usage Types (per single use Desktop user/per year) | \$2,900.00 | 0.00% | \$2,925.00 | * |
| | State—All Usage Types (per concurrent use Desktop user/per year) | \$7,250.00 | 0.00% | \$7,275.00 | * |
| | State—All Usage Types (per Server Workgroup/per year) | \$14,500.00 | 0.00% | \$14,525.00 | * |
| | State—All Usage Types (per Server Enterprise/per year) | \$36,250.00 | 0.00% | \$36,275.00 | * |
| | State—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$14,500.00 | 0.00% | \$14,525.00 | * |
| | State—Display (per single use Desktop user/per year) | \$400.00 | 0.00% | \$425.00 | * |
| | State—Display (per concurrent use Desktop user/per year) | \$1,000.00 | 0.00% | \$1,025.00 | * |

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|----|---|--------------|-------|--------------|---|
| | State—Display (per Server Workgroup/per year) | \$2,000.00 | 0.00% | \$2,025.00 | * |
| | State—Display (per Server Enterprise/per year) | \$5,000.00 | 0.00% | \$5,025.00 | * |
| | State—Display (per additional 2 cores Server Enterprise/per year) | \$2,000.00 | 0.00% | \$2,025.00 | * |
| | State—Geocode (per single use Desktop user/per year) | \$1,000.00 | 0.00% | \$1,025.00 | * |
| | State—Geocode (per concurrent use Desktop user/per year) | \$2,500.00 | 0.00% | \$2,525.00 | * |
| | State—Geocode (per Server Workgroup/per year) | \$5,000.00 | 0.00% | \$5,025.00 | * |
| | State—Geocode (per Server Enterprise/per year) | \$12,500.00 | 0.00% | \$12,525.00 | * |
| | State—Geocode (per additional 2 cores Server Enterprise/per year) | \$5,000.00 | 0.00% | \$5,025.00 | * |
| | State—Route (per single use Desktop user/per year) | \$1,500.00 | 0.00% | \$1,525.00 | * |
| | State—Route (per concurrent use Desktop user/per year) | \$3,750.00 | 0.00% | \$3,775.00 | * |
| | State—Route (per Server Workgroup/per year) | \$7,500.00 | 0.00% | \$7,525.00 | * |
| | State—Route (per Server Enterprise/per year) | \$18,750.00 | 0.00% | \$18,775.00 | * |
| | State—Route (per additional 2 cores Server Enterprise/per year) | \$7,500.00 | 0.00% | \$7,525.00 | * |
| | Esri StreetMap Premium Advanced NAVTEQ Data— | | | | |
| | North America (United States, Canada & Mexico) | | | | |
| 20 | North America—All Usage Types (per single use Desktop user/per year) | \$15,900.00 | 0.00% | \$15,925.00 | * |
| | North America—All Usage Types (per concurrent use Desktop user/per year) | \$39,750.00 | 0.00% | \$39,775.00 | * |
| | North America—All Usage Types (per Server Workgroup/per year) | \$79,500.00 | 0.00% | \$79,525.00 | * |
| | North America—All Usage Types (per Server Enterprise/per year) | \$198,750.00 | 0.00% | \$198,775.00 | * |
| | North America—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$79,500.00 | 0.00% | \$79,525.00 | * |
| | North America—Display (per single use Desktop user/per year) | \$2,400.00 | 0.00% | \$2,425.00 | * |
| | North America—Display (per concurrent use Desktop user/per year) | \$6,000.00 | 0.00% | \$6,025.00 | * |
| | North America—Display (per Server Workgroup/per year) | \$12,000.00 | 0.00% | \$12,025.00 | * |
| | North America—Display (per Server Enterprise/per year) | \$30,000.00 | 0.00% | \$30,025.00 | * |
| | North America—Display (per additional 2 cores Server Enterprise/per year) | \$12,000.00 | 0.00% | \$12,025.00 | * |
| | North America—Geocode (per single use Desktop user/per year) | \$5,000.00 | 0.00% | \$5,025.00 | * |
| | North America—Geocode (per concurrent use Desktop user/per year) | \$12,500.00 | 0.00% | \$12,525.00 | * |
| | North America—Geocode (per Server Workgroup/per year) | \$25,000.00 | 0.00% | \$25,025.00 | * |
| | North America—Geocode (per Server Enterprise/per year) | \$62,500.00 | 0.00% | \$62,525.00 | * |
| | North America—Geocode (per additional 2 cores Server Enterprise/per year) | \$25,000.00 | 0.00% | \$25,025.00 | * |
| | North America—Route (per single use Desktop user/per year) | \$8,500.00 | 0.00% | \$8,525.00 | * |
| | North America—Route (per concurrent use Desktop user/per year) | \$21,250.00 | 0.00% | \$21,275.00 | * |
| | North America—Route (per Server Workgroup/per year) | \$42,500.00 | 0.00% | \$42,525.00 | * |

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|----|--|--------------|-------|--------------|---|
| | North America—Route (per Server Enterprise/per year) | \$106,250.00 | 0.00% | \$106,275.00 | * |
| | North America—Route (per additional 2 cores Server Enterprise/per year) | \$42,500.00 | 0.00% | \$42,525.00 | * |
| | Esri StreetMap Premium Advanced NAVTEQ Data— | | | | |
| | United States & Canada | | | | |
| 20 | United States and Canada—All Usage Types (per single use Desktop user/per year) | \$13,500.00 | 0.00% | \$13,525.00 | * |
| | United States and Canada—All Usage Types (per concurrent use Desktop user/per year) | \$33,750.00 | 0.00% | \$33,775.00 | * |
| | United States and Canada—All Usage Types (per Server Workgroup/per year) | \$67,500.00 | 0.00% | \$67,525.00 | * |
| | United States and Canada—All Usage Types (per Server Enterprise/per year) | \$168,750.00 | 0.00% | \$168,775.00 | * |
| | United States and Canada—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$67,500.00 | 0.00% | \$67,525.00 | * |
| | United States and Canada—Display (per single use Desktop user/per year) | \$1,800.00 | 0.00% | \$1,825.00 | * |
| | United States and Canada—Display (per concurrent use Desktop user/per year) | \$4,500.00 | 0.00% | \$4,525.00 | * |
| | United States and Canada—Display (per Server Workgroup/per year) | \$9,000.00 | 0.00% | \$9,025.00 | * |
| | United States and Canada—Display (per Server Enterprise/per year) | \$22,500.00 | 0.00% | \$22,525.00 | * |
| | United States and Canada—Display (per additional 2 cores Server Enterprise/per year) | \$9,000.00 | 0.00% | \$9,025.00 | * |
| | United States and Canada—Geocode (per single use Desktop user/per year) | \$4,200.00 | 0.00% | \$4,225.00 | * |
| | United States and Canada—Geocode (per concurrent use Desktop user/per year) | \$10,500.00 | 0.00% | \$10,525.00 | * |
| | United States and Canada—Geocode (per Server Workgroup/per year) | \$21,000.00 | 0.00% | \$21,025.00 | * |
| | United States and Canada—Geocode (per Server Enterprise/per year) | \$52,500.00 | 0.00% | \$52,525.00 | * |
| | United States and Canada—Geocode (per additional 2 cores Server Enterprise/per year) | \$21,000.00 | 0.00% | \$21,025.00 | * |
| | United States and Canada—Route (per single use Desktop user/per year) | \$7,500.00 | 0.00% | \$7,525.00 | * |
| | United States and Canada—Route (per concurrent use Desktop user/per year) | \$18,750.00 | 0.00% | \$18,775.00 | * |
| | United States and Canada—Route (per Server Workgroup/per year) | \$37,500.00 | 0.00% | \$37,525.00 | * |
| | United States and Canada—Route (per Server Enterprise/per year) | \$93,750.00 | 0.00% | \$93,775.00 | * |
| | United States and Canada—Route (per additional 2 cores Server Enterprise/per year) | \$37,500.00 | 0.00% | \$37,525.00 | * |
| | Esri StreetMap Premium Advanced NAVTEQ Data— | | | | |
| | Canada | | | | |
| 20 | Canada—All Usage Types (per single use Desktop user/per year) | \$6,100.00 | 0.00% | \$6,125.00 | * |
| | Canada—All Usage Types (per concurrent use Desktop user/per year) | \$15,250.00 | 0.00% | \$15,275.00 | * |
| | Canada—All Usage Types (per Server Workgroup/per year) | \$30,500.00 | 0.00% | \$30,525.00 | * |

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|--|-------------|-------|-------------|---|
| Canada—All Usage Types (per Server Enterprise/per year) | \$76,500.00 | 0.00% | \$76,525.00 | * |
| Canada—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$30,500.00 | 0.00% | \$30,525.00 | * |
| Canada—Display (per single use Desktop user/per year) | \$960.00 | 0.00% | \$985.00 | * |
| Canada—Display (per concurrent use Desktop user/per year) | \$2,400.00 | 0.00% | \$2,425.00 | * |
| Canada—Display (per Server Workgroup/per year) | \$4,800.00 | 0.00% | \$4,825.00 | * |
| Canada—Display (per Server Enterprise/per year) | \$12,000.00 | 0.00% | \$12,025.00 | * |
| Canada—Display (per additional 2 cores Server Enterprise/per year) | \$4,800.00 | 0.00% | \$4,825.00 | * |
| Canada—Route (per single use Desktop user/per year) | \$3,700.00 | 0.00% | \$3,725.00 | * |
| Canada—Route (per concurrent use Desktop user/per year) | \$9,250.00 | 0.00% | \$9,275.00 | * |
| Canada—Route (per Server Workgroup/per year) | \$18,500.00 | 0.00% | \$18,525.00 | * |
| Canada—Route (per Server Enterprise/per year) | \$46,250.00 | 0.00% | \$46,275.00 | * |
| Canada—Route (per additional 2 cores Server Enterprise/per year) | \$18,500.00 | 0.00% | \$18,525.00 | * |
| Esri StreetMap Premium Advanced NAVTEQ Data— | | | | |
| Province | | | | |
| Province—All Usage Types (per single use Desktop user/per year) | \$2,900.00 | 0.00% | \$2,925.00 | * |
| Province—All Usage Types (per concurrent use Desktop user/per year) | \$7,250.00 | 0.00% | \$7,275.00 | * |
| Province—All Usage Types (per Server Workgroup/per year) | \$14,500.00 | 0.00% | \$14,525.00 | * |
| Province—All Usage Types (per Server Enterprise/per year) | \$36,250.00 | 0.00% | \$36,275.00 | * |
| Province—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$14,500.00 | 0.00% | \$14,525.00 | * |
| Province—Display (per single use Desktop user/per year) | \$400.00 | 0.00% | \$425.00 | * |
| Province—Display (per concurrent use Desktop user/per year) | \$1,000.00 | 0.00% | \$1,025.00 | * |
| Province—Display (per Server Workgroup/per year) | \$2,000.00 | 0.00% | \$2,025.00 | * |
| Province—Display (per Server Enterprise/per year) | \$5,000.00 | 0.00% | \$5,025.00 | * |
| Province—Display (per additional 2 cores Server Enterprise/per year) | \$2,000.00 | 0.00% | \$2,025.00 | * |
| Province—Geocode (per single use Desktop user/per year) | \$1,000.00 | 0.00% | \$1,025.00 | * |
| Province—Geocode (per concurrent use Desktop user/per year) | \$2,500.00 | 0.00% | \$2,525.00 | * |
| Province—Geocode (per Server Workgroup/per year) | \$5,000.00 | 0.00% | \$5,025.00 | * |
| Province—Geocode (per Server Enterprise/per year) | \$12,500.00 | 0.00% | \$12,525.00 | * |
| Province—Geocode (per additional 2 cores Server Enterprise/per year) | \$5,000.00 | 0.00% | \$5,025.00 | * |
| Province—Route (per single use Desktop user/per year) | \$1,500.00 | 0.00% | \$1,525.00 | * |
| Province—Route (per concurrent use Desktop user/per year) | \$3,750.00 | 0.00% | \$3,775.00 | * |
| Province—Route (per Server Workgroup/per year) | \$7,500.00 | 0.00% | \$7,525.00 | * |
| Province—Route (per Server Enterprise/per year) | \$18,750.00 | 0.00% | \$18,775.00 | * |
| Province—Route (per additional 2 cores Server Enterprise/per year) | \$7,500.00 | 0.00% | \$7,525.00 | * |

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|----|--|--------------|-------|--------------|---|
| 20 | Esri StreetMap Premium NAVTEQ Data | | | | |
| 20 | Esri StreetMap Premium NAVTEQ Data—United States | | | | |
| | United States—All Usage Types (per single use Desktop user/per year) | \$6,000.00 | 0.00% | \$6,025.00 | * |
| | United States—All Usage Types (per concurrent use Desktop user/per year) | \$15,000.00 | 0.00% | \$15,025.00 | * |
| | United States—All Usage Types (per Server Workgroup/per year) | \$30,000.00 | 0.00% | \$30,025.00 | * |
| | United States—All Usage Types (per Server Enterprise/per year) | \$75,000.00 | 0.00% | \$75,025.00 | * |
| | United States—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$30,000.00 | 0.00% | \$30,025.00 | * |
| | United States—Display (per single use Desktop user/per year) | \$1,200.00 | 0.00% | \$1,225.00 | * |
| | United States—Display (per concurrent use Desktop user/per year) | \$3,000.00 | 0.00% | \$3,025.00 | * |
| | United States—Display (per Server Workgroup/per year) | \$6,000.00 | 0.00% | \$6,025.00 | * |
| | United States—Display (per Server Enterprise/per year) | \$15,000.00 | 0.00% | \$15,025.00 | * |
| | United States—Display (per additional 2 cores Server Enterprise/per year) | \$6,000.00 | 0.00% | \$6,025.00 | * |
| | United States—Geocode (per single use Desktop user/per year) | \$1,800.00 | 0.00% | \$1,825.00 | * |
| | United States—Geocode (per concurrent use Desktop user/per year) | \$4,500.00 | 0.00% | \$4,525.00 | * |
| | United States—Geocode (per Server Workgroup/per year) | \$9,000.00 | 0.00% | \$9,025.00 | * |
| | United States—Geocode (per Server Enterprise/per year) | \$22,500.00 | 0.00% | \$22,525.00 | * |
| | United States—Geocode (per additional 2 cores Server Enterprise/per year) | \$9,000.00 | 0.00% | \$9,025.00 | * |
| | United States—Route (per single use Desktop user/per year) | \$3,000.00 | 0.00% | \$3,025.00 | * |
| | United States—Route (per concurrent use Desktop user/per year) | \$7,500.00 | 0.00% | \$7,525.00 | * |
| | United States—Route (per Server Workgroup/per year) | \$15,000.00 | 0.00% | \$15,025.00 | * |
| | United States—Route (per Server Enterprise/per year) | \$37,500.00 | 0.00% | \$37,525.00 | * |
| | United States—Route (per additional 2 cores Server Enterprise/per year) | \$15,000.00 | 0.00% | \$15,025.00 | * |
| 20 | Esri StreetMap Premium NAVTEQ Data—North America (United States, Canada & Mexico) | | | | |
| | North America—All Usage Types (per single use Desktop user/per year) | \$12,000.00 | 0.00% | \$12,025.00 | * |
| | North America—All Usage Types (per concurrent use Desktop user/per year) | \$30,000.00 | 0.00% | \$30,025.00 | * |
| | North America—All Usage Types (per Server Workgroup/per year) | \$60,000.00 | 0.00% | \$60,025.00 | * |
| | North America—All Usage Types (per Server Enterprise/per year) | \$150,000.00 | 0.00% | \$150,025.00 | * |
| | North America—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$60,000.00 | 0.00% | \$60,025.00 | * |
| | North America—Display (per single use Desktop user/per year) | \$2,400.00 | 0.00% | \$2,425.00 | * |

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|----|---|-------------|-------|-------------|---|
| | North America—Display (per concurrent use Desktop user/per year) | \$6,000.00 | 0.00% | \$6,025.00 | * |
| | North America—Display (per Server Workgroup/per year) | \$12,000.00 | 0.00% | \$12,025.00 | * |
| | North America—Display (per Server Enterprise/per year) | \$30,000.00 | 0.00% | \$30,025.00 | * |
| | North America—Display (per additional 2 cores Server Enterprise/per year) | \$12,000.00 | 0.00% | \$12,025.00 | * |
| | North America—Geocode (per single use Desktop user/per year) | \$3,600.00 | 0.00% | \$3,625.00 | * |
| | North America—Geocode (per concurrent use Desktop user/per year) | \$9,000.00 | 0.00% | \$9,025.00 | * |
| | North America—Geocode (per Server Workgroup/per year) | \$18,000.00 | 0.00% | \$18,025.00 | * |
| | North America—Geocode (per Server Enterprise/per year) | \$45,000.00 | 0.00% | \$45,025.00 | * |
| | North America—Geocode (per additional 2 cores Server Enterprise/per year) | \$18,000.00 | 0.00% | \$18,025.00 | * |
| | North America—Route (per single use Desktop user/per year) | \$6,000.00 | 0.00% | \$6,025.00 | * |
| | North America—Route (per concurrent use Desktop user/per year) | \$15,000.00 | 0.00% | \$15,025.00 | * |
| | North America—Route (per Server Workgroup/per year) | \$30,000.00 | 0.00% | \$30,025.00 | * |
| | North America—Route (per Server Enterprise/per year) | \$75,000.00 | 0.00% | \$75,025.00 | * |
| | North America—Route (per additional 2 cores Server Enterprise/per year) | \$30,000.00 | 0.00% | \$30,025.00 | * |
| 20 | Esri StreetMap Premium NAVTEQ Data—State | | | | |
| | State—All Usage Types (per single use Desktop user/per year) | \$2,000.00 | 0.00% | \$2,025.00 | * |
| | State—All Usage Types (per concurrent use Desktop user/per year) | \$5,000.00 | 0.00% | \$5,025.00 | * |
| | State—All Usage Types (per Server Workgroup/per year) | \$10,000.00 | 0.00% | \$10,025.00 | * |
| | State—All Usage Types (per Server Enterprise/per year) | \$25,000.00 | 0.00% | \$25,025.00 | * |
| | State—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$10,000.00 | 0.00% | \$10,025.00 | * |
| | State—Display (per single use Desktop user/per year) | \$400.00 | 0.00% | \$425.00 | * |
| | State—Display (per concurrent use Desktop user/per year) | \$1,000.00 | 0.00% | \$1,025.00 | * |
| | State—Display (per Server Workgroup/per year) | \$2,000.00 | 0.00% | \$2,025.00 | * |
| | State—Display (per Server Enterprise/per year) | \$5,000.00 | 0.00% | \$5,025.00 | * |
| | State—Display (per additional 2 cores Server Enterprise/per year) | \$2,000.00 | 0.00% | \$2,025.00 | * |
| | State—Geocode (per single use Desktop user/per year) | \$600.00 | 0.00% | \$625.00 | * |
| | State—Geocode (per concurrent use Desktop user/per year) | \$1,500.00 | 0.00% | \$1,525.00 | * |
| | State—Geocode (per Server Workgroup/per year) | \$3,000.00 | 0.00% | \$3,025.00 | * |
| | State—Geocode (per Server Enterprise/per year) | \$7,500.00 | 0.00% | \$7,525.00 | * |
| | State—Geocode (per additional 2 cores Server Enterprise/per year) | \$3,000.00 | 0.00% | \$3,025.00 | * |
| | State—Route (per single use Desktop user/per year) | \$1,000.00 | 0.00% | \$1,025.00 | * |
| | State—Route (per concurrent use Desktop user/per year) | \$2,500.00 | 0.00% | \$2,525.00 | * |
| | State—Route (per Server Workgroup/per year) | \$5,000.00 | 0.00% | \$5,025.00 | * |

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|----|--|-------------|-------|-------------|---|
| | State—Route (per Server Enterprise/per year) | \$12,500.00 | 0.00% | \$12,525.00 | * |
| | State—Route (per additional 2 cores Server Enterprise/per year) | \$5,000.00 | 0.00% | \$5,025.00 | * |
| 20 | Esri StreetMap Premium NAVTEQ Data—Canada | | | | |
| | Canada—All Usage Types (per single use Desktop user/per year) | \$4,800.00 | 0.00% | \$4,825.00 | * |
| | Canada—All Usage Types (per concurrent use Desktop user/per year) | \$12,000.00 | 0.00% | \$12,025.00 | * |
| | Canada—All Usage Types (per Server Workgroup/per year) | \$24,000.00 | 0.00% | \$24,025.00 | * |
| | Canada—All Usage Types (per Server Enterprise/per year) | \$60,000.00 | 0.00% | \$60,025.00 | * |
| | Canada—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$24,000.00 | 0.00% | \$24,025.00 | * |
| | Canada—Display (per single use Desktop user/per year) | \$960.00 | 0.00% | \$985.00 | * |
| | Canada—Display (per concurrent use Desktop user/per year) | \$2,400.00 | 0.00% | \$2,425.00 | * |
| | Canada—Display (per Server Workgroup/per year) | \$4,800.00 | 0.00% | \$4,825.00 | * |
| | Canada—Display (per Server Enterprise/per year) | \$12,000.00 | 0.00% | \$12,025.00 | * |
| | Canada—Display (per additional 2 cores Server Enterprise/per year) | \$4,800.00 | 0.00% | \$4,825.00 | * |
| | Canada—Geocode (per single use Desktop user/per year) | \$1,440.00 | 0.00% | \$1,465.00 | * |
| | Canada—Geocode (per concurrent use Desktop user/per year) | \$3,600.00 | 0.00% | \$3,625.00 | * |
| | Canada—Geocode (per Server Workgroup/per year) | \$7,200.00 | 0.00% | \$7,225.00 | * |
| | Canada—Geocode (per Server Enterprise/per year) | \$18,000.00 | 0.00% | \$18,025.00 | * |
| | Canada—Geocode (per additional 2 cores Server Enterprise/per year) | \$7,200.00 | 0.00% | \$7,225.00 | * |
| | Canada—Route (per single use Desktop user/per year) | \$2,400.00 | 0.00% | \$2,425.00 | * |
| | Canada—Route (per concurrent use Desktop user/per year) | \$6,000.00 | 0.00% | \$6,025.00 | * |
| | Canada—Route (per Server Workgroup/per year) | \$12,000.00 | 0.00% | \$12,025.00 | * |
| | Canada—Route (per Server Enterprise/per year) | \$30,000.00 | 0.00% | \$30,025.00 | * |
| | Canada—Route (per additional 2 cores Server Enterprise/per year) | \$12,000.00 | 0.00% | \$12,025.00 | * |
| 20 | Esri StreetMap Premium NAVTEQ Data—Province | | | | |
| | Province—All Usage Types (per single use Desktop user/per year) | \$2,000.00 | 0.00% | \$2,025.00 | * |
| | Province—All Usage Types (per concurrent use Desktop user/per year) | \$5,000.00 | 0.00% | \$5,025.00 | * |
| | Province—All Usage Types (per Server Workgroup/per year) | \$10,000.00 | 0.00% | \$10,025.00 | * |
| | Province—All Usage Types (per Server Enterprise/per year) | \$25,000.00 | 0.00% | \$25,025.00 | * |
| | Province—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$10,000.00 | 0.00% | \$10,025.00 | * |
| | Province—Display (per single use Desktop user/per year) | \$400.00 | 0.00% | \$425.00 | * |
| | Province—Display (per concurrent use Desktop user/per year) | \$1,000.00 | 0.00% | \$1,025.00 | * |
| | Province—Display (per Server Workgroup/per year) | \$2,000.00 | 0.00% | \$2,025.00 | * |
| | Province—Display (per Server Enterprise/per year) | \$5,000.00 | 0.00% | \$5,025.00 | * |
| | Province—Display (per additional 2 cores Server Enterprise/per year) | \$2,000.00 | 0.00% | \$2,025.00 | * |

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|----|--|--------------|-------|--------------|---|
| | Province—Geocode (per single use Desktop user/per year) | \$600.00 | 0.00% | \$625.00 | * |
| | Province—Geocode (per concurrent use Desktop user/per year) | \$1,500.00 | 0.00% | \$1,525.00 | * |
| | Province—Geocode (per Server Workgroup/per year) | \$3,000.00 | 0.00% | \$3,025.00 | * |
| | Province—Geocode (per Server Enterprise/per year) | \$7,500.00 | 0.00% | \$7,525.00 | * |
| | Province—Geocode (per additional 2 cores Server Enterprise/per year) | \$3,000.00 | 0.00% | \$3,025.00 | * |
| | Province—Route (per single use Desktop user/per year) | \$1,000.00 | 0.00% | \$1,025.00 | * |
| | Province—Route (per concurrent use Desktop user/per year) | \$2,500.00 | 0.00% | \$2,525.00 | * |
| | Province—Route (per Server Workgroup/per year) | \$5,000.00 | 0.00% | \$5,025.00 | * |
| | Province—Route (per Server Enterprise/per year) | \$12,500.00 | 0.00% | \$12,525.00 | * |
| | Province—Route (per additional 2 cores Server Enterprise/per year) | \$5,000.00 | 0.00% | \$5,025.00 | * |
| 20 | Esri StreetMap Premium NAVTEQ Data—Europe | | | | |
| | Europe—All Usage Types (per single use Desktop user/per year) | \$11,500.00 | 0.00% | \$11,525.00 | * |
| | Europe—All Usage Types (per concurrent use Desktop user/per year) | \$28,750.00 | 0.00% | \$28,775.00 | * |
| | Europe—All Usage Types (per Server Workgroup/per year) | \$57,500.00 | 0.00% | \$57,525.00 | * |
| | Europe—All Usage Types (per Server Enterprise/per year) | \$143,570.00 | 0.00% | \$143,595.00 | * |
| | Europe—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$57,500.00 | 0.00% | \$57,525.00 | * |
| | Europe—Display (per single use Desktop user/per year) | \$2,300.00 | 0.00% | \$2,325.00 | * |
| | Europe—Display (per concurrent use Desktop user/per year) | \$5,750.00 | 0.00% | \$5,775.00 | * |
| | Europe—Display (per Server Workgroup/per year) | \$11,500.00 | 0.00% | \$11,525.00 | * |
| | Europe—Display (per Server Enterprise/per year) | \$28,750.00 | 0.00% | \$28,775.00 | * |
| | Europe—Display (per additional 2 cores Server Enterprise/per year) | \$11,500.00 | 0.00% | \$11,525.00 | * |
| | Europe—Geocode (per single use Desktop user/per year) | \$3,450.00 | 0.00% | \$3,475.00 | * |
| | Europe—Geocode (per concurrent use Desktop user/per year) | \$8,625.00 | 0.00% | \$8,650.00 | * |
| | Europe—Geocode (per Server Workgroup/per year) | \$17,250.00 | 0.00% | \$17,275.00 | * |
| | Europe—Geocode (per Server Enterprise/per year) | \$43,125.00 | 0.00% | \$43,150.00 | * |
| | Europe—Geocode (per additional 2 cores Server Enterprise/per year) | \$17,250.00 | 0.00% | \$17,275.00 | * |
| | Europe—Route (per single use Desktop user/per year) | \$5,750.00 | 0.00% | \$5,775.00 | * |
| | Europe—Route (per concurrent use Desktop user/per year) | \$14,375.00 | 0.00% | \$14,400.00 | * |
| | Europe—Route (per Server Workgroup/per year) | \$28,750.00 | 0.00% | \$28,775.00 | * |
| | Europe—Route (per Server Enterprise/per year) | \$71,875.00 | 0.00% | \$71,900.00 | * |
| | Europe—Route (per additional 2 cores Server Enterprise/per year) | \$28,750.00 | 0.00% | \$28,775.00 | * |
| 20 | Esri StreetMap Premium NAVTEQ Data—Small Country in Europe | | | | |
| | Small Country—All Usage Types (per single use Desktop user/per year) | \$2,500.00 | 0.00% | \$2,525.00 | * |
| | Small Country—All Usage Types (per concurrent use Desktop user/per year) | \$6,250.00 | 0.00% | \$6,275.00 | * |

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|---|-------------|-------|---------------|
| Small Country—All Usage Types (per Server Workgroup/per year) | \$12,500.00 | 0.00% | \$12,525.00 * |
| Small Country—All Usage Types (per Server Enterprise/per year) | \$31,250.00 | 0.00% | \$31,275.00 * |
| Small Country—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$12,500.00 | 0.00% | \$12,525.00 * |
| Small Country—Display (per single use Desktop user/per year) | \$500.00 | 0.00% | \$525.00 * |
| Small Country—Display (per concurrent use Desktop user/per year) | \$1,250.00 | 0.00% | \$1,275.00 * |
| Small Country—Display (per Server Workgroup/per year) | \$2,500.00 | 0.00% | \$2,525.00 * |
| Small Country—Display (per Server Enterprise/per year) | \$6,250.00 | 0.00% | \$6,275.00 * |
| Small Country—Display (per additional 2 cores Server Enterprise/per year) | \$2,500.00 | 0.00% | \$2,525.00 * |
| Small Country—Geocode (per single use Desktop user/per year) | \$750.00 | 0.00% | \$775.00 * |
| Small Country—Geocode (per concurrent use Desktop user/per year) | \$1,875.00 | 0.00% | \$1,900.00 * |
| Small Country—Geocode (per Server Workgroup/per year) | \$3,750.00 | 0.00% | \$3,775.00 * |
| Small Country—Geocode (per Server Enterprise/per year) | \$9,375.00 | 0.00% | \$9,400.00 * |
| Small Country—Geocode (per additional 2 cores Server Enterprise/per year) | \$3,750.00 | 0.00% | \$3,775.00 * |
| Small Country—Route (per single use Desktop user/per year) | \$1,250.00 | 0.00% | \$1,275.00 * |
| Small Country—Route (per concurrent use Desktop user/per year) | \$3,125.00 | 0.00% | \$3,150.00 * |
| Small Country—Route (per Server Workgroup/per year) | \$6,250.00 | 0.00% | \$6,275.00 * |
| Small Country—Route (per Server Enterprise/per year) | \$15,625.00 | 0.00% | \$15,650.00 * |
| Small Country—Route (per additional 2 cores Server Enterprise/per year) | \$6,250.00 | 0.00% | \$6,275.00 * |
| Esri StreetMap Premium NAVTEQ Data—Large Country in Europe | | | |
| Large Country—All Usage Types (per single use Desktop user/per year) | \$4,100.00 | 0.00% | \$4,125.00 * |
| Large Country—All Usage Types (per concurrent use Desktop user/per year) | \$10,250.00 | 0.00% | \$10,275.00 * |
| Large Country—All Usage Types (per Server Workgroup/per year) | \$20,500.00 | 0.00% | \$20,525.00 * |
| Large Country—All Usage Types (per Server Enterprise/per year) | \$51,250.00 | 0.00% | \$51,275.00 * |
| Large Country—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$20,500.00 | 0.00% | \$20,525.00 * |
| Large Country—Display (per single use Desktop user/per year) | \$820.00 | 0.00% | \$845.00 * |
| Large Country—Display (per concurrent use Desktop user/per year) | \$2,050.00 | 0.00% | \$2,075.00 * |
| Large Country—Display (per Server Workgroup/per year) | \$4,100.00 | 0.00% | \$4,125.00 * |
| Large Country—Display (per Server Enterprise/per year) | \$10,250.00 | 0.00% | \$10,275.00 * |
| Large Country—Display (per additional 2 cores Server Enterprise/per year) | \$4,100.00 | 0.00% | \$4,125.00 * |

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|----|--|-------------|-------|-------------|---|
| | Large Country—Geocode (per single use Desktop user/per year) | \$1,230.00 | 0.00% | \$1,255.00 | * |
| | Large Country—Geocode (per concurrent use Desktop user/per year) | \$3,075.00 | 0.00% | \$3,100.00 | * |
| | Large Country—Geocode (per Server Workgroup/per year) | \$6,150.00 | 0.00% | \$6,175.00 | * |
| | Large Country—Geocode (per Server Enterprise/per year) | \$15,375.00 | 0.00% | \$15,400.00 | * |
| | Large Country—Geocode (per additional 2 cores Server Enterprise/per year) | \$6,150.00 | 0.00% | \$6,175.00 | * |
| | Large Country—Route (per single use Desktop user/per year) | \$2,050.00 | 0.00% | \$2,075.00 | * |
| | Large Country—Route (per concurrent use Desktop user/per year) | \$5,125.00 | 0.00% | \$5,150.00 | * |
| | Large Country—Route (per Server Workgroup/per year) | \$10,250.00 | 0.00% | \$10,275.00 | * |
| | Large Country—Route (per Server Enterprise/per year) | \$25,625.00 | 0.00% | \$25,650.00 | * |
| | Large Country—Route (per additional 2 cores Server Enterprise/per year) | \$10,250.00 | 0.00% | \$10,275.00 | * |
| 20 | Esri StreetMap Premium NAVTEQ Data—Mexico | | | | |
| | Mexico—All Usage Types (per single use Desktop user/per year) | \$4,300.00 | 0.00% | \$4,325.00 | * |
| | Mexico—All Usage Types (per concurrent use Desktop user/per year) | \$10,750.00 | 0.00% | \$10,775.00 | * |
| | Mexico—All Usage Types (per Server Workgroup/per year) | \$21,500.00 | 0.00% | \$21,525.00 | * |
| | Mexico—All Usage Types (per Server Enterprise/per year) | \$53,750.00 | 0.00% | \$53,775.00 | * |
| | Mexico—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$21,500.00 | 0.00% | \$21,525.00 | * |
| | Mexico—Display (per single use Desktop user/per year) | \$860.00 | 0.00% | \$885.00 | * |
| | Mexico—Display (per concurrent use Desktop user/per year) | \$2,150.00 | 0.00% | \$2,175.00 | * |
| | Mexico—Display (per Server Workgroup/per year) | \$4,300.00 | 0.00% | \$4,325.00 | * |
| | Mexico—Display (per Server Enterprise/per year) | \$10,750.00 | 0.00% | \$10,775.00 | * |
| | Mexico—Display (per additional 2 cores Server Enterprise/per year) | \$4,300.00 | 0.00% | \$4,325.00 | * |
| | Mexico—Geocode (per single use Desktop user/per year) | \$1,290.00 | 0.00% | \$1,315.00 | * |
| | Mexico—Geocode (per concurrent use Desktop user/per year) | \$3,225.00 | 0.00% | \$3,250.00 | * |
| | Mexico—Geocode (per Server Workgroup/per year) | \$6,450.00 | 0.00% | \$6,475.00 | * |
| | Mexico—Geocode (per Server Enterprise/per year) | \$16,125.00 | 0.00% | \$16,150.00 | * |
| | Mexico—Geocode (per additional 2 cores Server Enterprise/per year) | \$6,450.00 | 0.00% | \$6,475.00 | * |
| | Mexico—Route (per single use Desktop user/per year) | \$2,150.00 | 0.00% | \$2,175.00 | * |
| | Mexico—Route (per concurrent use Desktop user/per year) | \$5,375.00 | 0.00% | \$5,400.00 | * |
| | Mexico—Route (per Server Workgroup/per year) | \$10,750.00 | 0.00% | \$10,775.00 | * |
| | Mexico—Route (per Server Enterprise/per year) | \$26,875.00 | 0.00% | \$26,900.00 | * |
| | Mexico—Route (per additional 2 cores Server Enterprise/per year) | \$10,750.00 | 0.00% | \$10,775.00 | * |

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|----|--|--------------|-------|--------------|---|
| 20 | Esri StreetMap Premium NAVTEQ Data—United States and Canada | | | | |
| | United States and Canada—All Usage Types (per single use Desktop user/per year) | \$9,000.00 | 0.00% | \$9,025.00 | * |
| | United States and Canada—All Usage Types (per concurrent use Desktop user/per year) | \$22,500.00 | 0.00% | \$22,525.00 | * |
| | United States and Canada—All Usage Types (per Server Workgroup/per year) | \$45,000.00 | 0.00% | \$45,025.00 | * |
| | United States and Canada—All Usage Types (per Server Enterprise/per year) | \$112,500.00 | 0.00% | \$112,525.00 | * |
| | United States and Canada—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$45,000.00 | 0.00% | \$45,025.00 | * |
| | United States and Canada—Display (per single use Desktop user/per year) | \$1,800.00 | 0.00% | \$1,825.00 | * |
| | United States and Canada—Display (per concurrent use Desktop user/per year) | \$4,500.00 | 0.00% | \$4,525.00 | * |
| | United States and Canada—Display (per Server Workgroup/per year) | \$9,000.00 | 0.00% | \$9,025.00 | * |
| | United States and Canada—Display (per Server Enterprise/per year) | \$22,500.00 | 0.00% | \$22,525.00 | * |
| | United States and Canada—Display (per additional 2 cores Server Enterprise/per year) | \$9,000.00 | 0.00% | \$9,025.00 | * |
| | United States and Canada—Geocode (per single use Desktop user/per year) | \$2,700.00 | 0.00% | \$2,725.00 | * |
| | United States and Canada—Geocode (per concurrent use Desktop user/per year) | \$6,750.00 | 0.00% | \$6,775.00 | * |
| | United States and Canada—Geocode (per Server Workgroup/per year) | \$13,500.00 | 0.00% | \$13,525.00 | * |
| | United States and Canada—Geocode (per Server Enterprise/per year) | \$33,750.00 | 0.00% | \$33,775.00 | * |
| | United States and Canada—Geocode (per additional 2 cores Server Enterprise/per year) | \$13,500.00 | 0.00% | \$13,525.00 | * |
| | United States and Canada—Route (per single use Desktop user/per year) | \$4,500.00 | 0.00% | \$4,525.00 | * |
| | United States and Canada—Route (per concurrent use Desktop user/per year) | \$11,250.00 | 0.00% | \$11,275.00 | * |
| | United States and Canada—Route (per Server Workgroup/per year) | \$22,500.00 | 0.00% | \$22,525.00 | * |
| | United States and Canada—Route (per Server Enterprise/per year) | \$56,250.00 | 0.00% | \$56,275.00 | * |
| | United States and Canada—Route (per additional 2 cores Server Enterprise/per year) | \$22,500.00 | 0.00% | \$22,525.00 | * |
| 20 | Esri StreetMap Premium TomTom Data | | | | |
| 20 | Esri StreetMap Premium TomTom Data—United States | | | | |
| | United States—All Usage Types (per single use Desktop user/per year) | \$6,000.00 | 0.00% | \$6,025.00 | * |
| | United States—All Usage Types (per concurrent use Desktop user/per year) | \$15,000.00 | 0.00% | \$15,025.00 | * |
| | United States—All Usage Types (per Server Workgroup/per year) | \$30,000.00 | 0.00% | \$30,025.00 | * |
| | United States—All Usage Types (per Server Enterprise/per year) | \$75,000.00 | 0.00% | \$75,025.00 | * |

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|---|-------------|-------|-------------|---|
| United States—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$30,000.00 | 0.00% | \$30,025.00 | * |
| United States—Display (per single use Desktop user/per year) | \$1,200.00 | 0.00% | \$1,225.00 | * |
| United States—Display (per concurrent use Desktop user/per year) | \$3,000.00 | 0.00% | \$3,025.00 | * |
| United States—Display (per Server Workgroup/per year) | \$6,000.00 | 0.00% | \$6,025.00 | * |
| United States—Display (per Server Enterprise/per year) | \$15,000.00 | 0.00% | \$15,025.00 | * |
| United States—Display (per additional 2 cores Server Enterprise/per year) | \$6,000.00 | 0.00% | \$6,025.00 | * |
| United States—Geocode (per single use Desktop user/per year) | \$1,800.00 | 0.00% | \$1,825.00 | * |
| United States—Geocode (per concurrent use Desktop user/per year) | \$4,500.00 | 0.00% | \$4,525.00 | * |
| United States—Geocode (per Server Workgroup/per year) | \$9,000.00 | 0.00% | \$9,025.00 | * |
| United States—Geocode (per Server Enterprise/per year) | \$22,500.00 | 0.00% | \$22,525.00 | * |
| United States—Geocode (per additional 2 cores Server Enterprise/per year) | \$9,000.00 | 0.00% | \$9,025.00 | * |
| United States—Route (per single use Desktop user/per year) | \$3,000.00 | 0.00% | \$3,025.00 | * |
| United States—Route (per concurrent use Desktop user/per year) | \$7,500.00 | 0.00% | \$7,525.00 | * |
| United States—Route (per Server Workgroup/per year) | \$15,000.00 | 0.00% | \$15,025.00 | * |
| United States—Route (per Server Enterprise/per year) | \$37,500.00 | 0.00% | \$37,525.00 | * |
| United States—Route (per additional 2 cores Server Enterprise/per year) | \$15,000.00 | 0.00% | \$15,025.00 | * |
| Esri StreetMap Premium TomTom Data—Small State in the United States | | | | |
| Small State—All Usage Types (per single use Desktop user/per year) | \$900.00 | 0.00% | \$925.00 | * |
| Small State—All Usage Types (per concurrent use Desktop user/per year) | \$2,250.00 | 0.00% | \$2,275.00 | * |
| Small State—All Usage Types (per Server Workgroup/per year) | \$4,500.00 | 0.00% | \$4,525.00 | * |
| Small State—All Usage Types (per Server Enterprise/per year) | \$11,250.00 | 0.00% | \$11,275.00 | * |
| Small State—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$4,500.00 | 0.00% | \$4,525.00 | * |
| Small State—Display (per single use Desktop user/per year) | \$500.00 | 0.00% | \$525.00 | * |
| Small State—Display (per concurrent use Desktop user/per year) | \$500.00 | 0.00% | \$525.00 | * |
| Small State—Display (per Server Workgroup/per year) | \$900.00 | 0.00% | \$925.00 | * |
| Small State—Display (per Server Enterprise/per year) | \$2,250.00 | 0.00% | \$2,275.00 | * |
| Small State—Display (per additional 2 cores Server Enterprise/per year) | \$900.00 | 0.00% | \$925.00 | * |
| Small State—Geocode (per single use Desktop user/per year) | \$500.00 | 0.00% | \$525.00 | * |
| Small State—Geocode (per concurrent use Desktop user/per year) | \$675.00 | 0.00% | \$700.00 | * |
| Small State—Geocode (per Server Workgroup/per year) | \$1,350.00 | 0.00% | \$1,375.00 | * |

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|----|--|-------------|-------|-------------|---|
| | Small State—Geocode (per Server Enterprise/per year) | \$3,375.00 | 0.00% | \$3,400.00 | * |
| | Small State—Geocode (per additional 2 cores Server Enterprise/per year) | \$1,350.00 | 0.00% | \$1,375.00 | * |
| | Small State—Route (per single use Desktop user/per year) | \$500.00 | 0.00% | \$525.00 | * |
| | Small State—Route (per concurrent use Desktop user/per year) | \$1,125.00 | 0.00% | \$1,150.00 | * |
| | Small State—Route (per Server Workgroup/per year) | \$2,250.00 | 0.00% | \$2,275.00 | * |
| | Small State—Route (per Server Enterprise/per year) | \$5,625.00 | 0.00% | \$5,650.00 | * |
| | Small State—Route (per additional 2 cores Server Enterprise/per year) | \$2,250.00 | 0.00% | \$2,275.00 | * |
| | Esri StreetMap Premium TomTom Data—Medium State in the United States | | | | |
| 20 | Medium State—All Usage Types (per single use Desktop user/per year) | \$1,200.00 | 0.00% | \$1,225.00 | * |
| | Medium State—All Usage Types (per concurrent use Desktop user/per year) | \$3,000.00 | 0.00% | \$3,025.00 | * |
| | Medium State—All Usage Types (per Server Workgroup/per year) | \$6,000.00 | 0.00% | \$6,025.00 | * |
| | Medium State—All Usage Types (per Server Enterprise/per year) | \$15,000.00 | 0.00% | \$15,025.00 | * |
| | Medium State—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$6,000.00 | 0.00% | \$6,025.00 | * |
| | Medium State—Display (per single use Desktop user/per year) | \$500.00 | 0.00% | \$525.00 | * |
| | Medium State—Display (per concurrent use Desktop user/per year) | \$600.00 | 0.00% | \$625.00 | * |
| | Medium State—Display (per Server Workgroup/per year) | \$1,200.00 | 0.00% | \$1,225.00 | * |
| | Medium State—Display (per Server Enterprise/per year) | \$3,000.00 | 0.00% | \$3,025.00 | * |
| | Medium State—Display (per additional 2 cores Server Enterprise/per year) | \$1,200.00 | 0.00% | \$1,225.00 | * |
| | Medium State—Geocode (per single use Desktop user/per year) | \$500.00 | 0.00% | \$525.00 | * |
| | Medium State—Geocode (per concurrent use Desktop user/per year) | \$900.00 | 0.00% | \$925.00 | * |
| | Medium State—Geocode (per Server Workgroup/per year) | \$1,800.00 | 0.00% | \$1,825.00 | * |
| | Medium State—Geocode (per Server Enterprise/per year) | \$4,500.00 | 0.00% | \$4,525.00 | * |
| | Medium State—Geocode (per additional 2 cores Server Enterprise/per year) | \$1,800.00 | 0.00% | \$1,825.00 | * |
| | Medium State—Route (per single use Desktop user/per year) | \$600.00 | 0.00% | \$625.00 | * |
| | Medium State—Route (per concurrent use Desktop/per year) | \$1,500.00 | 0.00% | \$1,525.00 | * |
| | Medium State—Route (per Server Workgroup/per year) | \$3,000.00 | 0.00% | \$3,025.00 | * |
| | Medium State—Route (per Server Enterprise/per year) | \$7,500.00 | 0.00% | \$7,525.00 | * |
| | Medium State—Route (per additional 2 cores Server Enterprise/per year) | \$3,000.00 | 0.00% | \$3,025.00 | * |

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|---|---|--------------|--------------|----------------|
| 20 | Esri StreetMap Premium TomTom Data—Large State in the United States | | | |
| | Large State—All Usage Types (per single use Desktop user/per year) | \$1,800.00 | 0.00% | \$1,825.00 * |
| | Large State—All Usage Types (per concurrent use Desktop user/per year) | \$4,500.00 | 0.00% | \$4,525.00 * |
| | Large State—All Usage Types (per Server Workgroup/per year) | \$9,000.00 | 0.00% | \$9,025.00 * |
| | Large State—All Usage Types (per Server Enterprise/per year) | \$22,500.00 | 0.00% | \$22,525.00 * |
| | Large State—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$9,000.00 | 0.00% | \$9,025.00 * |
| | Large State—Display (per single use Desktop user/per year) | \$540.00 | 0.00% | \$565.00 * |
| | Large State—Display (per concurrent use Desktop user/per year) | \$900.00 | 0.00% | \$925.00 * |
| | Large State—Display (per Server Workgroup/per year) | \$1,800.00 | 0.00% | \$1,825.00 * |
| | Large State—Display (per Server Enterprise/per year) | \$4,500.00 | 0.00% | \$4,525.00 * |
| | Large State—Display (per additional 2 cores Server Enterprise/per year) | \$1,800.00 | 0.00% | \$1,825.00 * |
| | Large State—Geocode (per single use Desktop user/per year) | \$540.00 | 0.00% | \$565.00 * |
| | Large State—Geocode (per concurrent use Desktop user/per year) | \$1,350.00 | 0.00% | \$1,375.00 * |
| | Large State—Geocode (per Server Workgroup/per year) | \$2,700.00 | 0.00% | \$2,725.00 * |
| | Large State—Geocode (per Server Enterprise/per year) | \$6,750.00 | 0.00% | \$6,775.00 * |
| | Large State—Geocode (per additional 2 cores Server Enterprise/per year) | \$2,700.00 | 0.00% | \$2,725.00 * |
| | Large State—Route (per single use Desktop user/per year) | \$900.00 | 0.00% | \$925.00 * |
| | Large State—Route (per concurrent use Desktop user/per year) | \$2,250.00 | 0.00% | \$2,275.00 * |
| | Large State—Route (per Server Workgroup/per year) | \$4,500.00 | 0.00% | \$4,525.00 * |
| | Large State—Route (per Server Enterprise/per year) | \$11,250.00 | 0.00% | \$11,275.00 * |
| Large State—Route (per additional 2 cores Server Enterprise/per year) | \$4,500.00 | 0.00% | \$4,525.00 * | |
| 20 | Esri StreetMap Premium TomTom Data—North America | | | |
| | North America —All Usage Types (per single use Desktop user/per year) | \$9,000.00 | 0.00% | \$9,025.00 * |
| | North America—All Usage Types (per concurrent use Desktop user/per year) | \$22,500.00 | 0.00% | \$22,525.00 * |
| | North America—All Usage Types (per Server Workgroup/per year) | \$45,000.00 | 0.00% | \$45,025.00 * |
| | North America—All Usage Types (per Server Enterprise/per year) | \$112,500.00 | 0.00% | \$112,525.00 * |
| | North America—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$45,000.00 | 0.00% | \$45,025.00 * |
| | North America—Display (per single use Desktop user/per year) | \$1,800.00 | 0.00% | \$1,825.00 * |
| | North America—Display (per concurrent use Desktop user/per year) | \$4,500.00 | 0.00% | \$4,525.00 * |
| | North America—Display (per Server Workgroup/per year) | \$9,000.00 | 0.00% | \$9,025.00 * |

| | | | | | |
|----|--|-------------|-------|-------------|---|
| | North America—Display (per Server Enterprise/per year) | \$22,500.00 | 0.00% | \$22,525.00 | * |
| | North America—Display (per additional 2 cores Server Enterprise/per year) | \$9,000.00 | 0.00% | \$9,025.00 | * |
| | North America—Geocode (per single use Desktop user/per year) | \$2,700.00 | 0.00% | \$2,725.00 | * |
| | North America—Geocode (per concurrent use Desktop user/per year) | \$6,750.00 | 0.00% | \$6,775.00 | * |
| | North America—Geocode (per Server Workgroup/per year) | \$13,500.00 | 0.00% | \$13,525.00 | * |
| | North America—Geocode (per Server Enterprise/per year) | \$33,750.00 | 0.00% | \$33,775.00 | * |
| | North America—Geocode (per additional 2 cores Server Enterprise/per year) | \$13,500.00 | 0.00% | \$13,525.00 | * |
| | North America—Route (per single use Desktop user/per year) | \$4,500.00 | 0.00% | \$4,525.00 | * |
| | North America—Route (per concurrent use Desktop user/per year) | \$11,250.00 | 0.00% | \$11,275.00 | * |
| | North America—Route (per Server Workgroup/per year) | \$22,500.00 | 0.00% | \$22,525.00 | * |
| | North America—Route (per Server Enterprise/per year) | \$56,250.00 | 0.00% | \$56,275.00 | * |
| | North America—Route (per additional 2 cores Server Enterprise/per year) | \$22,500.00 | 0.00% | \$22,525.00 | * |
| 20 | Esri StreetMap Premium TomTom Data—Canada | | | | |
| | Canada—All Usage Types (per single use Desktop user/per year) | \$3,000.00 | 0.00% | \$3,025.00 | * |
| | Canada—All Usage Types (per concurrent use Desktop user/per year) | \$7,500.00 | 0.00% | \$7,525.00 | * |
| | Canada—All Usage Types (per Server Workgroup/per year) | \$15,000.00 | 0.00% | \$15,025.00 | * |
| | Canada—All Usage Types (per Server Enterprise/per year) | \$37,500.00 | 0.00% | \$37,525.00 | * |
| | Canada—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$15,000.00 | 0.00% | \$15,025.00 | * |
| | Canada—Display (per single use Desktop user/per year) | \$600.00 | 0.00% | \$625.00 | * |
| | Canada—Display (per concurrent use Desktop user/per year) | \$1,500.00 | 0.00% | \$1,525.00 | * |
| | Canada—Display (per Server Workgroup/per year) | \$3,000.00 | 0.00% | \$3,025.00 | * |
| | Canada—Display (per Server Enterprise/per year) | \$7,500.00 | 0.00% | \$7,525.00 | * |
| | Canada—Display (per additional 2 cores Server Enterprise/per year) | \$3,000.00 | 0.00% | \$3,025.00 | * |
| | Canada—Geocode (per single use Desktop user/per year) | \$900.00 | 0.00% | \$925.00 | * |
| | Canada—Geocode (per concurrent use Desktop user/per year) | \$2,250.00 | 0.00% | \$2,275.00 | * |
| | Canada—Geocode (per Server Workgroup/per year) | \$4,500.00 | 0.00% | \$4,525.00 | * |
| | Canada—Geocode (per Server Enterprise/per year) | \$11,250.00 | 0.00% | \$11,275.00 | * |
| | Canada—Geocode (per additional 2 cores Server Enterprise/per year) | \$4,500.00 | 0.00% | \$4,525.00 | * |
| | Canada—Route (per single use Desktop user/per year) | \$1,500.00 | 0.00% | \$1,525.00 | * |
| | Canada—Route (per concurrent use Desktop user/per year) | \$3,750.00 | 0.00% | \$3,775.00 | * |
| | Canada—Route (per Server Workgroup/per year) | \$7,500.00 | 0.00% | \$7,525.00 | * |
| | Canada—Route (per Server Enterprise/per year) | \$18,750.00 | 0.00% | \$18,775.00 | * |
| | Canada—Route (per additional 2 cores Server Enterprise/per year) | \$7,500.00 | 0.00% | \$7,525.00 | * |

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Esri StreetMap Premium TomTom Data—Small Province in Canada

| | | | | |
|--|-------------|-------|-------------|---|
| Small Province—All Usage Types (per single use Desktop user/per year) | \$900.00 | 0.00% | \$925.00 | * |
| Small Province—All Usage Types (per concurrent use Desktop user/per year) | \$2,250.00 | 0.00% | \$2,275.00 | * |
| Small Province—All Usage Types (per Server Workgroup/per year) | \$4,500.00 | 0.00% | \$4,525.00 | * |
| Small Province—All Usage Types (per Server Enterprise/per year) | \$11,250.00 | 0.00% | \$11,275.00 | * |
| Small Province—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$4,500.00 | 0.00% | \$4,525.00 | * |
| Small Province—Display (per single use Desktop user/per year) | \$500.00 | 0.00% | \$525.00 | * |
| Small Province—Display (per concurrent use Desktop user/per year) | \$500.00 | 0.00% | \$525.00 | * |
| Small Province—Display (per Server Workgroup/per year) | \$900.00 | 0.00% | \$925.00 | * |
| Small Province—Display (per Server Enterprise/per year) | \$2,250.00 | 0.00% | \$2,275.00 | * |
| Small Province—Display (per additional 2 cores Server Enterprise/per year) | \$900.00 | 0.00% | \$925.00 | * |
| Small Province—Geocode (per single use Desktop user/per year) | \$500.00 | 0.00% | \$525.00 | * |
| Small Province—Geocode (per concurrent use Desktop user/per year) | \$675.00 | 0.00% | \$700.00 | * |
| Small Province—Geocode (per Server Workgroup/per year) | \$1,350.00 | 0.00% | \$1,375.00 | * |
| Small Province—Geocode (per Server Enterprise/per year) | \$3,375.00 | 0.00% | \$3,400.00 | * |
| Small Province—Geocode (per additional 2 cores Server Enterprise/per year) | \$1,350.00 | 0.00% | \$1,375.00 | * |
| Small Province—Route (per single use Desktop user/per year) | \$500.00 | 0.00% | \$525.00 | * |
| Small Province—Route (per concurrent use Desktop user/per year) | \$1,125.00 | 0.00% | \$1,150.00 | * |
| Small Province—Route (per Server Workgroup/per year) | \$2,250.00 | 0.00% | \$2,275.00 | * |
| Small Province—Route (per Server Enterprise/per year) | \$5,625.00 | 0.00% | \$5,650.00 | * |
| Small Province—Route (per additional 2 cores Server Enterprise/per year) | \$2,250.00 | 0.00% | \$2,275.00 | * |

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Esri StreetMap Premium TomTom Data—Medium Province in Canada

| | | | | |
|---|-------------|-------|-------------|---|
| Medium Province—All Usage Types (per single use Desktop user/per year) | \$1,200.00 | 0.00% | \$1,225.00 | * |
| Medium Province—All Usage Types (per concurrent use Desktop user/per year) | \$3,000.00 | 0.00% | \$3,025.00 | * |
| Medium Province—All Usage Types (per Server Workgroup/per year) | \$6,000.00 | 0.00% | \$6,025.00 | * |
| Medium Province—All Usage Types (per Server Enterprise/per year) | \$15,000.00 | 0.00% | \$15,025.00 | * |
| Medium Province—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$6,000.00 | 0.00% | \$6,025.00 | * |
| Medium Province—Display (per single use Desktop user/per year) | \$500.00 | 0.00% | \$525.00 | * |

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| | | | | |
|--|-------------|-------|-------------|---|
| Medium Province—Display (per concurrent use Desktop user/per year) | \$600.00 | 0.00% | \$625.00 | * |
| Medium Province—Display (per Server Workgroup/per year) | \$1,200.00 | 0.00% | \$1,225.00 | * |
| Medium Province—Display (per Server Enterprise/per year) | \$3,000.00 | 0.00% | \$3,025.00 | * |
| Medium Province—Display (per additional 2 cores Server Enterprise/per year) | \$1,200.00 | 0.00% | \$1,225.00 | * |
| Medium Province—Geocode (per single use Desktop user/per year) | \$500.00 | 0.00% | \$525.00 | * |
| Medium Province—Geocode (per concurrent use Desktop user/per year) | \$900.00 | 0.00% | \$925.00 | * |
| Medium Province—Geocode (per Server Workgroup/per year) | \$1,800.00 | 0.00% | \$1,825.00 | * |
| Medium Province—Geocode (per Server Enterprise/per year) | \$4,500.00 | 0.00% | \$4,525.00 | * |
| Medium Province—Geocode (per additional 2 cores Server Enterprise/per year) | \$1,800.00 | 0.00% | \$1,825.00 | * |
| Medium Province—Route (per single use Desktop user/per year) | \$600.00 | 0.00% | \$625.00 | * |
| Medium Province—Route (per concurrent use Desktop/per year) | \$1,500.00 | 0.00% | \$1,525.00 | * |
| Medium Province—Route (per Server Workgroup/per year) | \$3,000.00 | 0.00% | \$3,025.00 | * |
| Medium Province—Route (per Server Enterprise/per year) | \$7,500.00 | 0.00% | \$7,525.00 | * |
| Medium Province—Route (per additional 2 cores Server Enterprise/per year) | \$3,000.00 | 0.00% | \$3,025.00 | * |
| Esri StreetMap Premium TomTom Data—Large Province in Canada | | | | |
| Large Province—All Usage Types (per single use Desktop user/per year) | \$1,800.00 | 0.00% | \$1,825.00 | * |
| Large Province—All Usage Types (per concurrent use Desktop user/per year) | \$4,500.00 | 0.00% | \$4,525.00 | * |
| Large Province—All Usage Types (per Server Workgroup/per year) | \$9,000.00 | 0.00% | \$9,025.00 | * |
| Large Province—All Usage Types (per Server Enterprise/per year) | \$22,500.00 | 0.00% | \$22,525.00 | * |
| Large Province—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$9,000.00 | 0.00% | \$9,025.00 | * |
| Large Province—Display (per single use Desktop user/per year) | \$540.00 | 0.00% | \$565.00 | * |
| Large Province—Display (per concurrent use Desktop user/per year) | \$900.00 | 0.00% | \$925.00 | * |
| Large Province—Display (per Server Workgroup/per year) | \$1,800.00 | 0.00% | \$1,825.00 | * |
| Large Province—Display (per Server Enterprise/per year) | \$4,500.00 | 0.00% | \$4,525.00 | * |
| Large Province—Display (per additional 2 cores Server Enterprise/per year) | \$1,800.00 | 0.00% | \$1,825.00 | * |
| Large Province—Geocode (per single use Desktop user/per year) | \$540.00 | 0.00% | \$565.00 | * |
| Large Province—Geocode (per concurrent use Desktop user/per year) | \$1,350.00 | 0.00% | \$1,375.00 | * |

| | | | | | |
|----|--|--------------|-------|--------------|---|
| | Large Province—Geocode (per Server Workgroup/per year) | \$2,700.00 | 0.00% | \$2,725.00 | * |
| | Large Province—Geocode (per Server Enterprise/per year) | \$6,750.00 | 0.00% | \$6,775.00 | * |
| | Large Province—Geocode (per additional 2 cores Server Enterprise/per year) | \$2,700.00 | 0.00% | \$2,725.00 | * |
| | Large Province—Route (per single use Desktop user/per year) | \$900.00 | 0.00% | \$925.00 | * |
| | Large Province—Route (per concurrent use Desktop user/per year) | \$2,250.00 | 0.00% | \$2,275.00 | * |
| | Large Province—Route (per Server Workgroup/per year) | \$4,500.00 | 0.00% | \$4,525.00 | * |
| | Large Province—Route (per Server Enterprise/per year) | \$11,250.00 | 0.00% | \$11,275.00 | * |
| | Large Province—Route (per additional 2 cores Server Enterprise/per year) | \$4,500.00 | 0.00% | \$4,525.00 | * |
| 20 | Esri StreetMap Premium TomTom Data—Europe | | | | |
| | Europe—All Usage Types (per single use Desktop user/per year) | \$11,500.00 | 0.00% | \$11,525.00 | * |
| | Europe—All Usage Types (per concurrent use Desktop user/per year) | \$26,750.00 | 0.00% | \$26,775.00 | * |
| | Europe—All Usage Types (per Server Workgroup/per year) | \$57,500.00 | 0.00% | \$57,525.00 | * |
| | Europe—All Usage Types (per Server Enterprise/per year) | \$143,750.00 | 0.00% | \$143,775.00 | * |
| | Europe—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$57,500.00 | 0.00% | \$57,525.00 | * |
| | Europe—Display (per single use Desktop user/per year) | \$2,300.00 | 0.00% | \$2,325.00 | * |
| | Europe—Display (per concurrent use Desktop user/per year) | \$5,750.00 | 0.00% | \$5,775.00 | * |
| | Europe—Display (per Server Workgroup/per year) | \$11,500.00 | 0.00% | \$11,525.00 | * |
| | Europe—Display (per Server Enterprise/per year) | \$28,750.00 | 0.00% | \$28,775.00 | * |
| | Europe—Display (per additional 2 cores Server Enterprise/per year) | \$11,500.00 | 0.00% | \$11,525.00 | * |
| | Europe—Geocode (per single use Desktop user/per year) | \$3,450.00 | 0.00% | \$3,475.00 | * |
| | Europe—Geocode (per concurrent use Desktop user/per year) | \$8,625.00 | 0.00% | \$8,650.00 | * |
| | Europe—Geocode (per Server Workgroup/per year) | \$17,250.00 | 0.00% | \$17,275.00 | * |
| | Europe—Geocode (per Server Enterprise/per year) | \$43,125.00 | 0.00% | \$43,150.00 | * |
| | Europe—Geocode (per additional 2 cores Server Enterprise/per year) | \$17,250.00 | 0.00% | \$17,275.00 | * |
| | Europe—Route (per single use Desktop user/per year) | \$5,750.00 | 0.00% | \$5,775.00 | * |
| | Europe—Route (per concurrent use Desktop user/per year) | \$14,375.00 | 0.00% | \$14,400.00 | * |
| | Europe—Route (per Server Workgroup/per year) | \$28,750.00 | 0.00% | \$28,775.00 | * |
| | Europe—Route (per Server Enterprise/per year) | \$71,875.00 | 0.00% | \$71,900.00 | * |
| | Europe—Route (per additional 2 cores Server Enterprise/per year) | \$28,750.00 | 0.00% | \$28,775.00 | * |
| 20 | Esri StreetMap Premium TomTom Data—Small Country in Europe | | | | |
| | Small Country—All Usage Types (per single use Desktop user/per year) | \$1,300.00 | 0.00% | \$1,325.00 | * |
| | Small Country—All Usage Types (per concurrent use Desktop user/per year) | \$3,250.00 | 0.00% | \$3,275.00 | * |

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|--|-------------|-------|-------------|---|
| Small Country—All Usage Types (per Server Workgroup/per year) | \$6,500.00 | 0.00% | \$6,525.00 | * |
| Small Country—All Usage Types (per Server Enterprise/per year) | \$16,250.00 | 0.00% | \$16,275.00 | * |
| Small Country—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$6,500.00 | 0.00% | \$6,525.00 | * |
| Small Country—Display (per single use Desktop user/per year) | \$500.00 | 0.00% | \$525.00 | * |
| Small Country—Display (per concurrent use Desktop user/per year) | \$650.00 | 0.00% | \$675.00 | * |
| Small Country—Display (per Server Workgroup/per year) | \$1,300.00 | 0.00% | \$1,325.00 | * |
| Small Country—Display (per Server Enterprise/per year) | \$3,250.00 | 0.00% | \$3,275.00 | * |
| Small Country—Display (per additional 2 cores Server Enterprise/per year) | \$1,300.00 | 0.00% | \$1,325.00 | * |
| Small Country—Geocode (per single use Desktop user/per year) | \$500.00 | 0.00% | \$525.00 | * |
| Small Country—Geocode (per concurrent use Desktop user/per year) | \$975.00 | 0.00% | \$1,000.00 | * |
| Small Country—Geocode (per Server Workgroup/per year) | \$1,950.00 | 0.00% | \$1,975.00 | * |
| Small Country—Geocode (per Server Enterprise/per year) | \$4,875.00 | 0.00% | \$4,900.00 | * |
| Small Country—Geocode (per additional 2 cores Server Enterprise/per year) | \$1,950.00 | 0.00% | \$1,975.00 | * |
| Small Country—Route (per single use Desktop user/per year) | \$650.00 | 0.00% | \$675.00 | * |
| Small Country—Route (per concurrent use Desktop user/per year) | \$1,625.00 | 0.00% | \$1,650.00 | * |
| Small Country—Route (per Server Workgroup/per year) | \$3,250.00 | 0.00% | \$3,275.00 | * |
| Small Country—Route (per Server Enterprise/per year) | \$8,125.00 | 0.00% | \$8,150.00 | * |
| Small Country—Route (per additional 2 cores Server Enterprise/per year) | \$3,250.00 | 0.00% | \$3,275.00 | * |
| Esri StreetMap Premium TomTom Data—Medium Country in Europe | | | | |
| Medium Country—All Usage Types (per single use Desktop user/per year) | \$2,600.00 | 0.00% | \$2,625.00 | * |
| Medium Country—All Usage Types (per concurrent use Desktop user/per year) | \$6,500.00 | 0.00% | \$6,525.00 | * |
| Medium Country—All Usage Types (per Server Workgroup/per year) | \$13,000.00 | 0.00% | \$13,025.00 | * |
| Medium Country—All Usage Types (per Server Enterprise/per year) | \$32,500.00 | 0.00% | \$32,525.00 | * |
| Medium Country—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$13,000.00 | 0.00% | \$13,025.00 | * |
| Medium Country—Display (per single use Desktop user/per year) | \$520.00 | 0.00% | \$545.00 | * |
| Medium Country—Display (per concurrent use Desktop user/per year) | \$1,300.00 | 0.00% | \$1,325.00 | * |
| Medium Country—Display (per Server Workgroup/per year) | \$2,600.00 | 0.00% | \$2,625.00 | * |
| Medium Country—Display (per Server Enterprise/per year) | \$6,500.00 | 0.00% | \$6,525.00 | * |

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|---|-------------|-------|-------------|---|
| Medium Country—Display (per additional 2 cores Server Enterprise/per year) | \$2,600.00 | 0.00% | \$2,625.00 | * |
| Medium Country—Geocode (per single use Desktop user/per year) | \$780.00 | 0.00% | \$805.00 | * |
| Medium Country—Geocode (per concurrent use Desktop user/per year) | \$1,950.00 | 0.00% | \$1,975.00 | * |
| Medium Country—Geocode (per Server Workgroup/per year) | \$3,900.00 | 0.00% | \$3,925.00 | * |
| Medium Country—Geocode (per Server Enterprise/per year) | \$9,750.00 | 0.00% | \$9,775.00 | * |
| Medium Country—Geocode (per additional 2 cores Server Enterprise/per year) | \$3,900.00 | 0.00% | \$3,925.00 | * |
| Medium Country—Route (per single use Desktop user/per year) | \$1,300.00 | 0.00% | \$1,325.00 | * |
| Medium Country—Route (per concurrent use Desktop/per year) | \$3,250.00 | 0.00% | \$3,275.00 | * |
| Medium Country—Route (per Server Workgroup/per year) | \$6,500.00 | 0.00% | \$6,525.00 | * |
| Medium Country—Route (per Server Enterprise/per year) | \$16,250.00 | 0.00% | \$16,275.00 | * |
| Medium Country—Route (per additional 2 cores Server Enterprise/per year) | \$6,500.00 | 0.00% | \$6,525.00 | * |
| Esri StreetMap Premium TomTom Data—Large Country in Europe | | | | |
| Large Country—All Usage Types (per single use Desktop user/per year) | \$3,900.00 | 0.00% | \$3,925.00 | * |
| Large Country—All Usage Types (per concurrent use Desktop user/per year) | \$9,750.00 | 0.00% | \$9,775.00 | * |
| Large Country—All Usage Types (per Server Workgroup/per year) | \$19,500.00 | 0.00% | \$19,525.00 | * |
| Large Country—All Usage Types (per Server Enterprise/per year) | \$48,750.00 | 0.00% | \$48,775.00 | * |
| Large Country—All Usage Types (per additional 2 cores Server Enterprise/per year) | \$19,500.00 | 0.00% | \$19,525.00 | * |
| Large Country—Display (per single use Desktop user/per year) | \$780.00 | 0.00% | \$805.00 | * |
| Large Country—Display (per concurrent use Desktop user/per year) | \$1,950.00 | 0.00% | \$1,975.00 | * |
| Large Country—Display (per Server Workgroup/per year) | \$3,900.00 | 0.00% | \$3,925.00 | * |
| Large Country—Display (per Server Enterprise/per year) | \$9,750.00 | 0.00% | \$9,775.00 | * |
| Large Country—Display (per additional 2 cores Server Enterprise/per year) | \$3,900.00 | 0.00% | \$3,925.00 | * |
| Large Country—Geocode (per single use Desktop user/per year) | \$1,170.00 | 0.00% | \$1,195.00 | * |
| Large Country—Geocode (per concurrent use Desktop user/per year) | \$2,925.00 | 0.00% | \$2,950.00 | * |
| Large Country—Geocode (per Server Workgroup/per year) | \$5,850.00 | 0.00% | \$5,875.00 | * |
| Large Country—Geocode (per Server Enterprise/per year) | \$14,625.00 | 0.00% | \$14,650.00 | * |
| Large Country—Geocode (per additional 2 cores Server Enterprise/per year) | \$5,850.00 | 0.00% | \$5,875.00 | * |
| Large Country—Route (per single use Desktop user/per year) | \$1,950.00 | 0.00% | \$1,975.00 | * |

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|---|-------------|-------|---------------|
| Large Country—Route (per concurrent use Desktop user/per year) | \$4,875.00 | 0.00% | \$4,900.00 * |
| Large Country—Route (per Server Workgroup/per year) | \$9,750.00 | 0.00% | \$9,775.00 * |
| Large Country—Route (per Server Enterprise/per year) | \$24,375.00 | 0.00% | \$24,400.00 * |
| Large Country—Route (per additional 2 cores Server Enterprise/per year) | \$9,750.00 | 0.00% | \$9,775.00 * |

