

**Department of Information Resources
Technology Based Recording Equipment, Software, Conferencing Products and Related Services
Contract DIR-TSO-3935**

PRICING SHEET					
Technology Based Recording Equipment, Software and Conferencing Products					
PRODUCT MANUFACTURER/BRAND	PRODUCT DESCRIPTION (provide Name, Model and detailed product features)	Part Number	MSRP COST EACH/Per Unit	Discount % off MSRP (2 decimals)	* DIR Customer Price EACH/Per Unit
Hardware					
We don't sell HW	HW Specs and details are described in the complete response - Section 5: SpeechLog Hardware & Remote Installation				0.00
Software					
Technology Based Recording	SpeechLog Voice Recording License - IP	120002605	\$ 350.00	27.50%	\$ 255.65
Technology Based Recording	SpeechLog Voice Recording License - IP (redundant)	120002606	\$ 140.00	27.50%	\$ 102.26
Technology Based Recording	SpeechLog Screen Recording License	120002615	\$ 120.00	27.50%	\$ 87.65
Technology Based Recording	SpeechLog Agent Evaluation License - QA	120002610	\$ 240.00	27.50%	\$ 175.31
Technology Based Recording	SpeechLog Backup Module License	120002630	\$ 750.00	27.50%	\$ 547.83
Technology Based Recording	SpeechLog Archiving Module License	120002631	\$ 750.00	27.50%	\$ 547.83
Technology Based Recording	SpeechLog CTI Integration License	120002620	\$ 3,500.00	27.50%	\$ 2,556.53
Technology Based Recording	SpeechLog CRM Integration License	120002621	\$ 3,500.00	27.50%	\$ 2,556.53
Technology Based Recording	SpeechLog Centralized Management Licenses - CSM	120002625	\$ 5,000.00	27.50%	\$ 3,652.19
Technology Based Recording	SpeechLog Encryption Licenses	120002607	\$ 48.00	27.50%	\$ 35.06

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Related Services						
RELATED SERVICE NAME	SERVICE DESCRIPTION (provide detailed service features)	Part/Service Number	MSRP COST EACH/Per Unit	Unit of Issue	Discount % off MSRP (2 decimals)	* DIR Customer Price EACH/Per Unit
					0.00%	\$ -
Hosted Call Recording (specify pricing model, e.g., monthly fee, volume discount, tiered pricing)	We offer cloud hosted call recoding solution; upon DIR request, the hosted solution would be priced - case by case - by adding the ISP or cloud service provider cost after we identefy the database size/storage, number of ports and licenses needed by each client.				0.00%	\$ -
Installation	Remote installation: Terms & details are described in the complete response - Section 5: SpeechLog Hardware & Remote Installation		\$ 1,900.00	per server	20.00%	\$ 1,531.40
					0.00%	\$ -
Maintenance and Support					0.00%	\$ -
Annual	Standard care-pack remote annual support - weekdays M-F, 8am - 5pm: includes email, online and telephone support (Section 4: Related Services)		\$ 49.00	per port	10.00%	\$ 44.43
Annual	Premuim care pack remote annual support - 24/7 weekdays & weekend: includes email, online and telephone support (Section 4: Related Services)		\$ 64.00	per port	10.00%	\$ 58.03
Online	Support online and by email		\$ 60.00	per hour	10.00%	\$ 54.41
Telephone	Support by Telephone		\$ 65.00	per hour	10.00%	\$ 58.94
On-Site	On-Site suuport		\$ 79.00	per hour	10.00%	\$ 71.63
Customization					0.00%	\$ -
Hourly Rate	Man-Hour customization work		\$ 135.00	per hour	15.00%	\$ 115.61
Training					0.00%	\$ -
On-Site (Provide number of individuals that can be trained on-site per class)	Instrutor-led 3 days technical course. Training room must be a computer lab. facility lease, any attendees travel & trasportation expenses are excluded. Recommended class size is 14 attendees which needs 7 workstations (2 attendees per workstation).		\$ 10,000.00	per class	15.00%	\$ 8,563.75
On-Line Tutorial	On-line instructor-led 3-hour training session		\$ 550.00	per session	15.00%	\$ 471.01
Individual (Vendor site)	Instrutor-led 3 days technical course. Two refreshments: breackfast and lunch are included. Attendee travel & trasportation expenses are excluded.		\$ 2,000.00	per person	15.00%	\$ 1,712.75

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Group (Vendor site) Provide number of individuals that can be trained at vendor site)	Instrutor-led 3 days technical course. Training room is a computer lab. Two refreshments: breackfast and lunch are included. Ay attendees travel & trasportation expenses are excluded. Based on class size is 14 attendees and 7 workstations (2 attendees per workstation).		\$ 15,000.00	per class	15.00%	\$ 12,845.63
					0.00%	\$ -
					0.00%	\$ -
					0.00%	\$ -
Additional Discount Based On Aggregate Sales						
	Contract Sales Threshold	Service Category Description	Part Number if Applicable	Original DIscount	Additional Discount	Total Discount
	\$ 50,000.00	Licenses purchase		27.50%	5.00%	32.50%
	\$ 100,000.00	Licenses purchase		27.50%	10.00%	37.50%
	\$ 250,000.00	Licenses purchase		27.50%	15.00%	42.50%
	\$ 50,000.00	Man-Hour customization work		15.00%	5.00%	20.00%
	\$ 100,000.00	Man-Hour customization work		15.00%	10.00%	25.00%
	\$ 250,000.00	Man-Hour customization work		15.00%	15.00%	30.00%