

Tab 2 – Products/Pricing

For non-education customers, after selecting the appropriate Module Package in Tab 5, pricing will be based on total square footage of managed building space. The Annual Subscription fees noted below are based on 1M square feet of assets under management.

FAMIS 360 MAINTENANCE BUNDLE (Non-Education)	LIST PRICE	PRICING METRIC¹	OMNIA DISCOUNT	OMNIA SELL PRICE²
<i>FM-Lite</i>	\$15,000	Square foot	13%	\$13,050
<i>FM-Office</i>	\$17,000	Square foot	13%	\$14,790
<i>FM-Finance</i>	\$25,000	Square foot	13%	\$21,750
<i>FM-Premium</i>	\$28,900	Square foot	13%	\$25,143
<i>Space Management (standalone)</i>	\$30,000	Square foot	13%	\$26,100

For Education customers, after selecting the appropriate Module Package in Tab 5, pricing will be based on the type of school and number of students as reported in the National Center for Educational Statistics (nces.gov).

FAMIS 360 MAINTENANCE BUNDLE (Education)³	FM-Lite (OMNIA price per student)	FM-Office (OMNIA price per student)	FM-Finance (OMNIA price per student)	FM-Premium (OMNIA price per student)	Space Mgmt (standalone) (OMNIA price per student)
<i>Associates / K-12</i>	\$1.305	\$2.3751	\$2.61	\$3.393	\$2.175
<i>Public Masters / Bachelors</i>	\$1.74	\$3.1668	\$3.48	\$4.524	\$2.61
<i>Public Doctoral / Research</i>	\$2.175	\$3.9585	\$4.35	\$5.655	\$2.8275
<i>Private Masters / Bachelors</i>	\$2.61	\$4.785	\$5.22	\$6.96	\$3.045
<i>Private Doctoral / Research</i>	\$3.915	\$6.3249	\$6.96	\$9.048	\$4.785

¹ Pricing metric will include items such as square footage. Each, square foot, quantity, etc.

² The Annual Subscription floor price for any FAMIS 360 customer is \$5,000.

³ Additional discount scale available for student count greater than 9,000

The Annual Subscription fees noted below are based on 1M square feet of assets under management.

VFA PRODUCT	LIST PRICE	PRICING METRIC	OMNIA DISCOUNT	OMNIA SELL PRICE
<i>Capital Planning</i>		Square foot	13%	
VFA.facility ⁴	\$10,000	Square foot	13%	\$8,700
VFA.auditor	\$5,000	Square foot	13%	\$4,350
Report Author	\$2,500	Per user	13%	\$2,175

NOTES:

For all entities eligible to purchase under this Agreement, Accruent provides the ability to license the software based upon the square footage of the buildings and structures that are managed. This approach, unless listed otherwise, provides unlimited user access to products/modules referenced herein.

The Cloud-based products/modules are provided as a Software as a Service (SaaS) model. Pricing is provided on a Square Foot basis by product/module at the costs above for unlimited users/site licensing unless otherwise noted.

Annual Support, updates, upgrades, and all system management (hosting) is provided as part of the Software as a Service annual fee.

Maximum increase in subscription fees for subsequent years is capped at 7% with a 5-year non-cancelable renewal commitment.

SERVICES	LIST LABOR RATE	PRICING METRIC ⁵	OMNIA DISCOUNT	OMNIA SELL PRICE
<i>Software Implementation</i>		Per hour	13%	
Professional Services PM (FAMIS)	\$235	Per hour	13%	\$205
<i>Hosting</i>	Included			
<i>Ongoing Support / Maintenance</i>	Included			
<i>Professional Services</i>		Per hour	10%	
VFA PS - Benchmarking	\$13,000	Per Session	10%	\$11,700

⁴ Annual software subscription price for VFA.facility starts at \$7,500 regardless of square feet. Higher discounts available for larger square footage of managed space.

⁵ Pricing metric will include items such as square footage. Each, square foot, quantity, etc.

VFA PS - Capital Budgeting Prioritization Workshop - Standard	\$22,000	Per Session	10%	\$19,800
VFA PS - Capital Planning Program Development Workshop - Standard	\$22,000	Per Session	10%	\$19,800
VFA PS - Data Maintenance (Hourly Rate)	\$250	Per Hour	10%	\$225
VFA PS - Flexible Professional Service Hours - Fixed Fee (Hourly Rate)	\$250	Per Hour	10%	\$225
VFA PS - Navigator Program - Standard	\$37,000	Per Session	10%	\$33,300
VFA TR - VFA.facility Advanced Data Development - 2 Day Client Hosted	\$12,500	Per Session	10%	\$11,250
VFA TR - VFA.facility Advanced Data Maintenance - 2 Day Client Hosted	\$12,500	Per Session	10%	\$11,250
VFA TR - VFA.facility Core + Advanced Data Development - 3 Day Client Hosted	\$17,500	Per Session	10%	\$15,750
VFA TR - VFA.facility Core + Advanced Data Maintenance - 3 Day Client Hosted	\$17,500	Per Session	10%	\$15,750
VFA TR - VFA.facility Core Training - 2 Day Client Hosted	\$10,000	Per Session	10%	\$9,000
VFA TR - VFA.facility Manager Overview-Refresher Training - Web-based (6 HR)	\$4,000	Per Session	10%	\$3,600
Facility Condition Assessment ⁶		Per hour	15%	
Project Director	\$235	Per hour	15%	\$200
Project Manager	\$163	Per hour	15%	\$139
Facilities Condition Assessor	\$136	Per hour	15%	\$116
QA/QC	\$136	Per hour	15%	\$116
Project Assistant	\$86	Per hour	15%	\$73
Patch, Upgrade, & Update Deployment	Included			
Disaster Recovery	Included			

⁶ The FCA fees noted are based on 1M square feet of assets under management.



EMS Pricing

The EMS Base product allows for Event Planning and Tracking, support Service Orders, Pricing and Billing. EMS also helps you understand your full room utilization across your organization. We provide different packages depending on your preference.

Product Name	EMS Workplace	EMS Workplace Base	EMS Campus Connect	EMS Campus	EMS Enterprise Base
<i>Vertical</i>	Corporate/Government	Corporate/Government	K-12 and Higher Ed	K-12 and Higher Ed	K-12 and Higher Ed
<i>Product Key Word</i>	Event Scheduling Room and Resource Scheduling Office Hoteling	Event Scheduling Room and Resource Scheduling Office Hoteling	Academic Scheduling Event Management Room and Resource Scheduling	Academic Scheduling Event Management Room and Resource Scheduling	Event Management Room and Resource Scheduling
<i>Brief Description</i>	Designed to meet the needs of our Corporate clients looking to maximize efficiency in Space Utilization, calendar integration, Hoteling or platform services out of the box.	Designed to meet the needs of our smaller corporate clients just looking to start planning events or are beginning the journey of room utilization and have only basic needs for scheduling.	Designed for our robust Campus Client who is looking to track full room utilization across campus, optimize course scheduling and integrate with the SIS solution and other Campus software.	Designed to go campus-wide for Event scheduling and tracking Room utilization, but the campus still has another solution to optimize courses and other Academic activities.	Designed for our education institutions that want to start scheduling events and tracking room utilization of non-classroom space, starting in one department and then expanding.
<i>Package Pricing</i>	Package starts at \$20,000 with variable pricing based on the amount of spaces schedule and modules required	Package starts at \$12,000 with variable pricing based on the number of spaces scheduled and modules required	Package starts at \$20,000 and varies based on the enrollment of the institution and modules required	Package starts at \$15,000 and varies based on the enrollment of the institution and modules required	Package starts at \$10,000 and increases based on the modules required
<i>OMNIA Discount</i>	13% off final package pricing	13% off final package pricing	13% off final package pricing	13% off final package pricing	13% off final package pricing

Lucernex Pricing

Step 1 – Determine Modules: The first step in pricing Lucernex is to determine the modules that are needed to provide the business value that is sought.

- a. RE Contracts: administer your leases more efficiently and gain greater insight into lease realities, while also ensuring compliance with the newest Lease Accounting standards.
 - i. Lease Administration: establish a single source of truth for lease information to ensure your organization is both compliant and protected per the stipulations of the lease.
 - ii. Rent Accounting: account for rent in compliance with FASB/IFRS standards.
- b. Equipment Contracts: establish a single source of truth for equipment contracts and account for rent in compliance with FASB/IFRS standards.
- c. Markets & Sites: streamline and consolidate the process by which a potential site is evaluated and selected, decreasing the time to an informed decision.
- d. Projects: streamline and consolidate the process by which a new location is stood up, decreasing the time to project completion and occupancy with the associated savings
- e. Capital Projects: streamline and consolidate the process by which major projects are completed on locations that are already in operation, reducing operational interruption time and controlling for project cost.

Step 2 – Determine Add-Ons: The next step is to determine any add-ons that are needed with the Lucernex application. Examples include:

- a. Additional storage: for many clients, a key value prop is a single source of truth for facility-related documents. If you are a large organization, the 100GB of storage included with their license may be insufficient.
- b. DataMart: Increased ease of reporting by allowing for flexible report building that circumvents the complexity of building reports that cross DB tables.
- c. Google Maps: support GIS pinning at the portfolio and entity level. Gain visual insight into the geographic distribution of the portfolio.
- d. Web Spreadsheets: The excel model allows companies to utilize pre-existing excel files, often created, and refined over many years, that perform critical business functions like generating construction estimates, creating proformas for new site / renewal analysis decisions, etc.
- e. Unique Train environment: A dedicated environment for testing processes, integrations, etc. Having a dedicated environment means your organization controls when to ingest releases into Train. This environment can be licensed per year or per 6 months.

Step 3 – Determine Pricing Metric: Lucernex can be priced based on facility count or lease (contract) count, depending on the functionality required. Determine which makes sense for your organization based on the modules selected.

Step 4 – Determine Pricing for your Organization: Leverage your Accruent team to enter the information above through the Lucernex pricing calculator, where an OMNIA discount will be applied against any modules/add-ons selected.

Sample Pricing – *pricing may vary per organization based on the functionality required. Please consider the following representative and work with your Accruent team to generate a more accurate quote.*

Product	50 Leases	50 Facilities	100 Leases	100 Facilities
<i>Lx Contracts</i>	\$10,625	\$12,500	\$12,750	\$15,000
<i>Lx Projects</i>	N/A	\$8,000	N/A	\$10,000
<i>Lx Capital Projects</i>	N/A	\$5,000	N/A	\$6,000
<i>Lx Web Spreadsheets</i>	\$2,400	\$2,400	\$3,000	\$3,000
<i>Lx Google Maps</i>	\$800	\$800	\$1,000	\$1,000
<i>Total</i>	\$13,825	\$28,700	\$16,750	\$35,000
OMNIA Discounted Price (13%)	\$12,028	\$24,969	\$14,573	\$30,450

Meridian Pricing

Accruent’s Meridian Engineering Document Management Software (EDMS) can be added to a FAMIS implementation. EDMS provides a single source of truth for building and equipment documentation. Combining your building/equipment documentation with work orders can improve ticket times, speed to repair, and reduce costly change orders for future construction projects. This documentation can be CAD or PDF based and will be integrated with your FAMIS software for complete ease of use.

	Minimum Quantity	Annual Subscription List Price	OMNIA Discount off List	OMNIA Net Price
Meridian Cloud Business Subscription	20	\$1800/user	13%	\$1566.00/user
Meridian Cloud Business User Pass	30	\$120/user	13%	\$104.40/user
Meridian Cloud Business NFP Subscription	8	\$900/user	13%	\$783.00/user
Meridian Cloud Business NFP User Pass	8	\$60/user	13%	\$52.20/user

Note: NFP – Not for Production subscriptions are for situations where a customer needs a test environment for checking out new releases and changes in their configuration.

Please contact a Meridian Account Executive for assistance with license configuration and pricing for Professional Services required to implement the solution. Additional discounts may apply for license counts over 50/users as well as multi-year terms.

vx Observe Pricing

IoT integration pricing provides multiple levels of management based upon the needs of each client. The scope of the effort required to support the needs of most customers is able to be tied to the size of the structure that is being managed and therefore the pricing structure has been setup based upon the level of management desired and the total managed square feet of building space.

	MONITORING * HVAC * Lighting * Sensors	MONITOR and PREDICT	MONITOR, PREDICT, and CONTROL	Any Other Category plus Energy Monitoring (available)
List Price per SF/yr	\$0.01125	\$0.02025	\$0.02475	Requires Scoping
OMNIA Discount	10%	10%	10%	10%
OMNIA Price per SF/yr	\$0.010125	\$0.018225	\$0.022275	Requires Scoping

Sample OMNIA pricing subscription per year for each of the categories

Size of Portfolio (Total Gross Square Feet)	Option 1 - Monitor	Option 2 - Monitor & Predict	Option 3 – Monitor, Predict and Control
500,000	\$5,062.50	\$9,112.50	\$11,137.50
1,000,000	\$10,125.00	\$18,225.00	\$22,275.00
1,500,000	\$15,187.50	\$27,337.50	\$33,412.50