



### Request for Contract Update

Pursuant to the terms of contract number R171406 for Xerox Contractor must notify and receive approval from Region 4 ESC when there is an update in the contract. No request will be officially approved without the prior authorization of Region 4 ESC. Region 4 ESC reserves the right to accept or reject any request.

Xerox (Contractor) hereby provides notice of the following update on this date 6/22/2021.

**Instructions:** Contractor must check all that may apply and shall provide supporting documentation. Requests received without supporting documentation will be returned. This form is not intended for use if there is a material change in operations, such as assignment, bankruptcy, change of ownership, merger, etc. Material changes must be submitted on 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: Contractor may include other notes regarding the contract update here: (attach another page if necessary).

Xerox is requesting approval to add additional components to the Xerox Managed Print Services (MPS) Price Exhibit. Our traditional MPS has been expanded to include Intelligent Workplace Services (IWS), an offering that takes MPS to a new level by using analytics, workflow automation, content management, security solutions and print infrastructure optimization to help workplaces become more efficient, employees more productive and data more secure. The attached Amendment covers the addition of the IWS to the contract along with the applicable SOW. The MPS Price Exhibit has been restructured to include the same components of our traditional MPS offer, plus the new IWS components. The restructured price exhibit provides the category, offering component, offering description, List Price, Region 4 ESC Contract Price and the % discount from List Price.

Submitted By: Rachael Jones Turner  
Title: Director, SLED Cooperative Contracts

**Approved by Email:** Date 6/23/2021 | 9:46 AM CDT  
 **Denied by Email:** Date \_\_\_\_\_

Email Address: Rachael.Jones@Xerox.com

Region 4 ESC: Robert Zingelmann  
DocuSigned by:  
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# Region 4 ESC MPS Contract #R171406

5/12/2021

## Intelligent Workplace Services (IWS) Price List

### U.S. ONLY PRICING

**XEROX Intelligent Workplace Services (IWS) is a comprehensive print and document management service addressing today's regulatory and competitive pressures through a unified approach that drives agile workflow, employee productivity and customer satisfaction enhancement. Within the service portfolio there are 6 key capabilities that address:**

- **Workplace Assessment and Optimization:** Turning client data and analytical reporting into actionable transformation that optimizes productivity and the integration of workplace technology
- **Smart Fleet Management:** Supporting the changing IT infrastructure and the needs of the virtual worker using cloud-based applications and services; all underpinned by a comprehensive device management program
- **Content and Capture:** Enabling document scanning and conversion from the mobile device, web browser or MFP to extract data and streamline business processes
- **Secure Print Management:** Furthering client needs for regulatory compliance and to safeguard against security breaches while addressing the demands of the mobile employee to work and print anywhere, at anytime
- **Workflow Automation:** Streamlining processes and improving cycle times by digitizing and automating complex business workflows. As a result, organizations can boost productivity, improve security and better serve their customers
- **Content Management:** Delivering a complete digital document management environment made available on premise or in the cloud. We provide a better way to manage paper and digital content from creation to retention to transformation, with content collaboration capabilities to drive enhanced user productivity

Category	Type	Offering Component / Product Code	Offering Description	Price Type	List Price	Region 4 ESC Contract Price	Minimum Discount Offered (%)	Comments
Smart Fleet Management (SFM)	Xerox Print Services (XPS)	<b>Xerox Print Service (XPS) Base</b>	XPS is a small-to-medium sized business solution that includes: <ul style="list-style-type: none"> <li>- Tool: Xerox Device Agent (XDA)</li> <li>- Device Status Monitoring and Device Discovery</li> <li>- Auto Meter Submission and Supplies Replenishment</li> <li>- Client Portal</li> <li>- Standard Reporting (5 pre-defined reports)</li> <li>- Reactive Break Fix</li> <li>- General Helpdesk (1-800, non-dedicated)</li> <li>- Move/Add/Change/Dispose asset management</li> </ul>	<u>MONTHLY MINIMUM</u>	\$550.00	\$500.00	10%	Monthly billing commitment of \$500 required.
Smart Fleet Management (SFM)	Xerox Print Services (XPS)	<b>Black/White Networked Laser Non-Xerox devices</b>	Black and White printed impressions for networked laser printers	<u>PRICE PER IMPRESSION</u>	\$0.0171	\$0.0155	10%	Xerox Print Service Base required.
Smart Fleet Management (SFM)	Xerox Print Services (XPS)	<b>Color Networked Laser Non-Xerox devices</b>	Color printed impressions for networked laser printers.	<u>PRICE PER IMPRESSION</u>	\$0.149	\$0.135	10%	Xerox Print Service Base required.
Smart Fleet Management (SFM)	Xerox Print Services (XPS)	<b>Black/White Non-Networked devices</b>	Black and White Laser printers that are directly connected to a computing device (PC).	<u>MONTHLY PRICE PER DEVICE</u>	\$27.50	\$25.00	10%	Xerox Print Service Base required.
Smart Fleet Management (SFM)	Xerox Print Services (XPS)	<b>XPS Color Non-Networked devices</b>	Color Laser printers that are directly connected to a computing device (PC).	<u>MONTHLY PRICE PER DEVICE</u>	\$49.50	\$45.00	10%	Xerox Print Service Base required.
Smart Fleet Management (SFM)	Xerox Print Services (XPS)	<b>Xerox Phasers and Xerox MFDs</b>	The additional monthly cost for Management services to be added to Xerox MFP devices purchased off of the contract.	<u>MONTHLY PRICE PER DEVICE</u>	\$11.00	\$10.00	10%	Xerox Print Service Base required.
Smart Fleet Management (SFM)	EPS	<b>Xerox Enterprise Print Services (EPS) BASE</b>	EPS is a <u>enterprise-focused</u> print management solution that includes: <ul style="list-style-type: none"> <li>- Tool: Xerox Device Manager (XDM) and Xerox Services Manager (XSM)</li> <li>- Proactive Device Status Monitoring and Device Discovery</li> <li>- Proactive Auto Meter Submission and Supplies Replenishment</li> <li>- Expanded Client Portals (Xerox Service Portal, Service Performance Dashboard)</li> <li>- Enhanced Reporting (Monthly reporting, quarterly business reviews, customized requests)</li> <li>- Proactive Break Fix and ticket tracking</li> <li>- Dedicated Helpdesk</li> <li>- Move/Add/Change/Dispose asset management</li> </ul>	<u>MONTHLY PRICE PER DEVICE</u>	\$13.00	\$11.75	10%	Enterprise Print Services (EPS). EPS is a more advanced offering that is designed to support larger enterprise fleets and offers greater flexibility with respect to pricing options and contract terms. EPS also provides additional services offerings related to Managed Print such as onsite DocuCare Associates, Xerox Print Awareness Tool, etc. EPS can be offered on a fixed price basis or a cost per page basis.
Smart Fleet Management (SFM)	EPS - Optional	<b>EPS for NETWORKED Printers</b>	Xerox Managed Print Services for NETWORKED printers service is an optional component under the EPS Services offer from Xerox to support your NETWORKED Xerox and non-Xerox A4 printer fleet. Includes Consumables and Technical service (Break-Fix Management) for Xerox devices and non-Xerox printers. Xerox EPS Base is a required.	<u>PRICE PER IMPRESSION</u>	\$0.1480 Color \$0.0385 Black/White	\$0.1350 Color page \$0.035 Black/White	10%	Enterprise Print Services (EPS) BASE offering required.

Category	Type	Offering Component / Product Code	Offering Description	Price Type	List Price	Region 4 ESC Contract Price	Minimum Discount Offered (%)	Comments
Smart Fleet Management (SFM)	EPS - Optional	<b>EPS for Non-Networked LASER Printers</b>	Xerox Managed Print Services for LOCALLY CONNECTED LASER printers is an optional component under the EPS Services offer from Xerox. Xerox Managed Print Services is a set of deliverables to support your NON-networked Xerox and non-Xerox A4 printer fleet. Includes Help Desk support, Managing supplies, Asset tracking pertaining to Move, Add, Change, and Dispose activities done by the customer, Technical service (Break-Fix Management) for Xerox devices and non-Xerox printers.	<i>MONTHLY PRICE PER DEVICE</i>	\$50.00 Color \$29.00 Black/White	\$46.00 Color \$26.00 Black/White	10%	Enterprise Print Services (EPS) BASE offering required.
Workplace Assessment and Optimization	EPS - Optional	<b>Optimization of the Print Environment</b>	Price Per Device, One-Time Charge. Optional EPS Component. Includes Asset Mapping, End-User Survey, Detailed Recommendation/Future State Design, Analysis and Plan Design. Service price based on an example of 300 assets in three different locations, assuming each site has more than 20 devices. Actual pricing will be determined on a per project basis, not to exceed this amount unless scope is greater than that stated above. Xerox will utilize EXISTING (On-site Support / DocuCare Required) resources to perform the inventory at the client's location. On-site Support / DocuCare Required.	<i>PER DEVICE PER EVENT</i>	\$71.00	\$64.35	10%	Enterprise Print Services (EPS) BASE offering required.
Smart Fleet Management (SFM)	EPS - Optional	<b>Xerox Consulting Services</b>	Xerox Consulting Services are optional Xerox EPS Services components. Xerox Consulting Services provide two levels of support: Sr. Consultant Level – This is to provide senior, strategic and/or management level services associated with delivery of Managed Print Solutions. These include project management, transition management, change management, implementation management and services management. Consultant Level – This is to provide first line services including data collection, transition services, asset coordination, and implementation execution.	<i>NOT-TO-EXCEED PRICE-PER HOUR</i>	\$165 - Sr. Consultant \$94 - Consultant	\$125 - Sr. Consultant \$55 - Consultant	25%	Enterprise Print Services (EPS) BASE offering required.
Smart Fleet Management (SFM)	EPS - Optional	<b>On-site Support / DocuCare</b>	On-site Support / DocuCare is an optional component under the EPS Services offer from Xerox. Onsite first point of contact for Help Desk issues, Download and install printer drivers on end-user equipment, Perform printer mapping to PC as required, Escalate printer network issues to appropriate resource, Perform Advanced Customer Training (ACT) or DocuCare maintenance and diagnosis functions., Manage and maintain on-site parts inventory using PM4, Ensure SLAs are adhered to per SOW, Physical device management and control, Device Configuration (Enter IP address, scanning templates, User access levels. Scan to File/Email, etc...), Monitor/apply current patches, Non-Xerox device management as required, Perform remote device monitoring and remote solve (Xerox Device Management), Identify and promote Xerox Office solutions, may also include Provide leadership, coaching & feedback to help drive successful results to meet operational metrics and account SLA's and could include being responsible for the overall delivery of contracted services at client site. The specific role/responsibility and pricing will vary depending on requirements of client contract. Onsite Xerox associate dedicated to client support for fleet of 125 print devices. Price per Associate is presented as a 'Not to Exceed' pricing. Actual pricing will depend on contracted responsibilities	<i>NOT-TO-EXCEED MONTHLY PRICE PER ASSOCIATE</i>	\$7,150.00	\$6,500.00	10%	Enterprise Print Services (EPS) BASE offering required.
Smart Fleet Management (SFM)	EPS - Optional	<b>Xerox Services Portal</b>	Xerox Services Portal is an optional Xerox EPS Services component. Onsite Xerox associate dedicated to client support for fleet of 125 print devices. Price per Associate is presented as a 'Not to Exceed' pricing. Actual pricing will depend on contracted responsibilities. The Xerox Services Portal is a secured customer web portal that acts as a primary website for organizations with the Xerox Managed Services program. It presents customer facing pages to provide customers with a single place for all of their Managed Document Output Service needs including, but not limited to Submit and view Help Desk incidents for service or supplies; Read equipment documentation and How Tos; troubleshooting guides; Participate in surveys; view operational reports as csv, xml, pdf or excel formatted documents and Submit meter readings for non-networked devices.	<i>NOT-TO-EXCEED MONTHLY PRICE PER DEVICE</i>	\$4.16	\$3.00	28%	Enterprise Print Services (EPS) BASE offering required.

Category	Type	Offering Component / Product Code	Offering Description	Price Type	List Price	Region 4 ESC Contract Price	Minimum Discount Offered (%)	Comments
Smart Fleet Management (SFM)	EPS - Optional	<b>Enhanced Device Implementation and Pre-Configuration</b>	Enhanced setup, delivery, and installation that includes pre-configuration of equipment to standard configurations prior to installation. Also includes device certification (One device per model family) at a single site.	<i>NOT-TO-EXCEED MONTHLY PRICE PER DEVICE</i>	\$16.20	\$15.00	8%	Enterprise Print Services (EPS) BASE offering required.
Smart Fleet Management (SFM)	EPS - Optional	<b>Enhanced Operations and Service Delivery Management</b>	Operational resource that provides day-to-day escalation management and ongoing reporting, trend analysis, and operational business reviews.	<i>NOT-TO-EXCEED MONTHLY PRICE PER</i>	\$25.00	\$25.00	0%	Enterprise Print Services (EPS) BASE offering required. Minimum of \$500 charge per month.
Smart Fleet Management (SFM)	Sustainability - Optional	<b>Xerox Print Awareness Tool</b>	Sustainability tool that uses "Gamification" to show users how their print impacts the environment and cost to the company. Print points can be allocated and utilized each month to minimize unnecessary print and drive better print behavior.	<i>NOT-TO-EXCEED MONTHLY PRICE PER USER</i>	\$2.36	\$2.25	5%	Enterprise Print Services (EPS) BASE offering required.
Secure Print Management	EPS - Optional	<b>Xerox Print Security Audit Service (XPSAS)</b>	Per XDM Server, Per Model Family, Billed Annually. Xerox Print Security Audit Service (XPSAS) is a comprehensive device security solution that incorporates risk mitigation services into an automated software tool. XPSAS brings automated remote configuration to device security. Xerox Print Security Audit Service automates setting device configurations remotely, monitors for compliance and remediates any violators in 3 key areas – firmware upgrades, password management and device settings configuration and management. Automation enables installation and delivery teams to reduce errors, save time and provide higher security levels to clients. Teams can demonstrate alignment to compliance standards using interactive dashboards – a unique advantage that comes only with Xerox. This requires access to Xerox Device Manager (XDM). Xerox Proactive Management Services for NETWORKED Printers is required.	<i>ANNUAL PRICE PER MODEL FAMILY</i>	\$3,000.00	\$2,700.00	10%	Enterprise Print Services (EPS) BASE offering required.
Secure Print Management	EPS - Optional	<b>XPSAS Advanced: Password management – Device-Specific Passwords</b>	Per XDM Server, Per Model Family, Billed Annually. Unique passwords for each device are available as an advanced option. Unique passwords for each device are updated per client security requirements. <ul style="list-style-type: none"> <li>The complexity is not in the management of the passwords, but in the management of the passwords when they are required for service use (break-fix, remote login, firmware updates, etc.).</li> <li>Assumptions: <ul style="list-style-type: none"> <li>An initial password policy creation and testing activity.</li> <li>Subsequent password policy changes once per quarter.</li> </ul> </li> <li>The cost to utilize this function in normal operations (ex. password lookup as needed for service technician use). This requires access to XDM and Xerox Print Security Audit Service (XPSAS)</li> </ul>	<i>ANNUAL PRICE PER MODEL FAMILY</i>	\$280.00	\$254.00	10%	Enterprise Print Services (EPS) BASE offering required.
Secure Print Management	EPS - Optional	<b>XPSAS Advanced: Continuous Improvement</b>	Xerox provides support for policy change management enabling ongoing client testing of policy configuration updates.  This option includes quarterly reviews of configuration policies (to ensure they are up to date with client's security requirements).  <ul style="list-style-type: none"> <li>Includes client consulting to review and update the configuration policy document.</li> <li>Includes settings in the policy beyond the core 19 XPSAS setting groups. This requires access to XDM and Xerox Print Security Audit Service (XPSAS)</li> </ul>	<i>ANNUAL PRICE PER MODEL FAMILY</i>	\$280.00	\$254.00	10%	Enterprise Print Services (EPS) BASE offering required.

Category	Type	Offering Component / Product Code	Offering Description	Price Type	List Price	Region 4 ESC Contract Price	Minimum Discount Offered (%)	Comments
Secure Print Management	EPS - Optional	<b>XPSAS Advanced: Continuous Improvement – Firmware Updates</b>	Per XDM Server, Per Model Family, Billed Annually. Xerox provides support for firmware policy change management enabling ongoing client testing of device firmware.  When a new major firmware version is released, the client will be made aware of the update and will decide with the account team if the firmware policy should be updated (i.e. use the new firmware) •The firmware planning process will be used to identify target firmware levels, devices to be updated, determine upgrade schedule, develop validation plan, and gain customer approval. •It is expected that devices will be updated once per year (once per	<i>ANNUAL PRICE PER MODEL FAMILY</i>	\$280.00	\$254.00	10%	Enterprise Print Services (EPS) BASE offering required.
Secure Print Management	EPS - Optional	<b>XPSAS Advanced: Reports</b>	Per XDM Server, Billed Annually. Quarterly customized report presentation with historical trend analysis, identification of open issues based on detailed analysis, and actions to close open issues. •Includes multiple XDM instances in a single report •Includes historical data for trend analysis and month over month views •XDM database will be collected each reporting period and sent to the reporting team •The reporting team will send back the customer reports, which need to be presented to the client This requires access to XDM and Xerox Print Security Audit Service (XPSAS)	<i>ANNUAL PRICE PER MODEL FAMILY</i>	\$2,228.00	\$2,025.00	10%	Enterprise Print Services (EPS) BASE offering required.
Secure Print Management	EPS - Optional	<b>Xerox Workplace Suite</b>	Xerox Workplace Suite (XWS) is a print management solution that delivers authentication, accounting and cost control, print rules, content security and mobile device workflows. XWS is installed On-PREMISE for on a server behind your firewall for a private, secure on-site deployment, the flexible modular approach allows you to license the features that fit your business needs, regardless of the number of devices you have.	<i>NOT-TO-EXCEED MONTHLY PRICE PER DEVICE</i>	\$10.00	\$10.00	0%	Enterprise Print Services (EPS) BASE offering required.
Secure Print Management	EPS - Optional	<b>Xerox Workplace Cloud</b>	Xerox Workplace Cloud (XWC) is the cloud version of XWS that offers the same print management solutions to delivery authentication, accounting and cost control, print rules, content security and mobile device workflows in a secure, hosted cloud that is managed by Xerox.	<i>NOT-TO-EXCEED MONTHLY PRICE PER DEVICE</i>	\$8.00	\$8.00	0%	Enterprise Print Services (EPS) BASE offering required.
Secure Print Management	EPS - Optional	<b>Xerox Virtual Print Management Service</b>	Xerox Virtual Print Management is built on the XWC platform and ADDS the benefits of a serverless print environment to more efficiently manage print in the cloud. Eliminate costly print servers and enable cloud print that's trackable, chargeable, and more convenient for end-users.	<i>NOT-TO-EXCEED MONTHLY PRICE PER DEVICE</i>	\$13.65	\$13.00	5%	Enterprise Print Services (EPS) BASE offering required.
Capture, Workflow, and Content Management	Software - Optional	<b>DOCUSHARE EDUCATN</b>	DOCUSHARE EDUCATION	<i>NOT-TO-EXCEED LIST PRICE</i>	\$2,000.00	\$2,000.00	0%	Final pricing based on customized configuration with applicable solution components.
Capture, Workflow, and Content Management	Software - Optional	<b>DOCUSHARE ENTERPR</b>	DOCUSHARE ENTERPRISE CONTENT MANAGEMENT. Enable digital transformation with workflow and electronic storage, sharing, and management of documents.	<i>NOT-TO-EXCEED LIST PRICE</i>	\$20,000.00	\$20,000.00	0%	Final pricing based on customized configuration with applicable solution components.
Capture, Workflow, and Content Management	Software - Optional	<b>DOCUSHARE STANDAR</b>	DOCUSHARE STANDARD	<i>NOT-TO-EXCEED LIST PRICE</i>	\$3,000.00	\$3,000.00	0%	Final pricing based on customized configuration with applicable solution components.
Capture, Workflow, and Content Management	Software - Optional	<b>FLEX20-CU25</b>	Flex Concurrent User - 25 Users - 200 GB	<i>NOT-TO-EXCEED LIST PRICE</i>	\$2,250.00	\$2,250.00	0%	Final pricing based on customized configuration with applicable solution components.
Capture, Workflow, and Content Management	Software - Optional	<b>FLEX20-CU50</b>	Flex Concurrent User - 50 Users - 200 GB	<i>NOT-TO-EXCEED LIST PRICE</i>	\$4,000.00	\$4,000.00	0%	Final pricing based on customized configuration with applicable solution components.
Capture, Workflow, and Content Management	Software - Optional	<b>FLEX20-NU-100GB</b>	Flex Named User - 10 Users - 100 GB	<i>NOT-TO-EXCEED LIST PRICE</i>	\$683.33	\$683.33	0%	Final pricing based on customized configuration with applicable solution components.
Capture, Workflow, and Content Management	Software - Optional	<b>FLEX20-NU-20GB</b>	Flex Named User - 5 Users - 20 GB	<i>NOT-TO-EXCEED LIST PRICE</i>	\$205.00	\$205.00	0%	Final pricing based on customized configuration with applicable solution components.
Capture, Workflow, and Content Management	Software - Optional	<b>FLEX20-NU-250GB</b>	Flex Named User - 20 Users - 250 GB	<i>NOT-TO-EXCEED LIST PRICE</i>	\$1,165.83	\$1,165.83	0%	Final pricing based on customized configuration with applicable solution components.

Category	Type	Offering Component / Product Code	Offering Description	Price Type	List Price	Region 4 ESC Contract Price	Minimum Discount Offered (%)	Comments
Capture, Workflow, and Content Management	Software - Optional	<b>FLEX20-NU-50GB</b>	Flex Named User - 10 Users - 50 GB	<u>NOT-TO-EXCEED LIST PRICE</u>	\$490.00	\$490.00	0%	Final pricing based on customized configuration with applicable solution components.
Capture, Workflow, and Content Management	Software - Optional	<b>FLEX-CONN-QBO</b>	DocuShare Connector for QuickBooks Online	<u>NOT-TO-EXCEED LIST PRICE</u>	\$375.00	\$375.00	0%	Final pricing based on customized configuration with applicable solution components.
Capture, Workflow, and Content Management	Software - Optional	<b>FLEX-CONN-SFDC</b>	DocuShare Connector for Salesforce	<u>NOT-TO-EXCEED LIST PRICE</u>	\$375.00	\$375.00	0%	Final pricing based on customized configuration with applicable solution components.
Capture, Workflow, and Content Management	Software - Optional	<b>FLEX-CU-ADD</b>	Single Concurrent User Add	<u>NOT-TO-EXCEED LIST PRICE</u>	\$100.00	\$100.00	0%	Final pricing based on customized configuration with applicable solution components.
Capture, Workflow, and Content Management	Software - Optional	<b>CLD-1000-TIER4</b>	1000 Additional Users Tier 4	<u>NOT-TO-EXCEED LIST PRICE</u>	\$20,000.00	\$20,000.00	0%	Final pricing based on customized configuration with applicable solution components.
Capture, Workflow, and Content Management	Software - Optional	<b>CLD-5-TIER1</b>	5 Additional Users Tier 1	<u>NOT-TO-EXCEED LIST PRICE</u>	\$200.00	\$200.00	0%	Final pricing based on customized configuration with applicable solution components.
Capture, Workflow, and Content Management	Software - Optional	<b>CLD-5-TIER2</b>	5 Additional Users Tier 2	<u>NOT-TO-EXCEED LIST PRICE</u>	\$175.00	\$175.00	0%	Final pricing based on customized configuration with applicable solution components.
Capture, Workflow, and Content Management	Software - Optional	<b>CLD-5-TIER3</b>	5 Additional Users Tier 3	<u>NOT-TO-EXCEED LIST PRICE</u>	\$125.00	\$125.00	0%	Final pricing based on customized configuration with applicable solution components.
Capture, Workflow, and Content Management	Software - Optional	<b>CLD-5-TIER4</b>	5 Additional Users Tier 4	<u>NOT-TO-EXCEED LIST PRICE</u>	\$100.00	\$100.00	0%	Final pricing based on customized configuration with applicable solution components.
Capture, Workflow, and Content Management	Software - Optional	<b>CLD-50-TIER2</b>	50 Additional Users Tier 2	<u>NOT-TO-EXCEED LIST PRICE</u>	\$1,750.00	\$1,750.00	0%	Final pricing based on customized configuration with applicable solution components.
Capture, Workflow, and Content Management	Software - Optional	<b>DS-STD-REMOTE-INST</b>	Basic Remote Installation	<u>NOT-TO-EXCEED LIST PRICE</u>	\$2,000.00	\$2,000.00	0%	Final pricing based on customized configuration with applicable solution components.
Capture, Workflow, and Content Management	Software - Optional	<b>DS-STG-FAILOVER</b>	Incremental Server License for DS	<u>NOT-TO-EXCEED LIST PRICE</u>	\$6,000.00	\$6,000.00	0%	Final pricing based on customized configuration with applicable solution components.
Capture, Workflow, and Content Management	Software - Optional	<b>DS-TUNE-UP</b>	System Tune-Up	<u>NOT-TO-EXCEED LIST PRICE</u>	\$12,250.00	\$12,250.00	0%	Final pricing based on customized configuration with applicable solution components.
Capture, Workflow, and Content Management	Software - Optional	<b>DS7-SMB</b>	SMB Server Bundle v7.0	<u>NOT-TO-EXCEED LIST PRICE</u>	\$9,000.00	\$9,000.00	0%	Final pricing based on customized configuration with applicable solution components.
Capture, Workflow, and Content Management	Software - Optional	<b>DSPN-AS</b>	DocuShare Partner Network Annual Subscription	<u>NOT-TO-EXCEED LIST PRICE</u>	\$1,995.00	\$1,995.00	0%	Final pricing based on customized configuration with applicable solution components.
Capture, Workflow, and Content Management	Software - Optional	<b>EDU-CONT-RULE-ENA</b>	Content Rule Enablement for Education Servers w/10 CPX CALs	<u>NOT-TO-EXCEED LIST PRICE</u>	\$3,000.00	\$3,000.00	0%	Final pricing based on customized configuration with applicable solution components.
Capture, Workflow, and Content Management	Software - Optional	<b>EDU-CPX-CAL-50</b>	50 Instructor CALs	<u>NOT-TO-EXCEED LIST PRICE</u>	\$10,000.00	\$10,000.00	0%	Final pricing based on customized configuration with applicable solution components.