



## Definitive Pro® Government Price List and Quote Form

Customer Type	Date	Valid Until	Quote #
Government	MM/DD/YYYY	MM/DD/YYYY	202X-XX

Customer and Address	Customer Contact
<Enter company or organization name> <Enter street address> <Enter street address> <Enter city, state, zip code>	<Enter POC name, title> <Enter organization name> Office phone: <Enter> Email address: <Enter>

Contract Parameters	
Contract Name:	<Enter contract name>
Project Name:	<Enter project name>
Subscription Period:	<Month Day, Year – Month Day, Year>

### Definitive Pro® Annual Service Subscription Fee:

Item #	Item Name	Description	Price
BS-01	Definitive Pro® Base Service	The 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; and custom and standard charts, dashboards, roadmaps, and views; and standard reports.	\$16,000
BCM-01	Business Case Module	The annual subscription fee includes the following business case tabs: business need, solution approach, location, forecast, contracts, governance, documents, results, and lookbacks. This module also includes action, issue, risk, and task management, and change request management.	\$8,000
IPM-01	Intake Portal Module	The annual subscription fee includes the business need submittal form, and the business need assessment tab. <i>(Note: This module requires the "Business Case" module.)</i>	\$6,400
PM-01	Project Management Module	The annual subscription fee includes the capabilities to manage a project through the execution phase, including planning, scheduling, and reporting.	\$6,400
REM-01	Resource Estimating Module	The annual subscription fee includes the "Enterprise Resources" and "Resource Estimates" screens, and the "Resource Estimate" tab of the business case. <i>(Note: This module requires the "Business Case" module.)</i>	\$6,400
ROM-01	Resource Optimization Module	The 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.	\$6,400
RPM-01	Resource Planning Module	The annual subscription fee includes the following screens: "Enterprise Resources", "Resource Capacity", "Resource Charts", "Resource Heatmap", and "Resource Plans", and the "Resource Planning" tab of the business case. <i>(Note: This module requires the "Business Case" module.)</i>	\$6,400
<b>Annual Service Subscription Fee:</b>			<b>\$56,000</b>



**Definitive Pro® Annual User Subscription Fee:**

Item #	Item Name	Description	Users	Unit Price	Price
U-ADM	Additional Decision Manager(s)	The annual subscription fee for an additional decision manager.	___	\$8,000	\$_____
U-IPA	Users with Intake Portal Access	The annual subscription fee for a single user with just access to the intake portal module.	___	\$288	\$_____
U-WFA	Users with Full Access to the Service	The annual subscription fee for a single user with full access to the service.	___	\$384	\$_____
<b>Annual User Subscription Fee (Non-Discounted):</b>					<b>\$XX,XXX</b>
<b>User Volume Discount:</b>					<b>\$XX,XXX</b>
<b>Annual User Subscription Fee (Discounted):</b>					<b>\$XX,XXX</b>

**Definitive Pro® Total:**

<b>Definitive Pro® Annual Total:</b>	<b>\$XX,XXX</b>
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**Professional Services:**

Item #	Line Item	Description	Units	Unit Price	Price
AS-01	Administration Services	The hourly fee for administration services. Includes: changing the configuration, assisting with creating views, lists, custom charts, dashboards, and roadmaps; importing/exporting data; and running scripts for making batch database changes.	___	\$160	\$_____
CS-01	Consulting Services	The hourly fee for consulting services. Includes: assessment of the current state; design of the future state; development of a capability roadmap; process design; implementation and support; development of presentations, meeting facilitation assistance, and general Q&A sessions.	___	\$160	\$_____
IS-01	Implementation Services	The hourly fee for configuration and implementation services. Includes: system configuration; data migration; integration with internal systems; development of custom reports; organization change management; and user acceptance test planning and support.	___	\$160	\$_____
UT-01	User Training Services	The hourly fee for user training services. Includes: time for preparing custom training materials; and delivery of standard and custom training via online and onsite session, and video training with live Q&A sessions.	___	\$160	\$_____
<b>Professional Services Total:</b>					<b>\$XX,XXX</b>

**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](mailto:JSammarco@DefinitiveInc.com)

<b>Definitive Pro® Total:</b>	<b>\$XX,XXX</b>
<b>Professional Services Total:</b>	<b>\$XX,XXX</b>
<b>Grand Total:</b>	<b>\$XX,XXX</b>
<b>Discount:</b>	<b>\$XX,XXX</b>
<b>Total (Less Discount):</b>	<b>\$XX,XXX</b>
<b>State GRT:</b>	<b>\$XX,XXX</b>
<b>Total Quote:</b>	<b>\$XX,XXX</b>