

ENTERPRISE & SCHEMA LICENSING OPTIONS

Option 1: EQuIS Online (EOL) Subscription Portfolios

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

EQuIS Enterprise and Schema(s)

Subscription Size (per environment, production and non-production)	Records	Storage	Databases	Basic (per month)	Premium (per month)
Level 1	250k	1 GB	1	\$420	\$580
Level 2	1 M	5 GB	1	\$700	\$960
Level 3	5 M	10 GB	2	\$1,100	\$1,550
Level 4	10 M	20 GB	3	\$1,650	\$2,300
Level 5	20 M	50 GB	5	\$2,500	\$3,500
Level 6	100 M	100 GB	10	\$3,450	\$4,800
Level 7	Unlimited	200 GB	20	\$5,000	\$7,000
Level 7 - Additional Resource Pack (each)		+100 GB	+10	\$1,650	\$2,750
ACAL = Active Client Access License (required for each EQuIS User)				\$10 ea., per mo.	
Additional Database (any Level)				\$275 ea., per mo.	
Database Setup/Copy Fee (per occurrence)				\$500	
Microsoft Azure Virtual Machine, accessible by one (1) user, to run EQuIS applications				\$350 per mo.	
Microsoft Azure Virtual Machine, each additional user				\$25 per user, per mo.	

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

**Overage fees may apply

***EQuIS database level includes an EDP Distribution license

Option 2: Perpetual License Portfolios

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

EQuIS Enterprise and Schema(s)

License Type	Basic	Premium
EQuIS Enterprise <i>Includes an EDP Distribution license</i>	\$22,000 (per environment)	\$27,500 (per environment)
Active Client Access License (ACAL)	\$800 (per ACAL)	\$1,000 (per ACAL)

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 includes ArcEQuIS and Power BI Connector and requires Enterprise. One key issued per ACAL. Licensed as annual subscription, per environment.	Annual Fee \$16,500
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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	\$220	\$5,000
PlusD; per CUL	\$275	\$6,000
PlusG; per CUL	\$275	\$6,000
PlusDG; per CUL	\$330	\$6,500
PremierD; per CUL	\$500	\$11,000
PremierG; per CUL	\$450	\$9,000
PremierDG; per CUL	\$550	\$13,000

Decision Support Products

License Type: Product:	EOL (per mo.)	Perpetual
Envirolnsite; per CUL*	\$170	\$3,300
Alive; per CUL*	\$250	\$5,500
Risk3T; per CUL*	\$160	\$3,000
Geotechnical Module; per Environment*	\$650	\$16,500

CUL = Concurrent User License

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

DATA ACQUISITION PRODUCTS

License Type: Product:	EOL (Monthly Fee)	Perpetual (License Fee)
EQUIS Data Processor (EDP) Standalone with free formats; per CUL	NA	\$2,000
EDP Distribution Standalone License unlimited CUL, 1 format (defined by client); per entity internal use	\$500	\$10,000
EQUIS 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
EQUIS Collect User License (licensed on an annual basis); per user	\$25 per month	
EQUIS Collect Named User Distribution License (licensed on an annual basis); per user account	\$18,000 per year	

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.

Project Viewer VLA - Licensee designated third party Group User* ACAL, License Operating System Environment Host, Per Project VLA	\$1,200 (per mo.)	\$14,400 (per yr.)
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Pay Per User VLA - License Bundle Quantity:	10	30	60	100	150
Fee Discounted:	0%	10%	20%	30%	40%
Net Monthly Price:	\$200	\$540	\$960	\$1,400	\$1,800
Net Annual Price:	\$2,400	\$6,480	\$11,520	\$16,800	\$21,600

SOFTWARE MAINTENANCE AGREEMENT (SMA)

EQUIS Online/Hybrid: 20% of pricelist fees and is subject to payment plan discount.

Perpetual (On-Premises): 25% of entire portfolio list price value with a support SMA fee cap of \$70,000 + \$10,000 per additional EQUIS 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 IOO Exhibit A, Schedule 1 - On Premise Perpetual* Software Product 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 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 concurrent support (EarthSoft Enterprise)

Table with columns: EarthSoft SKU#, License Type Support Term, License OSE, Product Name and License Type, List Price, CA SLP Price, Unit of Measure, and Includes 1 Year of EarthSoft Software Maintenance and Support for Licensee, Subject to Internal License Use Requirements (VIA exception):

EarthSoft, Inc. California SLP IOO Exhibit A, Schedule 2 - Software as a Service Product 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 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 EarthSoft Software Maintenance and Support for Licensee, Subject to Internal End Use by (Not Included):



**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.EQENTBASCAL.P.2	2 Years	On Premise	EQUiS Enterprise Basic Core License**	\$8,000.00	\$7,200.00	per Core
SMA.EQENTBASCAL.P.3	3 Years	On Premise	EQUiS Enterprise Basic Core License**	\$8,000.00	\$7,200.00	per Core
SMA.EQENTPRMASCAL.P.2	2 Years	On Premise	EQUiS Enterprise Premium Core License**	\$12,000.00	\$10,800.00	per Core
SMA.EQENTPRMASCAL.P.3	3 Years	On Premise	EQUiS Enterprise Premium Core License**	\$12,000.00	\$10,800.00	per Core
OP.EQENTPUBLIC.VA.2	2 Years	On Premise	EQUiS Enterprise Public Viewer License Annual Subscription***	\$4,000.00	\$3,600.00	per ACAL
OP.EQENTPUBLIC.VA.3	3 Years	On Premise	EQUiS Enterprise Public Viewer License Annual Subscription***	\$4,000.00	\$3,600.00	per ACAL
SMA.EQPROPSDGL.P.2	2 Years	On Premise	EQUiS Professional Standard Library - CUL*	\$1,800.00	\$1,620.00	per CUL
SMA.EQPROPSDGL.P.3	3 Years	On Premise	EQUiS Professional Standard Library - CUL*	\$1,800.00	\$1,620.00	per CUL
SMA.EQPROPLUSDGL.P.2	2 Years	On Premise	EQUiS Professional PlusDG Library - CUL*	\$2,200.00	\$1,980.00	per CUL
SMA.EQPROPLUSDGL.P.3	3 Years	On Premise	EQUiS Professional PlusDG Library - CUL*	\$2,200.00	\$1,980.00	per CUL
SMA.EQPROPREM.DGL.P.2	2 Years	On Premise	EQUiS Professional PremierDG Library - CUL*	\$4,000.00	\$3,600.00	per CUL
SMA.EQPROPREM.DGL.P.3	3 Years	On Premise	EQUiS Professional PremierDG Library - CUL*	\$4,000.00	\$3,600.00	per CUL
SMA.EQENVIROINTECUL.P.2	2 Years	On Premise	EQUiS Environmental - CUL*	\$1,200.00	\$1,080.00	per CUL
SMA.EQENVIROINTECUL.P.3	3 Years	On Premise	EQUiS Environmental - CUL*	\$1,200.00	\$1,080.00	per CUL
SMA.EQGISRISKT.CUL.P.2	2 Years	On Premise	EQUiS RiskIT - CUL*	\$1,800.00	\$1,620.00	per CUL
SMA.EQGISRISKT.CUL.P.3	3 Years	On Premise	EQUiS RiskIT - CUL*	\$1,800.00	\$1,620.00	per CUL
SMA.EQGEOTECHINT.P.2	2 Years	On Premise	EQUiS Geotechnical Module License**	\$6,000.00	\$5,400.00	per Environment
SMA.EQGEOTECHINT.P.3	3 Years	On Premise	EQUiS Geotechnical Module License**	\$6,000.00	\$5,400.00	per Environment
SMA.EQEDIPFDL.P.2	2 Years	On Premise	Additional EQUiS EDP Internal Format Definition Licenses*	\$1,000.00	\$900.00	per Format
SMA.EQEDIPFDL.P.3	3 Years	On Premise	Additional EQUiS EDP Internal Format Definition Licenses*	\$1,000.00	\$900.00	per Format
SMA.EQEDIPDSTL.P.2	2 Years	On Premise	Additional EQUiS EDP Distribution License Format Definitions *	\$1,000.00	\$900.00	per Format
SMA.EQEDIPDSTL.P.3	3 Years	On Premise	Additional EQUiS EDP Distribution License Format Definitions *	\$1,000.00	\$900.00	per Format
SMA.EQEDICUL.P.2	2 Years	On Premise	EQUiS EDP Standalone with Free Formats - CUL*	\$600.00	\$540.00	per Device Lic.
SMA.EQEDICUL.P.3	3 Years	On Premise	EQUiS EDP Standalone with Free Formats (EDGE) - Distributable Device Licenses**	\$600.00	\$540.00	per Device Lic.
SMA.EQEDGEDEF.P.2	2 Years	On Premise	Additional EQUiS EDGE Internal Format Definition Licenses*	\$1,600.00	\$1,440.00	per Format
SMA.EQEDGEDEF.P.3	3 Years	On Premise	Additional EQUiS EDGE Internal Format Definition Licenses*	\$1,600.00	\$1,440.00	per Format
SMA.EQEDGEHDL.P.2	2 Years	On Premise	EQUiS Data Gathering Engine (EDGE) "Distribution Licenses", Unlimited Devices*	\$20,000.00	\$18,000.00	per Distrib. Lic.
SMA.EQEDGEHDL.P.3	3 Years	On Premise	EQUiS Data Gathering Engine (EDGE) "Distribution Licenses", Unlimited Devices*	\$20,000.00	\$18,000.00	per Distrib. Lic.
OP.EQCOLLECTMULTI.2	2 Years	On Premise	EQUiS Collect Named User License Subscription***	\$720.00	\$648.00	per Named User / Year
OP.EQCOLLECTMULTI.3	3 Years	On Premise	EQUiS Collect Named User License Subscription***	\$720.00	\$648.00	per Named User / Year
OP.EQCOLLECTDISTL.2	2 Years	On Premise	EQUiS Collect Named User Distribution License	\$40,000.00	\$36,000.00	per User Account
SMA.EQENTBASCAL.P.3	3 Years	On Premise	EQUiS Enterprise Basic Core License**	\$12,000.00	\$10,800.00	per Core
SMA.EQENTPRMASCAL.P.3	3 Years	On Premise	EQUiS Enterprise Premium Core License**	\$12,000.00	\$10,800.00	per Core
SMA.EQENTPRMASCAL.P.3	3 Years	On Premise	EQUiS Enterprise Premium Core License**	\$4,800.00	\$4,320.00	per Environment
SMA.EQENTPRMASCAL.P.3	3 Years	On Premise	EQUiS Enterprise Premium Core License**	\$15,000.00	\$13,500.00	per Core
SMA.EQENTPRMASCAL.P.3	3 Years	On Premise	EQUiS Enterprise Premium Core License**	\$15,000.00	\$13,500.00	per Environment
SMA.EQENTPRMASCAL.P.3	3 Years	On Premise	EQUiS Enterprise Premium Core License**	\$4,000.00	\$3,600.00	per ACAL
OP.EQENTPUBLIC.VA.3	3 Years	On Premise	EQUiS Enterprise Public Viewer License Annual Subscription***	\$10,800.00	\$9,720.00	per PPU VUA per Year
OP.EQENTPUBLIC.VA.3	3 Years	On Premise	EQUiS Enterprise Public Viewer License Annual Subscription***	\$10,800.00	\$9,720.00	per Public VUA per Year
SMA.EQPROPLUSDGL.P.3	3 Years	On Premise	EQUiS Professional PlusDG Library - CUL*	\$2,700.00	\$2,430.00	per CUL
SMA.EQPROPLUSDGL.P.3	3 Years	On Premise	EQUiS Professional PlusDG Library - CUL*	\$3,300.00	\$2,970.00	per CUL
SMA.EQPROPLUSDGL.P.3	3 Years	On Premise	EQUiS Professional PlusDG Library - CUL*	\$3,300.00	\$2,970.00	per CUL
SMA.EQPROPLUSDGL.P.3	3 Years	On Premise	EQUiS Professional PlusDG Library - CUL*	\$8,600.00	\$7,740.00	per CUL
SMA.EQPROPREM.DGL.P.3	3 Years	On Premise	EQUiS Professional PremierDG Library - CUL*	\$6,000.00	\$5,400.00	per CUL
SMA.EQPROPREM.DGL.P.3	3 Years	On Premise	EQUiS Professional PremierDG Library - CUL*	\$7,200.00	\$6,480.00	per CUL
SMA.EQENVIROINTECUL.P.3	3 Years	On Premise	EQUiS Environmental - CUL*	\$1,800.00	\$1,620.00	per CUL
SMA.EQENVIROINTECUL.P.3	3 Years	On Premise	EQUiS Environmental - CUL*	\$2,000.00	\$1,800.00	per CUL
SMA.EQGISRISKT.CUL.P.3	3 Years	On Premise	EQUiS RiskIT - CUL*	\$1,800.00	\$1,620.00	per CUL
SMA.EQGEOTECHINT.P.3	3 Years	On Premise	EQUiS Geotechnical Module License**	\$9,000.00	\$8,100.00	per Environment
SMA.EQGEOTECHINT.P.3	3 Years	On Premise	EQUiS Geotechnical Module License**	\$10,000.00	\$9,000.00	per Environment
SMA.EQEDIPFDL.P.3	3 Years	On Premise	Additional EQUiS EDP Internal Format Definition Licenses*	\$1,500.00	\$1,350.00	per Format
SMA.EQEDIPFDL.P.3	3 Years	On Premise	Additional EQUiS EDP Internal Format Definition Licenses*	\$1,500.00	\$1,350.00	per Format
SMA.EQEDIPDSTL.P.3	3 Years	On Premise	Additional EQUiS EDP Distribution License Format Definitions *	\$4,800.00	\$4,320.00	per Format Lic.
SMA.EQEDICUL.P.3	3 Years	On Premise	EQUiS EDP Standalone with Free Formats - CUL*	\$900.00	\$810.00	per CUL
SMA.EQEDICUL.P.3	3 Years	On Premise	EQUiS EDP Standalone with Free Formats (EDGE) - Distributable Device Licenses**	\$600.00	\$540.00	per Device Lic.
SMA.EQEDGEDEF.P.3	3 Years	On Premise	Additional EQUiS EDGE Internal Format Definition Licenses*	\$2,400.00	\$2,160.00	per Format
SMA.EQEDGEDEF.P.3	3 Years	On Premise	Additional EQUiS EDGE Internal Format Definition Licenses*	\$2,400.00	\$2,160.00	per Format
SMA.EQEDGEHDL.P.3	3 Years	On Premise	EQUiS Data Gathering Engine (EDGE) "Distribution Licenses", Unlimited Devices*	\$30,000.00	\$27,000.00	per Distrib. Lic.
SMA.EQEDGEHDL.P.3	3 Years	On Premise	EQUiS Data Gathering Engine (EDGE) "Distribution Licenses", Unlimited Devices*	\$30,000.00	\$27,000.00	per Distrib. Lic.
OP.EQCOLLECTMULTI.3	3 Years	On Premise	EQUiS Collect Named User License Subscription***	\$1,080.00	\$972.00	per Named User / Year
OP.EQCOLLECTMULTI.3	3 Years	On Premise	EQUiS Collect Named User License Subscription***	\$60,000.00	\$54,000.00	per User Account

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 client 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.VP.L.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.SD.I.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 implementation areas.	2	\$125.00	\$112.50	B.A. or B.S. degree in related field
CSG.SD.II.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.SD.III.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.SA.I.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.PM.I.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.PM.II.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.IT.I.H.1	Information Technology	Provides IT support on 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.OL.CTE.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.TRN.I.H.1	CSG Trainer 1	Provides training support for multiple large-scale projects and clients.	per Hour	\$125.00	\$112.50	per SOW
CSG.TRN.II.H.1	CSG Trainer 2	Provides training support for multiple large-scale projects and clients.	per Hour	\$150.00	\$135.00	per SOW
CSG.TRN.III.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