

Definitive Pro® Commercial Price List and Quote Form

| Contract Name |
|-----------------------|
| <Enter contract name> |

| Date | Valid Until | Quote # |
|---------|-------------|---------|
| <Enter> | <Enter> | <Enter> |

| Customer Address |
|--------------------------------------|
| <Enter company or organization name> |
| <Enter street address> |
| <Enter city, state, zip code> |

| Contact Information |
|---------------------------|
| <Enter name, Title> |
| <Enter organization name> |
| Office phone: <Enter> |
| Email Address: <Enter> |

| Project Name; Subscription Period |
|--|
| Project Name: <Enter> |
| Subscription Period: <Month Day, Year – Month Day, Year> |

| Item # | Line Item | Description | Price |
|----------------------|------------------------------|---|-----------------|
| DP-01 | Definitive Pro® Base Service | Annual subscription fee includes one (1) portfolio manager, and unlimited participants in multi-criteria decision-making. Also includes the use of the analytic hierarchy process (AHP), analytics, dashboards, and reports. | \$15,000 |
| BC-01 | Business Case Module | Annual subscription fee includes the following business case tabs: business need, solution approach, location, forecast, documents, results, and lookbacks. | \$10,000 |
| IP-01 | Intake Portal Module | Annual subscription fee includes the business need submittal form, and the business need assessment tab. (Note: This module requires the business case module) | \$8,000 |
| RP-01 | Resource Planning Module | Annual subscription fee includes the capabilities to “View Enterprise Resources”, “Manage Resource Capacity”, and the Resource planning tab of the business case. (Note: This module requires the business case module) | \$6,000 |
| RO-01 | Resource Optimization Module | Annual subscription fee includes the capabilities to set constraints and dependencies, set cost variables, and run single scenario and incremental scenario optimizations using the embedded mathematical programming solver. | \$5,000 |
| System Price: | | | \$44,000 |

| Item # | Line Item | Description | Price |
|------------------------------|---------------------|--|-----------------|
| ES-01 | Enterprise Set-up | A one-time fee of \$1,000 to set-up of the enterprise. | \$1,000 |
| EB-01 | Enterprise Branding | A one-time fee of \$1,000 to brand the enterprise account with a customer logo. | \$1,000 |
| KT-01 | Knowledge Transfer | A one-time fee of \$8,000 for up to five days of support to be scheduled in no less than one day increments within the first 30 days of the subscription period. | \$8,000 |
| One-Time System Fees: | | | \$10,000 |

Definitive Business Solutions, Inc.

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703.757.7276

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| Item # | Line Item | Description | Users | Unit Price | Price |
|--------|----------------------------|--|-------|--------------------|--------------|
| U-NIP | Users (No Intake Portal) | An annual subscription fee for a single user without access to the intake portal module. | ___ | \$360 | \$___ |
| U-WIP | Users (With Intake Portal) | An annual subscription fee for a single user with access to the intake portal module. | ___ | \$480 | \$___ |
| | | | | User Price: | \$___ |

Pricing Note: Volume discounts are available as follows: 51-100 (5%); 101-150 (10%); 151-200 (15%); 201-250 (20%); 251-500 (25%); and 501-1,000 (30%).

| Special Notes and Instructions |
|---|
| The above information is not an invoice. Activating the subscription requires consummating the Definitive Pro® Managed Service Agreement. A one-year renewal includes a 5% escalator. Questions regarding this quote should be provided to: Mr. John Sammarco, 703.626.0221; JSammarco@DefinitiveInc.com |

| | |
|-------------|----------|
| Grand Total | \$XX,XXX |
| Discount | X% |
| Quote Total | \$XX,XXX |

Effective: January 1, 2022