

**EXHIBIT A
PRICING**

SERIAL 180233-RFP		
NIGP CODE: 20655		
RESPONDENT'S NAME:	DLT Solutions, LLC	
COUNTY VENDOR NUMBER:	VS0000003170	
ADDRESS:	2411 Dulles Corner Park Suite 800	
P.O. ADDRESS:		
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WEB SITE:	www.dlt.com	
CONTACT (REPRESENTATIVE):	Kevin Ford Brandon Westerfeld Sean Sexton Chris Kline	
REPRESENTATIVE'S E-MAIL ADDRESS:	kevin.ford@dlt.com brandon.westerfeld@dlt.com sean.sexton@dlt.com chris.kline@dlt.com	
	YES	NO
WILL ALLOW OTHER GOVERNMENTAL ENTITIES TO PURCHASE FROM THIS CONTRACT	[X]	[]
PAYMENT TERMS. [X] NET 30 DAYS		

		Product Discount	Support Discount
1.3.1 Perpetual License Recap			
MINIMUM DISCOUNTS		27%	22%
1.3.2 Engineered Systems Recap			
MINIMUM DISCOUNTS	SEE TAB FOR DETAILED PRICING	5%	22%
1.3.3 Hardware Recap			
AVERAGE DISCOUNTS	SEE TAB FOR DETAILED PRICING	15%	22%
1.3.4 Cloud Services Recap			
MINIMUM DISCOUNTS	SEE TAB FOR DETAILED PRICING	32%	NA
1.3.5 Professional Services Recap			
	SEE TAB FOR PROFESSIONAL SERVICES		
	BY TASK ORDER ONLY		
1.3.6 Support Services Recap			
	SEE TAB FOR SUPPORT SERVICES		
	BY TASK ORDER ONLY		
1.3.7 Training Recap			
AVERAGE DISCOUNTS	SEE TAB FOR DETAILED PRICING	22%	NA
1.3.8 Financing Recap			
	BY TASK ORDER ONLY		
1.3.9 Full Pro Services			
	SEE TAB FOR FULL PRO SERVICES		
	BY TASK ORDER ONLY		

1.3.1	Perpetual Licenses Catalog Products	Insert Percentage Below	Insert Percentage Below
	Global Price List - shown in dark grey	Min. Discount for Licenses XX%	First Year Maintenance Percentage based on discounted license Cost
	Technology Global Price List Products	27%	22%
	Oracle Fusion Applications Component Global Price List	27%	22%
	Oracle E-Business Suite Applications Global Price List Component Pricing	27%	22%
	Oracle Business Intelligence Applications Global Price List Component Pricing	27%	22%
	Peoplesoft Component Global Price List	27%	22%
	JD Edwards Component Global Price List	27%	22%
	Oracle Construction & Engineering Global Price List	27%	22%
	Siebel CRM Component Global Price List	27%	22%
	Oracle Application Integration Architecture Global Price List	27%	22%
	Oracle MySQL Subscriptions Global Price List-*Eff. 5-1-20	23%	n/a
	Oracle Linux and VM Services Global Price List-*Eff. 5-1-20	23%	n/a
	Java SE Subscription Global Price List-*Eff. 5-1-20 Eff. 7-1-24	2% 0%	n/a

Oracle Annual Uplift (Off-Prem) Eff. 7-1-24

Contract pricing for out years is subject to annual uplift not to exceed the annual uplift of the Oracle products and services.

ORACLE PRODUCTS TRANSACTION BANDS FOR PRODUCT	DISCOUNT END USER WITH BUDGET LESS THAN \$100 MILLION	DISCOUNT END USER WITH BUDGET MORE THAN \$100 MILLION
0-\$25000	47%	27%
\$25000-\$100,000	47%	27%
\$100,000-\$250,000	48%	27%
\$250,000-\$1,000,000	50%	35%
\$1,000,000- PLUS	50%	45%

1.3.2 Engineered Systems Catalog Products							
		Insert Percentage Below	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below
	Oracle Engineered Systems Global Price List	Min. Discount Eng Systems Hardware%	First Year Oracle Premier Support for Systems Percentage based on discounted Hardware Cost	First Year Oracle Premier Support for Operating Systems Percentage based on discounted Hardware Cost	First Year Oracle Customer Data and Device Retention Percentage based on discounted Hardware Cost	Min. Discount for Licenses XX%	First Year SMLS Percentage based on discounted license Cost
	Hardware	5%	12%	12%	3%		
	Engineered Systems Software					27%	22%

1.3.3 Hardware, Servers, Storage and Networking Catalog Products							
		Insert Percentage Below	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below
	Global Price List - shown in dark grey	Min. Discount Hardware%	First Year Oracle Premier Support for Systems Percentage based on discounted Hardware Cost	First Year Oracle Premier Support for Operating Systems Percentage based on discounted Hardware Cost	First Year Oracle Customer Data and Device Retention Percentage based on discounted Hardware Cost	Min. Discount for Licenses XX%	First Year SMLS Percentage based on discounted license Cost
	Systems Hardware and Software Global Price List						
	Oracle Hardware Category L	20%	12%	12%	3%	27%	22%
	Oracle Hardware Category U	13%	12%	12%	3%	27%	22%
	Oracle Hardware	20%	12%	12%	3%	27%	22%

	Category V						
	Oracle Hardware Category X	30%	12%	12%	3%	27%	22%
	Oracle Hardware Category Z	5%	12%	12%	3%	27%	22%
	Oracle Hardware Category Y	2%					

1.3.4 Cloud Services Catalog Products	
	Insert Percentage Below
Global Price List - shown in dark grey	Min. Discount for Service XX%
Oracle Cloud Software as a Service (SaaS)	
Oracle RightNow Global Price List	32%
Oracle Taleo Cloud Service Global Price List	32%
Oracle Fusion Cloud Service Global Price List	32%
Oracle Cloud Platform as a Service and Infrastructure as a Service (PaaS and IaaS)	
Oracle Cloud Platform as a Service and Infrastructure as a Service - Public Cloud Global Price List	2%
Oracle Construction and Engineering Global Price List (CEGBU) (cloud eligible offerings)	2%

1.3.5 Consulting/Professional Services						
	Labor Rate(s)					
Labor Category	Year 1	Year 2	Year 3	Year 4	Year 5	
Application Developer	\$ 198.83	\$ 198.83	\$ 202.89	\$ 202.89	\$ 202.89	
Associate Consultant	\$ 131.27	\$ 131.27	\$ 133.89	\$ 133.89	\$ 136.57	
Consulting/Engineer	\$ 190.61	\$ 193.51	\$ 193.51	\$ 196.46	\$ 196.46	
Director/Engineer	\$ 212.18	\$ 212.18	\$ 216.51	\$ 216.51	\$ 222.07	
Installation Engineer	\$ 190.61	\$ 190.61	\$ 195.50	\$ 195.50	\$ 200.51	
Managing Principal Consultant	\$ 264.96	\$ 264.96	\$ 271.75	\$ 271.75	\$ 278.72	
Practice Director	\$ 330.81	\$ 330.81	\$ 337.43	\$ 337.43	\$ 344.18	
Practice Manager	\$ 285.48	\$ 285.48	\$ 291.41	\$ 291.41	\$ 297.24	
Principal Consultant	\$ 231.84	\$ 231.84	\$ 237.78	\$ 237.78	\$ 243.88	
Project Manager/Engineer	\$ 242.89	\$ 242.89	\$ 244.11	\$ 244.11	\$ 245.34	
Senior Consultant/Engineer	\$ 215.86	\$ 215.86	\$ 219.15	\$ 219.15	\$ 222.48	
Senior Project Manager	\$ 248.86	\$ 250.11	\$ 250.11	\$ 251.37	\$ 251.37	
Sr. Application Developer	\$ 207.94	\$ 207.94	\$ 212.18	\$ 213.27	\$ 213.27	
Sr. Practice Director	\$ 364.32	\$ 364.32	\$ 373.66	\$ 373.66	\$ 383.24	
Sr. Principal Consultant	\$ 264.96	\$ 264.96	\$ 271.75	\$ 271.75	\$ 278.72	
Sr. Systems Engineer	\$ 217.52	\$ 217.52	\$ 217.52	\$ 223.10	\$ 223.10	
Staff Consultant	\$ 165.60	\$ 165.60	\$ 169.85	\$ 169.85	\$ 174.20	
Systems Engineer	\$ 201.86	\$ 201.86	\$ 201.86	\$ 207.04	\$ 207.04	

1.3.5	Oracle Consulting/Professional Services Years 6-10 Eff. 7-1-24					
		Labor Rate(s)				
	Labor Category	Year 6	Year 7	Year 8	Year 9	Year 10
	Application Developer	\$ 225.43	\$ 233.61	\$ 242.08	\$ 250.86	\$ 259.96
	Associate Consultant	\$ 151.74	\$ 157.24	\$ 162.94	\$ 168.85	\$ 174.97
	Consulting/Engineer	\$ 218.29	\$ 226.21	\$ 234.41	\$ 242.91	\$ 251.72
	Director/Engineer	\$ 246.75	\$ 255.69	\$ 264.96	\$ 274.57	\$ 284.53
	Installation Engineer	\$ 222.79	\$ 230.87	\$ 239.24	\$ 247.92	\$ 256.91
	Managing Principal Consultant	\$ 309.69	\$ 320.92	\$ 332.56	\$ 344.62	\$ 357.12
	Practice Director	\$ 382.42	\$ 396.29	\$ 410.66	\$ 425.55	\$ 440.98
	Practice Manager	\$ 330.27	\$ 342.25	\$ 354.66	\$ 367.52	\$ 380.85
	Principal Consultant	\$ 270.98	\$ 280.81	\$ 290.99	\$ 301.54	\$ 312.48
	Project Manager/Engineer	\$ 272.60	\$ 282.49	\$ 292.74	\$ 303.36	\$ 314.36
	Senior Consultant/Engineer	\$ 247.20	\$ 256.17	\$ 265.46	\$ 275.09	\$ 285.07
	Senior Project Manager	\$ 279.30	\$ 289.43	\$ 299.93	\$ 310.81	\$ 322.08
	Sr. Application Developer	\$ 236.97	\$ 245.56	\$ 254.47	\$ 263.70	\$ 273.26
	Sr. Practice Director	\$ 425.82	\$ 441.26	\$ 457.26	\$ 473.84	\$ 491.03
	Sr. Principal Consultant	\$ 309.69	\$ 320.92	\$ 332.56	\$ 344.62	\$ 357.12
	Sr. Systems Engineer	\$ 247.89	\$ 256.88	\$ 266.20	\$ 275.85	\$ 285.85
	Staff Consultant	\$ 193.56	\$ 200.58	\$ 207.85	\$ 215.39	\$ 223.20
	Systems Engineer	\$ 230.04	\$ 238.38	\$ 247.03	\$ 255.99	\$ 265.27
	Technical Account Manager I	\$ 309.69	\$ 320.92	\$ 332.56	\$ 344.62	\$ 357.12
	Technical Account Manager II	\$ 330.27	\$ 342.25	\$ 354.66	\$ 367.52	\$ 380.85
	Advanced Support Engineer I	\$ 309.69	\$ 320.92	\$ 332.56	\$ 344.62	\$ 357.12
	Advanced Support Engineer II	\$ 330.27	\$ 342.25	\$ 354.66	\$ 367.52	\$ 380.85
	Executive	\$ 500.00	\$ 515.46	\$ 531.40	\$ 547.84	\$ 564.78
1.3.6	Technical Support Services and/or Maintenance Support Services					
Technical Support Services and/or Maintenance Support Services fees are calculated as a factor of fees paid on net new licenses and/or hardware, renewal of services thereafter are priced based on a percentage increase over prior years fees and provided in accordance with then current Technical Support Policies.						

1.3.7	Oracle Training and University Products Oracle University Cloud Learning Subscriptions Eff. 1-1-22
Oracle University Training Services	
Customer Transaction Band	E-Business License and Technical Support Discounts (Enter Discount off of list price. List price detailed at www.oracle.com/education)
\$0 - \$10,000	10.0%
\$10,001 - \$25,000	15.0%
\$25,001 - \$50,000	20.0%
\$50,001 - \$100,000	27.0%
\$100,001 - \$250,000	30.0%
\$250,001 +	32.0%

Note: Oracle University offerings are governed by the Oracle University terms and conditions available at education.oracle.com and incorporated by reference.

1.3.8	Financing Services
Financing to be considered on a deal by deal basis.	

1.3.9	Full Pro Services							
Labor Category	CLIN Number	Commercial LIST PRICE	USC Labor NTE Year 1	Year 2	Year 3	Year 4	Year 5	Year 6
DLT Labor Rates for US Communities Contract								
Installation Engineer	DLT001	\$ 239.97	\$ 190.61	\$ 190.61	\$ 195.50	\$ 195.50	\$ 200.51	\$ 200.51
Systems Engineer	DLT002	\$ 208.72	\$ 201.86	\$ 201.86	\$ 201.86	\$ 207.04	\$ 207.04	\$ 207.04
Sr. Systems Engineer	DLT003	\$ 223.63	\$ 217.52	\$ 217.52	\$ 217.52	\$ 223.10	\$ 223.10	\$ 223.10
Application Developer	DLT004	\$ 202.89	\$ 198.83	\$ 198.83	\$ 202.89	\$ 202.89	\$ 202.89	\$ 202.89
Sr. Application Developer	DLT005	\$ 223.62	\$ 207.94	\$ 207.94	\$ 212.18	\$ 213.27	\$ 213.27	\$ 215.43
Director/Engineer	DLT0027	\$ 395.96	\$ 212.18	\$ 212.18	\$ 216.51	\$ 216.51	\$ 222.07	\$ 222.07
Senior Project Manager	DLT0028	\$ 329.96	\$ 248.86	\$ 250.11	\$ 250.11	\$ 251.37	\$ 251.37	\$ 255.20
Project Manager/Engineer	DLT0029	\$ 269.97	\$ 242.89	\$ 242.89	\$ 244.11	\$ 244.11	\$ 245.34	\$ 245.34
Senior Consultant/Engineer	DLT0030	\$ 244.18	\$ 215.86	\$ 215.86	\$ 219.15	\$ 219.15	\$ 222.48	\$ 225.87
Consulting/Engineer	DLT0031	\$ 212.89	\$ 190.61	\$ 193.51	\$ 193.51	\$ 196.46	\$ 196.46	\$ 199.45

1.3.9	DLT Labor Categories Years 6-10 Eff. 7-1-24				
Labor Category	Labor Rate(s)				
	Year 6	Year 7	Year 8	Year 9	Year 10
Installation Engineer		\$229.65	\$236.75	\$244.00	\$251.55
Systems Engineer		\$237.00	\$244.35	\$251.90	\$259.75
Sr. Systems Engineer		\$255.60	\$263.50	\$271.65	\$280.00
Application Developer		\$232.45	\$239.65	\$247.05	\$254.70
Sr. Applications Developer		\$246.75	\$254.40	\$262.25	\$270.35
Director/Engineer		\$257.75	\$265.75	\$274.00	\$282.45
Project Manager		\$309.25	\$318.80	\$328.65	\$338.80
Senior Project Manager		\$391.75	\$403.85	\$416.35	\$429.25
Sr. Consultant/Engineer		\$258.70	\$266.70	\$274.95	\$283.45

	Consultant/Engineer		\$228.45	\$235.50	\$242.80	\$250.31
	BI Architect	\$375.00	\$386.60	\$398.55	\$410.80	\$423.50
	Cloud Architect	\$385.00	\$396.90	\$409.00	\$421.65	\$434.70
	Cloud Senior Engineer	\$330.00	\$340.20	\$350.70	\$361.55	\$372.75
	Development Architect	\$375.00	\$386.60	\$398.55	\$410.80	\$423.50
	Functional Architect	\$495.00	\$505.10	\$515.40	\$525.90	\$536.60
	Principal Middleware Consultant	\$375.00	\$386.60	\$398.55	\$410.80	\$423.50
	Principal Application DBA	\$375.00	\$386.60	\$398.55	\$410.80	\$423.50
	Senior BI Consultant	\$325.00	\$335.00	\$345.35	\$356.00	\$367.00
	Senior Functional Consultant	\$350.00	\$360.80	\$371.95	\$383.45	\$395.30
	Senior DBA	\$335.00	\$345.35	\$356.00	\$367.00	\$378.35
1.3.10	Custom Oracle & Firm Fixed Priced Solutions Eff. 7-1-24					
Customer Solutions and Firm Fixed Price Solutions are permitted provided all terms and conditions and pricing structure of this contract are adhered to.						
1.3.11	Universal Credits Eff. 7-1-24					
Universal Credits sold under this contract must demonstrate that the discount structure of the products sold are within the guidelines of this contract vehicle.						