

ENTERPRISE & SCHEMA LICENSING OPTIONS

Option 1: EQUS Online (EOL) Subscription Portfolios

Term licensing of EQUS products; Software as a Service hosted via EarthSoft on Microsoft SQL Server

EQUS Database and Enterprise Workflow

Subscription Size (per environment, production and non-production)	Records	Storage	Databases	Basic (per month)	Premium (per month)
Level 1	250k	1 GB	1	\$ 375	\$ 525
Level 2	1 M	5 GB	1	\$ 625	\$ 875
Level 3	5 M	10 GB	2	\$ 1,000	\$ 1,400
Level 4	10 M	20 GB	3	\$ 1,500	\$ 2,100
Level 5	20 M	50 GB	5	\$ 2,250	\$ 3,150
Level 6	100 M	100 GB	10	\$ 3,125	\$ 4,375
Level 7	Unlimited	200 GB	20	\$ 4,500	\$ 6,300
Level 7 - Additional Resource Pack (each)		+100 GB	+10	\$1,500	\$2,500
ACAL = Active Client Access License (required for each EQUS User)				\$10 ea., per mo.	
Additional Database (any Level)				\$250 ea., per mo.	
Database Setup/Copy Fee (per occurrence)				\$500	

**EQUS Live records are discounted by 90%, (e.g., 100 EQUS Live records = 10 billable records)*

***Overage fees may apply*

Option 2: Perpetual License Portfolios

Perpetual licensing of EQUS products; software hosted on-premise by the client on Microsoft SQL Server

EQUS Database and Enterprise Workflow

License Type	Basic	Premium
EQUS Enterprise and Active Client Access License (ACAL) May be used in a Cloud OSE	\$ 20,000 (per environment)	\$ 25,000 (per environment)
	\$ 800 (per ACAL)	\$ 1,000 (per ACAL)
Core Licensing – 4 core minimum No Cloud OSE, 25 ACAL per Core	\$ 80,000 (\$ 20,000 per additional Core)	\$ 100,000 (\$ 25,000 per additional Core)

Option 3: Hybrid Configuration Portfolios

Perpetual licenses hosted via EarthSoft

Hybrid Workflow and Licensing Model

Perpetual license portfolio annual support (PLP SMA) combined with EOL hosting services (aka BYOL)	20% Perpetual list fees + 50% of EOL Enterprise Fees (prepaid with SMA)
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REST API Licensing

REST API License (per Environment), includes ArcEQUS and Power BI Connector and requires Enterprise. One key issued per ACAL. Introductory price requires monthly usage reporting and expires at the client's next SMA/EOL renewal or on Jan 1, 2021.	\$15,000 Annual Subscription
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Signed End User License Agreement (EULA) is required

All prices are stated in USD

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PROFESSIONAL & DECISION SUPPORT PRODUCTS

Professional Library Products

License Type: Product:	EOL (per mo.)	Perpetual (per CUL)
Standard ; per CUL	\$200	\$4,500
PlusD ; per CUL	\$250	\$5,500
PlusG ; per CUL	\$250	\$5,500
PlusDG ; per CUL	\$300	\$6,000
PremierD ; per CUL	\$450	\$10,000
PremierG ; per CUL	\$400	\$8,000
PremierDG ; per CUL	\$500	\$12,000

Decision Support Products

License Type: Product:	EOL (per mo.)	Perpetual
Envirolnsite ; per CUL*	\$150	\$3,000
Alive ; per CUL*	\$225	\$5,000
Risk3T ; per CUL*	\$150	\$3,000
Geotechnical Module ; per Environment*	\$600	\$15,000

CUL = Concurrent User License

Decision Support Products require but do not include an EQUS Professional Library License, and all users require a unique Enterprise ACAL to login.

DATA ACQUISITION PRODUCTS

Product:	License Type:	EOL (Monthly Fee)	Perpetual (License Fee)
EQUS Data Processor (EDP) Standalone with free formats; per CUL		\$75	\$1,500
EDP Distribution License unlimited CUL, 1 format (defined by client); per entity internal use		\$300	\$8,000
EDP Format Definition (internal or distribution); per additional format		\$100	\$2,500
EQUS Data Gathering Engine (EDGE) with free formats for internal use; per device		\$30	\$1,000
EDGE Distribution License 1 format (defined by client) for internal use; per entity		\$1,500	\$50,000
EDGE Format Definition License (internal or distribution); per additional format		\$150	\$4,000
EQUS Collect User License (licensed on an annual basis)		\$30 per user, per month	

VIEWER LICENSE AGREEMENT (VLA) PRODUCTS

Licensing provides Third Party access and use of Licensee Enterprise functionality. Term Licensing Only – hosting either by EOL or Perpetual licensee; this fee is in addition to licensee Enterprise licensing. EarthSoft Enterprise Support Services are provided to Licensee and not to the Third Party User.

Product:	License Operating System Environment Host:	EOL (Monthly Fee)	Perpetual (Monthly Fee)
Pay Per User (per user per month) – Licensee permission for third party Individual User ACAL		\$40	\$30
Project Viewer (per project per month) – Licensee designated third party Group User* ACAL		\$1,200	\$1,000

SOFTWARE MAINTENANCE AGREEMENT (SMA)

EQUS Online: 20% of EOL List fees and is subject to payment plan discount.

Perpetual: 20% of entire portfolio list price value with a support SMA fee cap of \$70,000 + \$10,000 per additional EQUS Environment or +\$2,500 per each additional Core.

Signed End User License Agreement (EULA) is required

All prices are stated in USD

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State of California Department of General Services
SLP LETTER OF OFFER – EXHIBIT A PRODUCT PRICE LISTS

EarthSoft, Inc. California SLP LOO Exhibit A, Schedule 1 - On Premise Perpetual* Software Product Price List 1

* CA SLP Customers get 10% Discount; Resellers get a 10% Fee on the Discounted Extended Price Total of All Products on this Schedule 1
* Perpetual License Product with SMA Contracts for On Premise system operations (may also be installed on Microsoft Azure)
** Perpetual License Product with SMA Contracts for On Premise system operations (may NOT be installed on Microsoft Azure)
*** SMA Contract Term License Product Requires concurrently Subscribed EQuS Enterprise

Table with columns: EarthSoft SKU#, License Type Support, License OSE, Product Name and License Type, List Price, CA SLP Price, Unit of Measure, and Includes 1 Year of EQuS Software Maintenance and Support for Licensees. Rows include various software products like EQuS Enterprise Basic, Professional Plus, and various EQuS tools.

EarthSoft, Inc. California SLP LOO Exhibit A, Schedule 2 - Software as a Service Product Price List 1

* CA SLP Customers get 10% Discount; Resellers get a 10% Fee on the Discounted Extended Price Total of All Products on this Schedule 2

Table with columns: EarthSoft SKU#, License Term, License OSE, Product Name and License Type, List Price, CA SLP Price, Unit of Measure, and Includes 1 Year of EQuS Software Maintenance and Support for Licensees. Rows include various SaaS products like EQuS Enterprise Basic, Professional Plus, and various EQuS tools.



State of California Department of General Services
SLP LETTER OF OFFER – EXHIBIT A PRODUCT PRICE LISTS

EarthSoft, Inc. California SLP LOO Exhibit A, Schedule 3 – On Premise Software Product Maintenance Contract Price List †

† CA SLP Customers get 10% Discount; Resellers get a 10% Fee on the Discounted Extended Price Total of all Products on this Schedule 3

*SMA Contracts for Perpetual License Product with On Premise system operations (may also be supported on Microsoft Azure)

** SMA Contracts for Perpetual License Product with On Premise system operations (may **NOT** be supported on Microsoft Azure)

*** Term License Product Requires concurrently supported EquiS Enterprise Contract

EarthSoft SKU#	Support Term	License OSE	"Supported" Product Name and License Type	List Price	† CA SLP Price	Unit of Measure
SMA.EQENTBASCL.P.2	2 Years	On Premise	EquiS Enterprise Basic Core License*	\$8,000.00	\$7,200.00	per Core
SMA.EQENTBASCL.P.2	2 Years	On Premise	EquiS Enterprise Basic License*	\$8,000.00	\$7,200.00	per Environment
SMA.EQENTBASCL.P.2	2 Years	On Premise	EquiS Enterprise Basic CUL*	\$9,000.00	\$8,100.00	per CUL
SMA.EQENTPRMCL.P.2	2 Years	On Premise	EquiS Enterprise Premium Core License**	\$10,000.00	\$9,000.00	per Core
SMA.EQENTPRMCL.P.2	2 Years	On Premise	EquiS Enterprise Premium License**	\$10,000.00	\$9,000.00	per Environment
SMA.EQENTPRMCL.P.2	2 Years	On Premise	EquiS Enterprise Premium - ACAL*	\$600.00	\$560.00	per ACAL
OP.EQENTPVLA.T.2	2 Years	On Premise	EquiS Enterprise Pay Per User/Viewer License Subscription***	\$720.00	\$648.00	per PPU VLA per Year
OP.EQENTPVLA.T.2	2 Years	On Premise	EquiS Enterprise Public Viewer License Annual Subscription***	\$24,000.00	\$21,600.00	per Public VLA per Year
SMA.EQPROSTDCUL.P.2	2 Years	On Premise	EquiS Professional Standard Library - CUL*	\$1,800.00	\$1,620.00	per CUL
SMA.EQPROFLUSCUL.P.2	2 Years	On Premise	EquiS Professional Plus Library - CUL*	\$2,200.00	\$1,980.00	per CUL
SMA.EQPROFLUSCUL.P.2	2 Years	On Premise	EquiS Professional PlusDG Library - CUL*	\$2,200.00	\$1,980.00	per CUL
SMA.EQPROPREMCL.P.2	2 Years	On Premise	EquiS Professional PremierDG Library - CUL*	\$2,400.00	\$2,160.00	per CUL
SMA.EQPROPREMCL.P.2	2 Years	On Premise	EquiS Professional PremierDG Library - CUL*	\$4,000.00	\$3,600.00	per CUL
SMA.EQPROPREMCL.P.2	2 Years	On Premise	EquiS Professional PremierDG Library - CUL*	\$3,200.00	\$2,880.00	per CUL
SMA.EQPROPREMCL.P.2	2 Years	On Premise	EquiS Professional PremierDG Library - CUL*	\$4,800.00	\$4,320.00	per CUL
SMA.EQENVIRONSTCUL.P.2	2 Years	On Premise	EquiS Environment - CUL*	\$1,200.00	\$1,080.00	per CUL
SMA.EQALIVECUL.P.2	2 Years	On Premise	EquiS Alive - CUL*	\$2,000.00	\$1,800.00	per CUL
SMA.EQRSK3CUL.P.2	2 Years	On Premise	EquiS Risk3 - CUL*	\$1,200.00	\$1,080.00	per CUL
SMA.EQGEOTECHN.P.2	2 Years	On Premise	EquiS Geotechnical Module License**	\$6,000.00	\$5,400.00	per Environment
OP.EQENTRESTAPUL.T.2	2 Years	On Premise	EquiS REST API Annual Subscription***	\$36,000.00	\$32,400.00	per Environment
SMA.EQEDPFDL.P.2	2 Years	On Premise	Additional EquiS EDP Internal Format Definition Licenses*	\$1,600.00	\$900.00	per Format
SMA.EQEDPFDL.P.2	2 Years	On Premise	Additional EquiS EDP Distribution License Format Definitions *	\$1,600.00	\$900.00	per Format
SMA.EQEDPFDL.P.2	2 Years	On Premise	EquiS Data Processor (EDP) "Distribution License", Unlimited CUL*	\$3,200.00	\$2,880.00	per Distrib. Lic.
SMA.EQEDPFDL.P.2	2 Years	On Premise	EquiS EDP Standalone with Free Formats - CUL*	\$600.00	\$540.00	per CUL
SMA.EQEDGEV.P.2	2 Years	On Premise	EquiS EDGE with Free Formats (EDGE) - Distributable Device Licenses*	\$2,400.00	\$2,160.00	per Device Lic.
SMA.EQEDGEV.P.2	2 Years	On Premise	Additional EquiS EDGE Internal Format Definition Licenses*	\$1,600.00	\$1,440.00	per Format
SMA.EQEDGEV.P.2	2 Years	On Premise	Additional EquiS EDGE Distribution License Format Definitions *	\$1,600.00	\$1,440.00	per Format
SMA.EQEDGEV.P.2	2 Years	On Premise	EquiS Data Gathering Engine (EDGE) "Distribution License", Unlimited Devices*	\$20,000.00	\$18,000.00	per Distrib. Lic.
OP.EQCOLLECTN.T.2	2 Years	On Premise	EquiS Collected Named User License Subscription***	\$720.00	\$648.00	per Named User / Year
SMA.EQENTBASCL.P.3	3 Years	On Premise	EquiS Enterprise Basic Core License**	\$12,000.00	\$10,800.00	per Core
SMA.EQENTBASCL.P.3	3 Years	On Premise	EquiS Enterprise Basic License**	\$12,000.00	\$10,800.00	per Environment
SMA.EQENTBASCL.P.3	3 Years	On Premise	EquiS Enterprise Basic - ACAL*	\$480.00	\$432.00	per ACAL
SMA.EQENTPRMCL.P.3	3 Years	On Premise	EquiS Enterprise Premium Core License**	\$15,000.00	\$13,500.00	per Core
SMA.EQENTPRMCL.P.3	3 Years	On Premise	EquiS Enterprise Premium License**	\$15,000.00	\$13,500.00	per Environment
SMA.EQENTPRMCL.P.3	3 Years	On Premise	EquiS Enterprise Premium - ACAL*	\$600.00	\$540.00	per ACAL
OP.EQENTPVLA.T.3	3 Years	On Premise	EquiS Enterprise Pay Per User/Viewer License Subscription***	\$1,080.00	\$972.00	per PPU VLA per Year
OP.EQENTPVLA.T.3	3 Years	On Premise	EquiS Enterprise Public Viewer License Annual Subscription***	\$36,000.00	\$32,400.00	per Public VLA per Year
SMA.EQPROSTDCUL.P.3	3 Years	On Premise	EquiS Professional Standard Library - CUL*	\$2,200.00	\$2,030.00	per CUL
SMA.EQPROFLUSCUL.P.3	3 Years	On Premise	EquiS Professional Plus Library - CUL*	\$3,000.00	\$2,970.00	per CUL
SMA.EQPROFLUSCUL.P.3	3 Years	On Premise	EquiS Professional PlusDG Library - CUL*	\$3,600.00	\$3,240.00	per CUL
SMA.EQPROPREMCL.P.3	3 Years	On Premise	EquiS Professional PremierDG Library - CUL*	\$6,000.00	\$5,400.00	per CUL
SMA.EQPROPREMCL.P.3	3 Years	On Premise	EquiS Professional PremierDG Library - CUL*	\$4,800.00	\$4,320.00	per CUL
SMA.EQPROPREMCL.P.3	3 Years	On Premise	EquiS Professional PremierDG Library - CUL*	\$7,200.00	\$6,480.00	per CUL
SMA.EQENVIRONSTCUL.P.3	3 Years	On Premise	EquiS Environment - CUL*	\$1,800.00	\$1,620.00	per CUL
SMA.EQALIVECUL.P.3	3 Years	On Premise	EquiS Alive - CUL*	\$3,000.00	\$2,700.00	per CUL
SMA.EQRSK3CUL.P.3	3 Years	On Premise	EquiS Risk3 - CUL*	\$1,800.00	\$1,620.00	per CUL
SMA.EQGEOTECHN.P.3	3 Years	On Premise	EquiS Geotechnical Module License**	\$9,000.00	\$8,100.00	per Environment
OP.EQENTRESTAPUL.T.3	3 Years	On Premise	EquiS REST API Annual Subscription***	\$54,000.00	\$48,600.00	per Environment
SMA.EQEDPFDL.P.3	3 Years	On Premise	Additional EquiS EDP Internal Format Definition Licenses*	\$1,500.00	\$1,350.00	per Format
SMA.EQEDPFDL.P.3	3 Years	On Premise	Additional EquiS EDP Distribution License Format Definitions *	\$1,500.00	\$1,350.00	per Format
SMA.EQEDPFDL.P.3	3 Years	On Premise	EquiS Data Processor (EDP) "Distribution License", Unlimited CUL*	\$4,800.00	\$4,320.00	per Distrib. Lic.
SMA.EQEDGEV.P.3	3 Years	On Premise	EquiS EDP Standalone with Free Formats - CUL*	\$900.00	\$810.00	per CUL
SMA.EQEDGEV.P.3	3 Years	On Premise	EquiS EDGE with Free Formats (EDGE) - Distributable Device Licenses*	\$600.00	\$540.00	per Device Lic.
SMA.EQEDGEV.P.3	3 Years	On Premise	Additional EquiS EDGE Internal Format Definition Licenses*	\$2,400.00	\$2,160.00	per Format
SMA.EQEDGEV.P.3	3 Years	On Premise	Additional EquiS EDGE Distribution License Format Definitions *	\$2,400.00	\$2,160.00	per Format
SMA.EQEDGEV.P.3	3 Years	On Premise	EquiS Data Gathering Engine (EDGE) "Distribution License", Unlimited Devices*	\$8,000.00	\$7,200.00	per Distrib. Lic.
OP.EQCOLLECTN.T.3	3 Years	On Premise	EquiS Collected Named User License Subscription***	\$1,080.00	\$972.00	per Named User / Year

EarthSoft, Inc. California SLP LOO Exhibit A, Schedule 4 - EquiS Implementation Services Price List †

† CA SLP Customers get 10% Discount; Resellers get a 10% Fee on the Discounted Extended Price Total of all Products on this Schedule 4

EarthSoft SKU#	Title	Resource or Job Description	Years Experience	List Price	† CA SLP Price	Education / Certification Level
CSG.OS.IPE.1	EquiS Implementation Programming Event	REQUIRED for all EquiS implementation SOW's that includes an on site meeting. The EarthSoft team will meet with the clients to discuss plans and schedules. The Implementation will be broken down into tasks, and roles and responsibilities for all implementation team members will be reviewed. Data management workflow to meet client requirements will be finalized. Sources and locations of key data sets needed to configure the EquiS reference tables will be identified. Milestones, key dates, and task assignments will be determined and provided prior to the on-site meeting being scheduled. The EquiS Implementation Event includes two implementation team members to each spend two consecutive days on site.	N/A	\$25,000.00	\$22,500.00	N/A
CSG.CTO.H.1	Chief Technical Officer	Provides technical product development strategy and roadmap. Supervises all development departments and product teams.	15	\$250.00	\$225.00	PhD
CSG.VP1.H.1	Vice President	Provides implementation and product support for large scale EquiS implementations. Contributes to development strategy and manages client sector growth.	15	\$200.00	\$180.00	B.A. or B.S. degree in related field
CSG.SD1.H.1	Software Developer/Technologist I	Provides development support for multiple large-scale projects that cross-cut multiple specialization and product development areas. Provides product support for multiple large-scale projects that cross-cut multiple specialization and product development areas.	2	\$125.00	\$112.50	B.A. or B.S. degree in related field
CSG.SD2.H.1	Software Developer/Technologist II	Provides technical or scientific and project support for multiple large-scale projects that cross-cut multiple specialization and product development areas. Provides technical or scientific and product support for multiple large-scale projects that cross-cut multiple specialization and product implementation areas.	3	\$150.00	\$135.00	B.A. or B.S. degree in related field
CSG.SD3.H.1	Software Developer/Technologist III	Provides supervision, person possesses a thorough understanding of the process requirements and provide both technical and development oversight of the project. Provides supervision, person possesses a thorough understanding of the process requirements and provide both technical and management oversight of the product.	5	\$180.00	\$162.00	B.A. or B.S. degree in related field
CSG.SA1.H.1	Systems Analyst	Provides implementation and product support for large scale EquiS implementations.	3	\$125.00	\$112.50	B.A. or B.S. degree in related field
CSG.PM1.H.1	Project Manager	Provides supervision, person possesses a thorough understanding of project milestones, budget, and technical aspects.	2	\$150.00	\$135.00	B.A. or B.S. degree in related field
CSG.PM2.H.1	Sr. Project Manager	Provides supervision, person possesses a thorough understanding of project milestones, budget, and technical aspects.	3	\$180.00	\$162.00	B.A. or B.S. degree in related field
CSG.IT1.H.1	Information Technology	Provides IT support to multiple large-scale projects clients.	2	\$150.00	\$135.00	B.A. or B.S. degree in related field

EarthSoft, Inc. California SLP LOO Exhibit A, Schedule 5 - EquiS Training Services Price List †

† CA SLP Customers get 10% Discount; Resellers get a 10% Fee on the Discounted Extended Price Total of all Products on this Schedule 5

EarthSoft SKU#	Training Resource	Resource Description	Unit of Measure	List Price	† CA SLP Price	Class Size, Students
CSG.OS.CTE.10	On-Site Customer Training Event	Two hours of online Pre-Training with an EarthSoft Trainer followed by Two days of in-person instruction at your facility and then two hours of online follow-up.	per Event	\$5,400	\$4,860.00	up to 10
CSG.SF.OTE.1	Scheduled Open Training Event	Two hours of online Pre-Training with an EarthSoft Trainer. Two days of in-person instruction at an open training event. Two hours of online follow-up with an EarthSoft Trainer.	per Attendee	\$2,500.00	\$2,250.00	up to 10 per Trainer
CSG.OLC.TE.10	Tailored Online Training Event	Sessions up to four hours in length per day. One hour of online follow-up per eight hours of online training purchased.	per Hour	\$250.00	\$225.00	up to 10
CSG.TRN1.H.1	CSG Trainer 1	Provides training support for multiple large-scale projects and clients.	per Hour	\$125.00	\$112.50	per SOW
CSG.TRN2.H.1	CSG Trainer 2	Provides training support for multiple large-scale projects and clients.	per Hour	\$150.00	\$135.00	per SOW
CSG.TRN3.H.1	CSG Trainer 3	Provides supervision to Trainers 1 and 2. Develops corporate programs and training strategy.	per Hour	\$180.00	\$162.00	per SOW