

2 Offers, Same Requirements

	Offer #1	Offer #2
License Acquisition Data		
List Price	\$14,000,000	\$14,000,000
% Discount Initial Acquisition	70.0%	57.5%
Initial Acquisition Price	\$4,200,000	\$5,950,000
Additional Purchase Discount %	n/a	55.0%
Additional Product Year 2 (List)	\$4,000,000	\$4,000,000
Maintenance/Support Data		
Annual Support Initial Acquisition	\$2,520,000	\$2,520,000
Annual Support Escalation %	7.0%	2.0%
Education/Training Spending Data		
% Discount		20.0%
Annual Spending	\$50,000	\$50,000
Consulting Services (CS) Data		
Initial CS Discount %		20.0%
Lista Annual CS Spending	\$250,000	\$250,000
Customization of COTS Product Data		
Initial Customization Spending	n/a	n/a
Recurring Customization Spending	n/a	n/a
Hosting Fees		
	n/a	n/a
Hardware Data		
Hardware Acquisition	\$50,000	\$50,000
Hardware Maintenance (Annual)	\$10,000	\$10,000
Other Vendor Services (Yr 1 Only)	\$100,000	\$100,000
Other Costs (Define Below)	n/a	n/a

Other Terms:

1) Use Restriction	Command HQ/PMO @Norfolk VA	Command HQ/PMO Norfolk VA or Successor Location
2) Use Restriction	Program use only - DoD Personnel	Program use only - DoD Personnel or DoD Contractors Assigned to Program
3) Potential Compliance Issues	Publisher or 3rd Party Audit	DoD Self-Audit and Reporting to Publisher