

Optimum Consultancy Services, LLC
APPENDIX C – PRICING INDEX
DIR-CPO-5535 (per Amendment 1)
Software (COTS) and Related Services

Brand	Category	DISCOUNT OF MSRP/List Price	Unit of Measure
1-Software			
Qlik	SaaS – Enterprise-class, AI-powered Data Integration and Analytics/BI platform to integrate, manage, and report on data with the power of AI and ML capabilities. Qlik has been named by Gartner® as Leader — for 14th consecutive years.	1.25%	Bundle Determined by Customer Configuration Needs
ClickUp	SaaS- ClickUp is an all-in-one productivity platform that works as an ideal place for teams to come together, brainstorm, plan, and collaborate on everything from process docs to product designs.	1.00%	Bundle Determined by Customer Configuration Needs
Airtable	SaaS - Airtable is a Cloud-based Collaboration platform that combines the simplicity of a spreadsheet with the power of a database, enabling teams to organize and manage their work efficiently.	0.50%	Bundle Determined by Customer Configuration Needs
Fresh Intranet	SaaS- Enterprise-class, AI-powered solution, built on Microsoft 365, SharePoint, Teams and Viva, that takes the best of SharePoint, supplementing and enhancing it with a strong set of intranet features right inside the Microsoft 365.	2.00%	Bundle Determined by Customer Configuration Needs
Nintex	SaaS- Software Solution - cloud-based platform to automate and manage business processes and workflows.	5.00%	Bundle Determined by Customer Configuration Needs
ShortPoint	SaaS/ Intranet Design Software Solution single SharePoint add-on that allows for a complete design experience.	2.00%	Annually

SmartSheet	SaaS/ Work and Project Automation Solution that helps teams and organizations plan, manage, and report on workload/progress	2.40%	Bundle Determined by Customer Configuration Needs
2. Related Services			
Qlik	Assessment, Definition and Governance	1.25%	Per Hour
Qlik	Implementation	1.25%	Per Hour
Qlik	Project Management	1.25%	Per Hour
Qlik	Maintenance and Technical Support	1.25%	Per Hour
Qlik	Managed Services	1.25%	Per Hour
Qlik	Training	1.25%	Per Hour
Airtable	Assessment, Definition and Governance	0.50%	Per Hour
Airtable	Implementation	0.50%	Per Hour
Airtable	Managed Services	0.50%	Per Hour
Airtable	Training	0.50%	Per Hour
ClickUp	Assessment, Definition and Governance	1.00%	Per Hour
ClickUp	Implementation	1.00%	Per Hour
ClickUp	Managed Services	1.00%	Per Hour
ClickUp	Training	1.00%	Per Hour
Fresh Intranet	Assessment, Definition and Governance	2.00%	Per Hour
Fresh Intranet	Implementation	2.00%	Per Hour

Fresh Intranet	Managed Services	2.00%	Per Hour
Fresh Intranet	Training	2.00%	Per Hour
Nintex	Assessment, Definition and Governance	5.00%	Per Hour
Nintex	Implementation	5.00%	Per Hour
Nintex	Project Management	5.00%	Per Hour
Nintex	Software Maintenance and Technical Support	5.00%	Per Hour
Nintex	Managed Services	5.00%	Per Hour
Nintex	Training	5.00%	Per Hour
ShortPoint	Assessment, Definition and Governance	2.00%	Per Hour
ShortPoint	Implementation	2.00%	Per Hour

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ShortPoint	Project Management	2.00%	Per Hour
ShortPoint	Software Maintenance and Technical Support	2.00%	Per Hour
ShortPoint	Managed Services	2.00%	Per Hour
ShortPoint	Training	2.00%	Per Hour
SmartSheet	Assessment, Requirements Definition, Roadmap	2.40%	Per Hour
SmartSheet	Implementation	2.40%	Per Hour
SmartSheet	Project Management	2.40%	Per Hour
SmartSheet	Software Maintenance and Technical Support	2.40%	Per Hour
SmartSheet	Managed Services	2.40%	Per Hour
SmartSheet	Launch Package Services related to Smartsheet Deployment	2.40%	Per Hour
SmartSheet	Training	2.40%	Per Hour

4. Additional Discount Based On Aggregate Sales

Sales Threshold / Brand	Additional Discount	Total Discount
<\$200,000.00 Nintex Product and Services Line	0.50%	5.50%
<\$200,000.00 ShortPoint Product and Services Line	0.50%	2.50%
<\$200,000.00 Smartsheet Product and Services Line	0.50%	2.90%
<\$500,000.00 Qlik Product and Services Line	0.50%	1.75%
<\$500,000.00 Airtable Product and Services Line	0.50%	1.00%
<\$500,000.00 ClickUp Product and Services Line	0.50%	1.50%
<\$500,000.00 Fresh Intranet Product and Services Line	0.50%	2.50%

NOTE: Vendor's quote to DIR Customers shall include the Administrative Fee. The fee will be added to the Firm Fixed Price and/or MSRP after the DIR Discount % off MSRP is applied.