



Request for Vendor Contract Update

Pursuant to the terms of your awarded vendor contract, all vendors must notify and receive approval from Region 4/OMNIA Partners, Public Sector when there is an update in the contract. No request will be officially approved without the prior authorization of Region 4. Region 4 reserves the right to accept or reject any request.

Marick Group, LLC hereby provides notice of the following update to
(Vendor Name)

Contract number: R201403 for Learning Management System on this date 8-9-2021.
Contract Title

Instructions: Vendors must check all that may apply and shall provide supporting documentation. Place your initials next to each item to confirm that documents are indeed included. Request received without supporting documentation will be returned. Be sure to sign prior to submitting your update for approval. **This form is not intended for use if there is a material change in operations, which may adversely affect members, i.e. assignment, bankruptcy, change of ownership, merger, etc. Please contact a member of the OMNIA Partners Contracting Team to request a "Notice of Material Change to Vendor Contract" form.**

Authorized Distributors/Dealers
____ Addition
____ Deletion
____ Supporting Documentation

Price Update
____ Supporting Documentation

Products/Services
____ New Addition
 Update Only
____ Supporting Documentation

Discontinued Products/Services
____ Supporting Documentation

States/Territories
____ Supporting Documentation

Other _____
____ Supporting Documentation

Notes: Vendor may include other notes regarding the contract update here: (attach another page if necessary). changed pricing in services (page 4) to more accurately reflect the market, please fully replace this excel document with the one currently online

Submitted By: April Behtash

Approved Date 8/18/2021 | 3:30 PM CDT

Title: Managing Director

Denied Date _____

Contact Number: 3035072687

Email Address: april.behtash@marickgroup.com

DocuSigned by:
Robert Zingelmann
Region 4 ESC: _____
081D33BB0130490...
Robert Zingelmann

ESC 4

Request for Proposal Solicitation Number 20-14

Cornerstone OnDemand, Inc.

CATEGORY	SUBCATEGORY	BRAND	PRODUCT DESCRIPTION	PRODUCT PART NUMBER	MSRP	DIR Customer Discount % off MSRP	ESC 4 Price	Unit	AVERAGE BRAND DISCOUNT
							\$ -		
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Learning Management SaaS - 1000 users and below	Learning-Base	\$40.00	35.00%	26.195	p/user	50.45%
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Learning Management SaaS - 1001- 2500 users	Learning-Base	\$40.00	40.0%	24.18	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Learning Management SaaS - 2501 - 5000 users	Learning-Base	\$40.00	45.0%	22.165	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Learning Management SaaS - 5001 - 7500 users	Learning-Base	\$40.00	50.0%	20.15	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Learning Management SaaS - 7501 - 10000 users	Learning-Base	\$40.00	55.0%	18.135	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Learning Management SaaS - 10001 - 15000 users	Learning-Base	\$40.00	60.0%	16.12	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Learning Management SaaS - 15001 - 25000 users	Learning-Base	\$40.00	65.0%	14.105	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Learning Management SaaS - 25001 and above	Learning-Base	\$40.00	70.0%	12.09	p/user	
							0	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Connect SaaS [add on to Learning] - 1000 users and below	Conect-Base	\$10.00	35.00%	6.54875	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Connect SaaS [add on to Learning] - 1001- 2500 users	Conect-Base	\$10.00	40.0%	6.045	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Connect SaaS [add on to Learning] - 2501 - 5000 users	Conect-Base	\$10.00	45.0%	5.54125	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Connect SaaS [add on to Learning] - 5001 - 7500 users	Conect-Base	\$10.00	50.0%	5.0375	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Connect SaaS [add on to Learning] - 7501 - 10000 users	Conect-Base	\$10.00	55.0%	4.53375	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Connect SaaS [add on to Learning] - 10001 - 15000 users	Conect-Base	\$10.00	60.0%	4.03	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Connect SaaS [add on to Learning] - 15001 - 25000 users	Conect-Base	\$10.00	65.0%	3.52625	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Connect SaaS [add on to Learning] - 25001 and above	Conect-Base	\$10.00	70.0%	3.0225	p/user	
							0	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Certification Management SaaS [add on to Learning] - 1001- 2500 users	Learning- Cert	\$7.50	5.0%	7.1784375	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Certification Management SaaS [add on to Learning]- 2501 - 5000 users	Learning- Cert	\$7.50	10.0%	6.800625	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Certification Management SaaS [add on to Learning] - 5001 - 7500 users	Learning- Cert	\$7.50	15.0%	6.4228125	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Certification Management SaaS [add on to Learning] 7501 - 10000 users	Learning- Cert	\$7.50	20.0%	6.045	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Certification Management SaaS [add on to Learning] - 10001 - 15000 users	Learning- Cert	\$7.50	25.0%	5.6671875	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Certification Management SaaS [add on to Learning] - 15001 - 25000 users	Learning- Cert	\$7.50	30.0%	5.289375	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Certification Management SaaS [add on to Learning] - 25001 and above	Learning- Cert	\$7.50	35.0%	4.9115625	p/user	
							0	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Competency Management SaaS [add on to Learning] - 1000 users and below	Learning-Compet	\$7.50	35.00%	4.9115625	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Competency Management SaaS [add on to Learning] - 1001- 2500 users	Learning-Compet	\$7.50	40.0%	4.53375	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Competency Management SaaS [add on to Learning] - 2501 - 5000 users	Learning-Compet	\$7.50	45.0%	4.1559375	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Competency Management SaaS [add on to Learning] - 5001 - 7500 users	Learning-Compet	\$7.50	50.0%	3.778125	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Competency Management SaaS [add on to Learning] - 7501 - 10000 users	Learning-Compet	\$7.50	55.0%	3.4003125	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Competency Management SaaS [add on to Learning] - 10001 - 15000 users	Learning-Compet	\$7.50	60.0%	3.0225	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Competency Management SaaS [add on to Learning] - 15001 - 25000 users	Learning-Compet	\$7.50	65.0%	2.6446875	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Competency Management SaaS [add on to Learning] - 25001 and above	Learning-Compet	\$7.50	70.0%	2.266875	p/user	
							0	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Extended Enterprise SaaS - 1000 users and below [per transaction]	Ext-Base	\$40.00	35.00%	26.195	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Extended Enterprise SaaS - 1001- 2500 users [per transaction]	Ext-Base	\$10.00	40.0%	6.045	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Extended Enterprise SaaS - 2501 - 5000 users [per transaction]	Ext-Base	\$10.00	45.0%	5.54125	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Extended Enterprise SaaS - 5001 - 7500 users [per transaction]	Ext-Base	\$10.00	50.0%	5.0375	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Extended Enterprise SaaS- 7501 - 10000 users [per transaction]	Ext-Base	\$10.00	55.0%	4.53375	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Extended Enterprise SaaS - 10001 - 15000 users [per transaction]	Ext-Base	\$10.00	60.0%	4.03	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Extended Enterprise SaaS - 15001 - 25000 users [per transaction]	Ext-Base	\$10.00	65.0%	3.52625	p/user	
Learning Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Extended Enterprise SaaS - 25001 and above [per transaction]	Ext-Base	\$10.00	70.0%	3.0225	p/user	
							0	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Performance Management SaaS - 1000 users and below	Perform-Base	\$40.00	35.00%	26.195	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Performance Management SaaS - 1001- 2500 users	Perform-Base	\$40.00	40.0%	24.18	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Performance Management SaaS - 2501 - 5000 users	Perform-Base	\$40.00	45.0%	22.165	p/user	

Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Performance Management SaaS - 5001 - 7500 users	Perform-Base	\$40.00	50.0%	20.15	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Performance Management SaaS - 7501 - 10000 users	Perform-Base	\$40.00	55.0%	18.135	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Performance Management SaaS - 10001 - 15000 users	Perform-Base	\$40.00	60.0%	16.12	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Performance Management SaaS - 15001 - 25000 users	Perform-Base	\$40.00	65.0%	14.105	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Performance Management SaaS - 25001 and above	Perform-Base	\$40.00	70.0%	12.09	p/user	
							0	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Succession Management SaaS [add on to Performance] - 1000 users and below	Success-Base	\$15.00	35.00%	9.823125	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Succession Management SaaS [add on to Performance] - 1001- 2500 users	Success-Base	\$15.00	40.0%	9.0675	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Succession Management SaaS [add on to Performance] - 2501 - 5000 users	Success-Base	\$15.00	45.0%	8.311875	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Succession Management SaaS [add on to Performance] - 5001 - 7500 users	Success-Base	\$15.00	50.0%	7.55625	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Succession Management SaaS [add on to Performance] - 7501 - 10000 users	Success-Base	\$15.00	55.0%	6.800625	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Succession Management SaaS [add on to Performance] - 10001 - 15000 users	Success-Base	\$15.00	60.0%	6.045	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Succession Management SaaS [add on to Performance] - 15001 - 25000 users	Success-Base	\$15.00	65.0%	5.289375	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Succession Management SaaS [add on to Performance]- 25001 and above	Success-Base	\$15.00	70.0%	4.53375	p/user	
							0	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Compensation Management SaaS [add on to Performance] - 1000 users and below	Perform- Comp	\$13.50	35.00%	8.8408125	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Compensation Management SaaS [add on to Performance] - 1001- 2500 users	Perform- Comp	\$13.50	40.0%	8.16075	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Compensation Management SaaS [add on to Performance] - 2501 - 5000 users	Perform- Comp	\$13.50	45.0%	7.4806875	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Compensation Management SaaS [add on to Performance] - 5001 - 7500 users	Perform- Comp	\$13.50	50.0%	6.800625	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Compensation Management SaaS [add on to Performance] - 7501 - 10000 users	Perform- Comp	\$13.50	55.0%	6.1205625	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Compensation Management SaaS [add on to Performance] - 10001 - 15000 users	Perform- Comp	\$13.50	60.0%	5.4405	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Compensation Management SaaS [add on to Performance] - 15001 - 25000 users	Perform- Comp	\$13.50	65.0%	4.7604375	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Compensation Management SaaS [add on to Performance] - 25000 users and above	Perform- Comp	\$13.50	70.0%	4.080375	p/user	
							0	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Engage SaaS [add on to Performance] - 1000 users and below	Survey Add	\$10.00	35.00%	6.54875	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Engage SaaS [add on to Performance] - 1001- 2500 users	Survey Add	\$10.00	40.0%	6.045	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Engage SaaS [add on to Performance] - 2501 - 5000 users	Survey Add	\$10.00	45.0%	5.54125	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone EngageSaaS [add on to Performance] - 5001 - 7500 users	Survey Add	\$10.00	50.0%	5.0375	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Engage SaaS [add on to Performance] - 7501 - 10000 users	Survey Add	\$10.00	55.0%	4.53375	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Engaget SaaS [add on to Performance] - 10001 - 15000 users	Survey Add	\$10.00	60.0%	4.03	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Engage SaaS [add on to Performance] - 15001 - 25000 users	Survey Add	\$10.00	65.0%	3.52625	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Engage SaaS [add on to Performance] - 25000 users and above	Survey Add	\$10.00	70.0%	3.0225	p/user	
							0	p/user	
Applicant Tracking System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Recruiting SaaS - 1000 users and below	ATS Base	\$40.00	35.00%	26.195	p/user	
Applicant Tracking System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Recruiting SaaS - 1001- 2500 users	ATS Base	\$40.00	40.0%	24.18	p/user	
Applicant Tracking System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Recruiting SaaS - 2501 - 5000 users	ATS Base	\$40.00	45.0%	22.165	p/user	
Applicant Tracking System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Recruiting SaaS - 5001 - 7500 users	ATS Base	\$40.00	50.0%	20.15	p/user	
Applicant Tracking System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Recruiting SaaS - 7501 - 10000 users	ATS Base	\$40.00	55.0%	18.135	p/user	
Applicant Tracking System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Recruiting SaaS - 10001 - 15000 users	ATS Base	\$40.00	60.0%	16.12	p/user	
Applicant Tracking System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Recruiting SaaS - 15001 - 25000 users	ATS Base	\$40.00	65.0%	14.105	p/user	
Applicant Tracking System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Recruiting SaaS - 25001 and above	ATS Base	\$40.00	70.0%	12.09	p/user	
							0	p/user	
Applicant Tracking System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Onboarding [add on to Recruiting] SaaS - 1000 users and below	Onboard	\$15	35.00%	9.823125	p/user	
Applicant Tracking System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Onboarding [add on to Recruiting] SaaS - 1001- 2500 users	Onboard	\$15	40.0%	9.0675	p/user	
Applicant Tracking System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Onboarding [add on to Recruiting] SaaS - 2501 - 5000 users	Onboard	\$15	45.0%	8.311875	p/user	
Applicant Tracking System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Onboarding [add on to Recruiting] SaaS - 5001 - 7500 users	Onboard	\$15	50.0%	7.55625	p/user	
Applicant Tracking System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Onboarding [add on to Recruiting] SaaS - 7501 - 10000 users	Onboard	\$15	55.0%	6.800625	p/user	
Applicant Tracking System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Onboarding [add on to Recruiting] SaaS - 10001 - 15000 users	Onboard	\$15	60.0%	6.045	p/user	
Applicant Tracking System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Onboarding [add on to Recruiting] SaaS - 15001 - 25000 users	Onboard	\$15	65.0%	5.289375	p/user	
Applicant Tracking System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Onboarding [add on to Recruiting] SaaS - 25001 and above	Onboard	\$15	70.0%	4.53375	p/user	
							0	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Careers SaaS - 1000 users and below	Careers Base	\$25.00	35.00%	16.371875	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Careers SaaS - 1001- 2500 users	Careers Base	\$25.00	40.0%	15.1125	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Careers SaaS - 2501 - 5000 users	Careers Base	\$25.00	45.0%	13.853125	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Careers SaaS - 5001 - 7500 users	Careers Base	\$25.00	50.0%	12.59375	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Careers SaaS - 7501 - 10000 users	Careers Base	\$25.00	55.0%	11.334375	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Careers SaaS - 10001 - 15000 users	Careers Base	\$25.00	60.0%	10.075	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Careers SaaS - 15001 - 25000 users	Careers Base	\$25.00	65.0%	8.815625	p/user	
Talent Management System	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Careers SaaS - 25001 and above	Careers Base	\$25.00	70.0%	7.55625	p/user	
							0	p/user	
Human Capital Management	SaaS	Cornerstone OnDemand, Inc.	Cornerstone HR SaaS - 1000 users and below	HR Base	\$80.00	35.00%	52.39	p/user	

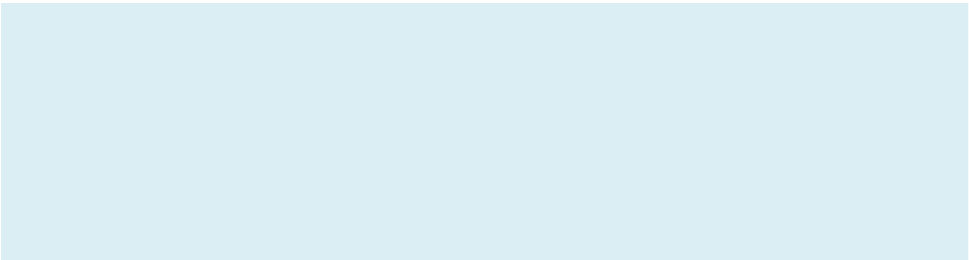
Human Capital Management	SaaS	Cornerstone OnDemand, Inc.	Cornerstone HR SaaS - 1001- 2500 users	HR Base	\$80.00	40.0%	48.36	<i>p/user</i>	
Human Capital Management	SaaS	Cornerstone OnDemand, Inc.	Cornerstone HR SaaS - 2501 - 5000 users	HR Base	\$80.00	45.0%	44.33	<i>p/user</i>	
Human Capital Management	SaaS	Cornerstone OnDemand, Inc.	Cornerstone HR SaaS - 5001 - 7500 users	HR Base	\$80.00	50.0%	40.3	<i>p/user</i>	
Human Capital Management	SaaS	Cornerstone OnDemand, Inc.	Cornerstone HR SaaS - 7501 - 10000 users	HR Base	\$80.00	55.0%	36.27	<i>p/user</i>	
Human Capital Management	SaaS	Cornerstone OnDemand, Inc.	Cornerstone HR SaaS - 10001 - 15000 users	HR Base	\$80.00	60.0%	32.24	<i>p/user</i>	
Human Capital Management	SaaS	Cornerstone OnDemand, Inc.	Cornerstone HR SaaS - 15001 - 25000 users	HR Base	\$80.00	65.0%	28.21	<i>p/user</i>	
Human Capital Management	SaaS	Cornerstone OnDemand, Inc.	Cornerstone HR SaaS - 25001 and above	HR Base	\$80.00	70.0%	24.18	<i>p/user</i>	
							0	<i>p/user</i>	
eLearning Content	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Content SaaS - 1000 users and below	Content	\$60.00	35.00%	39.2925	<i>p/user</i>	
eLearning Content	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Content SaaS - 1001- 2500 users	Content	\$60.00	40.0%	36.27	<i>p/user</i>	
eLearning Content	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Content SaaS - 2501 - 5000 users	Content	\$60.00	45.0%	33.2475	<i>p/user</i>	
eLearning Content	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Content SaaS - 5001 - 7500 users	Content	\$60.00	50.0%	30.225	<i>p/user</i>	
eLearning Content	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Content SaaS - 7501 - 10000 users	Content	\$60.00	55.0%	27.2025	<i>p/user</i>	
eLearning Content	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Content SaaS - 10001 - 15000 users	Content	\$60.00	60.0%	24.18	<i>p/user</i>	
eLearning Content	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Content SaaS - 15001 - 25000 users	Content	\$60.00	65.0%	21.1575	<i>p/user</i>	
eLearning Content	SaaS	Cornerstone OnDemand, Inc.	Cornerstone Content SaaS - 25001 and above	Content	\$60.00	70.0%	18.135	<i>p/user</i>	

ESC 4

Request for Proposal Solicitation Number 20-14

Cornerstone OnDemand, Inc.

CATEGORY	SUBCATEGORY	BRAND Name if Applies otherwise enter N/A	SERVICE DESCRIPTION	SERVICE CATEGORY	SERVICE PART NUMBER	Service Unit	MSRP
HCM Integration Software	SaaS	Cornerstone OnDemand, Inc.	Single Sign On (SSO)	Connectors			\$7,500.00
HCM Integration Software	SaaS	Cornerstone OnDemand, Inc.	Edge Import Connector	Connectors			\$7,500.00
HCM Integration Software	SaaS	Cornerstone OnDemand, Inc.	Outbound Data Feed Connector	Connectors			\$7,500.00
HCM Integration Software	SaaS	Cornerstone OnDemand, Inc.	Inbound Data Feed Connector	Connectors			\$7,500.00
HCM Integration Software	SaaS	Cornerstone OnDemand, Inc.	Unlimited Hosting and Delivery	Connectors			\$5,000.00
HCM Integration Software	SaaS	Cornerstone OnDemand, Inc.	ViLT integration Copnector	Connectors			\$7,500.00
Software Support	Support Services	Cornerstone OnDemand, Inc.	Cornerstone Choice Customer Support Package SaaS - 1000 users and below	Support			\$7,000.00
Software Support	Support Services	Cornerstone OnDemand, Inc.	Cornerstone ChoiceCustomer Support Package SaaS - 1001- 2500 users	Support			\$10,000.00
Software Support	Support Services	Cornerstone OnDemand, Inc.	Cornerstone Choice Customer Support Package SaaS - 2501 - 5000 users	Support			\$12,000.00
Software Support	Support Services	Cornerstone OnDemand, Inc.	Cornerstone Choice Customer Support Package SaaS - 5001 - 7500 users	Support			\$12,000.00
Software Support	Support Services	Cornerstone OnDemand, Inc.	Cornerstone Choice Customer Support Package SaaS - 7501 - 10000 users	Support			\$15,000.00
Software Support	Support Services	Cornerstone OnDemand, Inc.	Cornerstone ChoiceCustomer Support Package SaaS - 10001 - 15000 users	Support			\$18,000.00
Software Support	Support Services	Cornerstone OnDemand, Inc.	Cornerstone Choice Customer Support Package SaaS - 15001 - 25000 users	Support			\$20,000.00
Software Support	Support Services	Cornerstone OnDemand, Inc.	Cornerstone Choice Customer Support Package SaaS - 25001 and above	Support			\$25,000.00
Software Support	Support Services	Cornerstone OnDemand, Inc.	Cornerstone Premier Customer Support Package SaaS - 10001 - 15000 users	Support			\$20,000.00
Software Support	Support Services	Cornerstone OnDemand, Inc.	Cornerstone Premier Customer Support Package SaaS - 15001 - 25000 users	Support			\$50,000.00
Software Support	Support Services	Cornerstone OnDemand, Inc.	Cornerstone Premier Customer Support Package SaaS - 25001 and above	Support			\$100,000.00
HCM Services	Services	Marick Group	Cornerstone Historical Data Load	Implementation			\$10,000.00
HCM Services	Services	Marick Group	Cornerstone Master Data Load	Implementation			\$10,000.00
HCM Services	Services	Marick Group	Implementation-0-5000 Users	Implementation			\$145,000.00
HCM Services	Services	Marick Group	Implementenation - 5001 - 7500 users	Implementation			\$165,000.00
HCM Services	Services	Marick Group	Implementation- 7501 - 10000 users	Implementation			\$175,000.00
HCM Services	Services	Marick Group	Implementation - 10001 - 15000 users	Implementation			\$185,000.00
HCM Services	Services	Marick Group	Implementation - 15001 - 25000 users	Implementation			\$245,000.00
HCM Services	Services	Marick Group	Implementation - 25001 and above	Implementation			\$265,000.00
HCM Services	Services	Marick Group	2 Day Administrator Training	Implementation			\$15,000.00
HCM Services	Services	Marick Group	Governance Workshop	Implementation			\$21,500.00
HCM Services	Services	Marick Group	Optimization Workshop	Implementation			\$23,450.00
HCM Services	Services	Marick Group	Configuration Support	Implementation			\$94,520.00
HCM Services	Services	Marick Group	60 Day Post Go Live Support	Implementation			\$140,000.00
HCM Services	Services	Marick Group	Custom Login Page	Implementation			\$5,500.00
HCM Services	Services	Marick Group	6 Month Post Go-Live Support	Implementation			\$550,000.00
HCM Services	Services	Marick Group	Implementenation- Single Sign On	Implementation			\$10,400.00
HCM Services	Services	Marick Group	Implementation - Virtual Instructor Led Training Integration	Implementation			\$21,450.00



DIR Customer Discount % off MSRP	ESC 4 Price	AVERAGE BRAND DISCOUNT
	\$ -	
20.00%	\$ 6,045.00	20.00%
20.00%	\$ 6,045.00	
20.00%	\$ 6,045.00	
20.00%	\$ 6,045.00	
20.00%	\$ 4,030.00	
20.00%	\$ 6,045.00	
20.00%	\$ 5,642.00	
20.00%	\$ 8,060.00	
20.00%	\$ 9,672.00	
20.00%	\$ 9,672.00	
20.00%	\$ 12,090.00	
20.00%	\$ 14,508.00	
20.00%	\$ 16,120.00	
20.00%	\$ 20,150.00	
20.00%	\$ 16,120.00	
20.00%	\$ 40,300.00	
20.00%	\$ 80,600.00	
20.00%	\$ 8,060.00	
20.00%	\$ 8,060.00	
20.00%	\$ 116,870.00	
20.00%	\$ 132,990.00	
20.00%	\$ 141,050.00	
20.00%	\$ 149,110.00	
20.00%	\$ 197,470.00	
20.00%	\$ 213,590.00	
20.00%	\$ 12,090.00	
20.00%	\$ 17,329.00	
20.00%	\$ 18,900.70	
20.00%	\$ 76,183.12	
20.00%	\$ 112,840.00	
20.00%	\$ 4,433.00	
20.00%	\$ 440,000.00	
20.00%	\$ 8,382.40	
20.00%	\$ 17,288.70	

ESC 4		
Request for Proposal Solicitation Number 20-14		
Cornerstone OnDemand, Inc.		
Type of Volume	Product Category	Region 4 Discount % off MSRP
By QTY		
0-1000	SaaS Licenses	35%
1001-2500	SaaS Licenses	40%
2501-5000	SaaS Licenses	45%
5001-7500	SaaS Licenses	50%
7501-10000	SaaS Licenses	55%
10001-15000	SaaS Licenses	60%
15001-25000	SaaS Licenses	65%
25001 and up	SaaS Licenses	70%

Additional Discount Based On Aggregate Sales					
Contract Sales Threshold	Product or Category Description	Part Number if Applicable	Original Discount	Additional Discount	Total Discount
\$1,000,000	SaaS licenses		70.00%	(+) 5.00%	75.00%

ESC 4

Request for Proposal Solicitation Number 20-14

Cornerstone OnDemand, Inc.

BRAND	PRODUCT DESCRIPTION	PRODUCT PART NUMBER	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*	Unit
Cornerstone OnDemand, Inc.	Cornerstone Learning Management SaaS - 1000 users and below	Learning-Base	\$40.00	35.00%	\$26.20	p/user
Cornerstone OnDemand, Inc.	Cornerstone Learning Management SaaS - 1001- 2500 users	Learning-Base	\$40.00	40.0%	\$24.18	p/user
Cornerstone OnDemand, Inc.	Cornerstone Learning Management SaaS - 2501 - 5000 users	Learning-Base	\$40.00	45.0%	\$22.17	p/user
Cornerstone OnDemand, Inc.	Cornerstone Learning Management SaaS - 5001 - 7500 users	Learning-Base	\$40.00	50.0%	\$20.15	p/user
Cornerstone OnDemand, Inc.	Cornerstone Learning Management SaaS - 7501 - 10000 users	Learning-Base	\$40.00	55.0%	\$18.14	p/user
Cornerstone OnDemand, Inc.	Cornerstone Learning Management SaaS - 10001 - 15000 users	Learning-Base	\$40.00	60.0%	\$16.12	p/user
Cornerstone OnDemand, Inc.	Cornerstone Learning Management SaaS - 15001 - 25000 users	Learning-Base	\$40.00	65.0%	\$14.11	p/user
Cornerstone OnDemand, Inc.	Cornerstone Learning Management SaaS - 25001 and above	Learning-Base	\$40.00	70.0%	\$12.09	p/user
					\$0.00	p/user
Cornerstone OnDemand, Inc.	Cornerstone Connect SaaS [add on to Learning] - 1000 users and below	Conect-Base	\$10.00	35.00%	\$6.55	p/user
Cornerstone OnDemand, Inc.	Cornerstone Connect SaaS [add on to Learning] - 1001- 2500 users	Conect-Base	\$10.00	40.0%	\$6.05	p/user
Cornerstone OnDemand, Inc.	Cornerstone Connect SaaS [add on to Learning] - 2501 - 5000 users	Conect-Base	\$10.00	45.0%	\$5.54	p/user
Cornerstone OnDemand, Inc.	Cornerstone Connect SaaS [add on to Learning] - 5001 - 7500 users	Conect-Base	\$10.00	50.0%	\$5.04	p/user
Cornerstone OnDemand, Inc.	Cornerstone Connect SaaS [add on to Learning] - 7501 - 10000 users	Conect-Base	\$10.00	55.0%	\$4.53	p/user
Cornerstone OnDemand, Inc.	Cornerstone Connect SaaS [add on to Learning] - 10001 - 15000 users	Conect-Base	\$10.00	60.0%	\$4.03	p/user
Cornerstone OnDemand, Inc.	Cornerstone Connect SaaS [add on to Learning] - 15001 - 25000 users	Conect-Base	\$10.00	65.0%	\$3.53	p/user
Cornerstone OnDemand, Inc.	Cornerstone Connect SaaS [add on to Learning] - 25001 and above	Conect-Base	\$10.00	70.0%	\$3.02	p/user
Cornerstone OnDemand, Inc.	Cornerstone Certification Management SaaS [add on to Learning] - 1001- 2500 users	Learning- Cert	\$7.50	5.0%	\$7.18	p/user
Cornerstone OnDemand, Inc.	Cornerstone Certification Management SaaS [add on to Learning]- 2501 - 5000 users	Learning- Cert	\$7.50	10.0%	\$6.80	p/user
Cornerstone OnDemand, Inc.	Cornerstone Certification Management SaaS [add on to Learning] - 5001 - 7500 users	Learning- Cert	\$7.50	15.0%	\$6.42	p/user
Cornerstone OnDemand, Inc.	Cornerstone Certification Management SaaS [add on to Learning] 7501 - 10000 users	Learning- Cert	\$7.50	20.0%	\$6.05	p/user
Cornerstone OnDemand, Inc.	Cornerstone Certification Management SaaS [add on to Learning] - 10001 - 15000 users	Learning- Cert	\$7.50	25.0%	\$5.67	p/user
Cornerstone OnDemand, Inc.	Cornerstone Certification Management SaaS [add on to Learning] - 15001 - 25000 users	Learning- Cert	\$7.50	30.0%	\$5.29	p/user
Cornerstone OnDemand, Inc.	Cornerstone Certification Management SaaS [add on to Learning] - 25001 and above	Learning- Cert	\$7.50	35.0%	\$4.91	p/user
					\$0.00	p/user
Cornerstone OnDemand, Inc.	Cornerstone Competency Management SaaS [add on to Learning] - 1000 users and below	Learning-Compet	\$7.50	35.00%	\$4.91	p/user
Cornerstone OnDemand, Inc.	Cornerstone Competency Management SaaS [add on to Learning] - 1001- 2500 users	Learning-Compet	\$7.50	40.0%	\$4.53	p/user
Cornerstone OnDemand, Inc.	Cornerstone Competency Management SaaS [add on to Learning] - 2501 - 5000 users	Learning-Compet	\$7.50	45.0%	\$4.16	p/user
Cornerstone OnDemand, Inc.	Cornerstone Competency Management SaaS [add on to Learning] - 5001 - 7500 users	Learning-Compet	\$7.50	50.0%	\$3.78	p/user
Cornerstone OnDemand, Inc.	Cornerstone Competency Management SaaS [add on to Learning] - 7501 - 10000 users	Learning-Compet	\$7.50	55.0%	\$3.40	p/user
Cornerstone OnDemand, Inc.	Cornerstone Competency Management SaaS [add on to Learning] - 10001 - 15000 users	Learning-Compet	\$7.50	60.0%	\$3.02	p/user
Cornerstone OnDemand, Inc.	Cornerstone Competency Management SaaS [add on to Learning] - 15001 - 25000 users	Learning-Compet	\$7.50	65.0%	\$2.64	p/user
Cornerstone OnDemand, Inc.	Cornerstone Competency Management SaaS [add on to Learning] - 25001 and above	Learning-Compet	\$7.50	70.0%	\$2.27	p/user

					\$0.00	p/user
Cornerstone OnDemand, Inc.	Cornerstone Extended Enterprise SaaS - 1000 users and below [per transaction]	Ext-Base	\$40.00	35.00%	\$26.20	p/user
Cornerstone OnDemand, Inc.	Cornerstone Extended Enterprise SaaS - 1001- 2500 users [per transaction]	Ext-Base	\$10.00	40.0%	\$6.05	p/user
Cornerstone OnDemand, Inc.	Cornerstone Extended Enterprise SaaS - 2501 - 5000 users [per transaction]	Ext-Base	\$10.00	45.0%	\$5.54	p/user
Cornerstone OnDemand, Inc.	Cornerstone Extended Enterprise SaaS - 5001 - 7500 users [per transaction]	Ext-Base	\$10.00	50.0%	\$5.04	p/user
Cornerstone OnDemand, Inc.	Cornerstone Extended Enterprise SaaS- 7501 - 10000 users [per transaction]	Ext-Base	\$10.00	55.0%	\$4.53	p/user
Cornerstone OnDemand, Inc.	Cornerstone Extended Enterprise SaaS - 10001 - 15000 users [per transaction]	Ext-Base	\$10.00	60.0%	\$4.03	p/user
Cornerstone OnDemand, Inc.	Cornerstone Extended Enterprise SaaS - 15001 - 25000 users [per transaction]	Ext-Base	\$10.00	65.0%	\$3.53	p/user
Cornerstone OnDemand, Inc.	Cornerstone Extended Enterprise SaaS - 25001 and above [per transaction]	Ext-Base	\$10.00	70.0%	\$3.02	p/user
					\$0.00	p/user
Cornerstone OnDemand, Inc.	Cornerstone Performance Management SaaS - 1000 users and below	Perform-Base	\$40.00	35.00%	\$26.20	p/user
Cornerstone OnDemand, Inc.	Cornerstone Performance Management SaaS - 1001- 2500 users	Perform-Base	\$40.00	40.0%	\$24.18	p/user
Cornerstone OnDemand, Inc.	Cornerstone Performance Management SaaS - 2501 - 5000 users	Perform-Base	\$40.00	45.0%	\$22.17	p/user
Cornerstone OnDemand, Inc.	Cornerstone Performance Management SaaS - 5001 - 7500 users	Perform-Base	\$40.00	50.0%	\$20.15	p/user
Cornerstone OnDemand, Inc.	Cornerstone Performance Management SaaS - 7501 - 10000 users	Perform-Base	\$40.00	55.0%	\$18.14	p/user
Cornerstone OnDemand, Inc.	Cornerstone Performance Management SaaS - 10001 - 15000 users	Perform-Base	\$40.00	60.0%	\$16.12	p/user
Cornerstone OnDemand, Inc.	Cornerstone Performance Management SaaS - 15001 - 25000 users	Perform-Base	\$40.00	65.0%	\$14.11	p/user
Cornerstone OnDemand, Inc.	Cornerstone Performance Management SaaS - 25001 and above	Perform-Base	\$40.00	70.0%	\$12.09	p/user
					\$0.00	p/user
Cornerstone OnDemand, Inc.	Cornerstone Succession Management SaaS [add on to Performance] - 1000 users and below	Success-Base	\$15.00	35.00%	\$9.82	p/user
Cornerstone OnDemand, Inc.	Cornerstone Succession Management SaaS [add on to Performance] - 1001- 2500 users	Success-Base	\$15.00	40.0%	\$9.07	p/user
Cornerstone OnDemand, Inc.	Cornerstone Succession Management SaaS [add on to Performance] - 2501 - 5000 users	Success-Base	\$15.00	45.0%	\$8.31	p/user
Cornerstone OnDemand, Inc.	Cornerstone Succession Management SaaS [add on to Performance] - 5001 - 7500 users	Success-Base	\$15.00	50.0%	\$7.56	p/user
Cornerstone OnDemand, Inc.	Cornerstone Succession Management SaaS [add on to Performance] - 7501 - 10000 users	Success-Base	\$15.00	55.0%	\$6.80	p/user
Cornerstone OnDemand, Inc.	Cornerstone Succession Management SaaS [add on to Performance] - 10001 - 15000 users	Success-Base	\$15.00	60.0%	\$6.05	p/user
Cornerstone OnDemand, Inc.	Cornerstone Succession Management SaaS [add on to Performance] - 15001 - 25000 users	Success-Base	\$15.00	65.0%	\$5.29	p/user
Cornerstone OnDemand, Inc.	Cornerstone Succession Management SaaS [add on to Performance]- 25001 and above	Success-Base	\$15.00	70.0%	\$4.53	p/user
					\$0.00	p/user
Cornerstone OnDemand, Inc.	Cornerstone Compensation Management SaaS [add on to Performance] - 1000 users and below	Perform- Comp	\$13.50	35.00%	\$8.84	p/user
Cornerstone OnDemand, Inc.	Cornerstone Compensation Management SaaS [add on to Performance] - 1001- 2500 users	Perform- Comp	\$13.50	40.0%	\$8.16	p/user
Cornerstone OnDemand, Inc.	Cornerstone Compensation Management SaaS [add on to Performance] - 2501 - 5000 users	Perform- Comp	\$13.50	45.0%	\$7.48	p/user
Cornerstone OnDemand, Inc.	Cornerstone Compensation Management SaaS [add on to Performance] - 5001 - 7500 users	Perform- Comp	\$13.50	50.0%	\$6.80	p/user
Cornerstone OnDemand, Inc.	Cornerstone Compensation Management SaaS [add on to Performance] - 7501 - 10000 users	Perform- Comp	\$13.50	55.0%	\$6.12	p/user
Cornerstone OnDemand, Inc.	Cornerstone Compensation Management SaaS [add on to Performance] - 10001 - 15000 users	Perform- Comp	\$13.50	60.0%	\$5.44	p/user
Cornerstone OnDemand, Inc.	Cornerstone Compensation Management SaaS [add on to Performance] - 15001 - 25000 users	Perform- Comp	\$13.50	65.0%	\$4.76	p/user
Cornerstone OnDemand, Inc.	Cornerstone Compensation Management SaaS [add on to Performance] - 25000 users and above	Perform- Comp	\$13.50	70.0%	\$4.08	p/user
					\$0.00	p/user
Cornerstone OnDemand, Inc.	Cornerstone Engage SaaS [add on to Performance] - 1000 users and below	Survey Add	\$10.00	35.00%	\$6.55	p/user
Cornerstone OnDemand, Inc.	Cornerstone Engage SaaS [add on to Performance] - 1001- 2500 users	Survey Add	\$10.00	40.0%	\$6.05	p/user
Cornerstone OnDemand, Inc.	Cornerstone Engage SaaS [add on to Performance] - 2501 - 5000 users	Survey Add	\$10.00	45.0%	\$5.54	p/user
Cornerstone OnDemand, Inc.	Cornerstone Engage SaaS [add on to Performance] - 5001 - 7500 users	Survey Add	\$10.00	50.0%	\$5.04	p/user
Cornerstone OnDemand, Inc.	Cornerstone Engage SaaS [add on to Performance] - 7501 - 10000 users	Survey Add	\$10.00	55.0%	\$4.53	p/user
Cornerstone OnDemand, Inc.	Cornerstone Engage SaaS [add on to Performance] - 10001 - 15000 users	Survey Add	\$10.00	60.0%	\$4.03	p/user
Cornerstone OnDemand, Inc.	Cornerstone Engage SaaS [add on to Performance] - 15001 - 25000 users	Survey Add	\$10.00	65.0%	\$3.53	p/user
Cornerstone OnDemand, Inc.	Cornerstone Engage SaaS [add on to Performance] - 25000 users and above	Survey Add	\$10.00	70.0%	\$3.02	p/user
					\$0.00	p/user

Cornerstone OnDemand, Inc.	Cornerstone Recruiting SaaS - 1000 users and below	ATS Base	\$40.00	35.00%	\$26.20	p/user
Cornerstone OnDemand, Inc.	Cornerstone Recruiting SaaS - 1001- 2500 users	ATS Base	\$40.00	40.0%	\$24.18	p/user
Cornerstone OnDemand, Inc.	Cornerstone Recruiting SaaS - 2501 - 5000 users	ATS Base	\$40.00	45.0%	\$22.17	p/user
Cornerstone OnDemand, Inc.	Cornerstone Recruiting SaaS - 5001 - 7500 users	ATS Base	\$40.00	50.0%	\$20.15	p/user
Cornerstone OnDemand, Inc.	Cornerstone Recruiting SaaS - 7501 - 10000 users	ATS Base	\$40.00	55.0%	\$18.14	p/user
Cornerstone OnDemand, Inc.	Cornerstone Recruiting SaaS - 10001 - 15000 users	ATS Base	\$40.00	60.0%	\$16.12	p/user
Cornerstone OnDemand, Inc.	Cornerstone Recruiting SaaS - 15001 - 25000 users	ATS Base	\$40.00	65.0%	\$14.11	p/user
Cornerstone OnDemand, Inc.	Cornerstone Recruiting SaaS - 25001 and above	ATS Base	\$40.00	70.0%	\$12.09	p/user
					\$0.00	p/user
Cornerstone OnDemand, Inc.	Cornerstone Onboarding [add on to Recruiting] SaaS - 1000 users and below	Onboard	\$15	35.00%	\$9.82	p/user
Cornerstone OnDemand, Inc.	Cornerstone Onboarding [add on to Recruiting] SaaS - 1001- 2500 users	Onboard	\$15	40.0%	\$9.07	p/user
Cornerstone OnDemand, Inc.	Cornerstone Onboarding [add on to Recruiting] SaaS - 2501 - 5000 users	Onboard	\$15	45.0%	\$8.31	p/user
Cornerstone OnDemand, Inc.	Cornerstone Onboarding [add on to Recruiting] SaaS - 5001 - 7500 users	Onboard	\$15	50.0%	\$7.56	p/user
Cornerstone OnDemand, Inc.	Cornerstone Onboarding [add on to Recruiting] SaaS - 7501 - 10000 users	Onboard	\$15	55.0%	\$6.80	p/user
Cornerstone OnDemand, Inc.	Cornerstone Onboarding [add on to Recruiting] SaaS - 10001 - 15000 users	Onboard	\$15	60.0%	\$6.05	p/user
Cornerstone OnDemand, Inc.	Cornerstone Onboarding [add on to Recruiting] SaaS - 15001 - 25000 users	Onboard	\$15	65.0%	\$5.29	p/user
Cornerstone OnDemand, Inc.	Cornerstone Onboarding [add on to Recruiting] SaaS - 25001 and above	Onboard	\$15	70.0%	\$4.53	p/user
					\$0.00	p/user
Cornerstone OnDemand, Inc.	Cornerstone Careers SaaS - 1000 users and below	Careers Base	\$25.00	35.00%	\$16.37	p/user
Cornerstone OnDemand, Inc.	Cornerstone Careers SaaS - 1001- 2500 users	Careers Base	\$25.00	40.0%	\$15.11	p/user
Cornerstone OnDemand, Inc.	Cornerstone Careers SaaS - 2501 - 5000 users	Careers Base	\$25.00	45.0%	\$13.85	p/user
Cornerstone OnDemand, Inc.	Cornerstone Careers SaaS - 5001 - 7500 users	Careers Base	\$25.00	50.0%	\$12.59	p/user
Cornerstone OnDemand, Inc.	Cornerstone Careers SaaS - 7501 - 10000 users	Careers Base	\$25.00	55.0%	\$11.33	p/user
Cornerstone OnDemand, Inc.	Cornerstone Careers SaaS - 10001 - 15000 users	Careers Base	\$25.00	60.0%	\$10.08	p/user
Cornerstone OnDemand, Inc.	Cornerstone Careers SaaS - 15001 - 25000 users	Careers Base	\$25.00	65.0%	\$8.82	p/user
Cornerstone OnDemand, Inc.	Cornerstone Careers SaaS - 25001 and above	Careers Base	\$25.00	70.0%	\$7.56	p/user
					\$0.00	p/user
Cornerstone OnDemand, Inc.	Cornerstone HR SaaS - 1000 users and below	HR Base	\$80.00	35.00%	\$52.39	p/user
Cornerstone OnDemand, Inc.	Cornerstone HR SaaS - 1001- 2500 users	HR Base	\$80.00	40.0%	\$48.36	p/user
Cornerstone OnDemand, Inc.	Cornerstone HR SaaS - 2501 - 5000 users	HR Base	\$80.00	45.0%	\$44.33	p/user
Cornerstone OnDemand, Inc.	Cornerstone HR SaaS - 5001 - 7500 users	HR Base	\$80.00	50.0%	\$40.30	p/user
Cornerstone OnDemand, Inc.	Cornerstone HR SaaS - 7501 - 10000 users	HR Base	\$80.00	55.0%	\$36.27	p/user
Cornerstone OnDemand, Inc.	Cornerstone HR SaaS - 10001 - 15000 users	HR Base	\$80.00	60.0%	\$32.24	p/user
Cornerstone OnDemand, Inc.	Cornerstone HR SaaS - 15001 - 25000 users	HR Base	\$80.00	65.0%	\$28.21	p/user
Cornerstone OnDemand, Inc.	Cornerstone HR SaaS - 25001 and above	HR Base	\$80.00	70.0%	\$24.18	p/user
					\$0.00	p/user
Cornerstone OnDemand, Inc.	Cornerstone Content SaaS - 1000 users and below	Content	\$60.00	35.00%	\$39.29	p/user
Cornerstone OnDemand, Inc.	Cornerstone Content SaaS - 1001- 2500 users	Content	\$60.00	40.0%	\$36.27	p/user
Cornerstone OnDemand, Inc.	Cornerstone Content SaaS - 2501 - 5000 users	Content	\$60.00	45.0%	\$33.25	p/user
Cornerstone OnDemand, Inc.	Cornerstone Content SaaS - 5001 - 7500 users	Content	\$60.00	50.0%	\$30.23	p/user
Cornerstone OnDemand, Inc.	Cornerstone Content SaaS - 7501 - 10000 users	Content	\$60.00	55.0%	\$27.20	p/user
Cornerstone OnDemand, Inc.	Cornerstone Content SaaS - 10001 - 15000 users	Content	\$60.00	60.0%	\$24.18	p/user
Cornerstone OnDemand, Inc.	Cornerstone Content SaaS - 15001 - 25000 users	Content	\$60.00	65.0%	\$21.16	p/user
Cornerstone OnDemand, Inc.	Cornerstone Content SaaS - 25001 and above	Content	\$60.00	70.0%	\$18.14	p/user
Cornerstone OnDemand, Inc.	Single Sign On (SSO)		\$7,500	20.00%	\$ 6,045.00	p/unit
Cornerstone OnDemand, Inc.	Edge Import Connector		\$7,500	20.00%	\$ 6,045.00	p/unit
Cornerstone OnDemand, Inc.	Outbound Data Feed Connector		\$7,500	20.00%	\$ 6,045.00	p/unit

Cornerstone OnDemand, Inc.	Inbound Data Feed Connector		\$7,500	20.00%	\$ 6,045.00	p/unit
Cornerstone OnDemand, Inc.	Unlimited Hosting and Delivery		\$5,000	20.00%	\$ 4,030.00	p/unit
Cornerstone OnDemand, Inc.	ViLT integration Copnector		\$7,500	20.00%	\$ 6,045.00	p/unit
						p/unit
Cornerstone OnDemand, Inc.	Cornerstone Choice Customer Support Package SaaS - 1000 users and below		\$7,000.00	20.00%	\$ 5,642.00	p/unit
Cornerstone OnDemand, Inc.	Cornerstone ChoiceCustomer Support Package SaaS - 1001- 2500 users		\$10,000.00	20.00%	\$ 8,060.00	p/unit
Cornerstone OnDemand, Inc.	Cornerstone Choice Customer Support Package SaaS - 2501 - 5000 users		\$12,000.00	20.00%	\$ 9,672.00	p/unit
Cornerstone OnDemand, Inc.	Cornerstone Choice Customer Support Package SaaS - 5001 - 7500 users		\$12,000.00	20.00%	\$ 9,672.00	p/unit
Cornerstone OnDemand, Inc.	Cornerstone Choice Customer Support Package SaaS - 7501 - 10000 users		\$15,000.00	20.00%	\$ 12,090.00	p/unit
Cornerstone OnDemand, Inc.	Cornerstone ChoiceCustomer Support Package SaaS - 10001 - 15000 users		\$18,000.00	20.00%	\$ 14,508.00	p/unit
Cornerstone OnDemand, Inc.	Cornerstone Choice Customer Support Package SaaS - 15001 - 25000 users		\$20,000.00	20.00%	\$ 16,120.00	p/unit
Cornerstone OnDemand, Inc.	Cornerstone Choice Customer Support Package SaaS - 25001 and above		\$25,000.00	20.00%	\$ 20,150.00	p/unit
						p/unit
Cornerstone OnDemand, Inc.	Cornerstone Premier Customer Support Package SaaS - 10001 - 15000 users		\$20,000.00	20.00%	\$ 16,120.00	p/unit
Cornerstone OnDemand, Inc.	Cornerstone Premier Customer Support Package SaaS - 15001 - 25000 users		\$50,000.00	20.00%	\$ 40,300.00	p/unit
Cornerstone OnDemand, Inc.	Cornerstone Premier Customer Support Package SaaS - 25001 and above		\$100,000.00	20.00%	\$ 80,600.00	p/unit
						p/unit