

**ATTACHMENT C
 BPA TRANSACTIONAL DISCOUNT SCHEDULE**

The discount ranges described in the below tables are based on the total volume per transaction under a single Delivery Order and will be determined as follows:

1. Determine the type of license to be purchased.
 - a. Table 1 provides the discount schedule for single orders containing any combination of Subscription Licenses and PowerStart Implementation only. (Note: Other products can be part of a single delivery order but are not counted toward the aggregate transactional order amount for purposes of establishing a discount level.)
 - b. Table 2 provides discount ranges for single orders containing any combination of Perpetual Licenses, PowerStart Implementation, 1st Year Maintenance and Support and Hosting Services only. (Note: Other products can be part of a single delivery order but are not counted toward the aggregate transactional order amount for purposes of establishing a discount level.)

NOTES:

- a. PowerStart Implementation is a one-time fee that is only required with the initial purchase of Subscription and Perpetual Licenses.
 - b. 1st Year Maintenance and Support is required with the purchase of Perpetual Licenses.
 - c. Products excluded from determining the BPA discounts in Tables 1 and 2 include: Maintenance and Support renewals, Training, Other Support Services and Open Market items not offered through the GSA Contract.
 - d. Excluded products can be part of a single delivery order but are not counted toward the aggregate transactional order amount for purposes of establishing a discount level.
2. Determine standard BPA prices per Attachment A for all applicable products ordered under single order.
 3. Calculate the total BPA order amount for all applicable products to determine BPA discount using Tables 1 or 2 below.
 4. Apply the applicable BPA discount percentage to the then current BPA unit price for each applicable product identified on the single order to determine your discounted BPA unit price.

Table 1			
Discount Schedule for Subscription Licenses			
Based on Total \$ Amount on Single BPA Delivery Order for any combination of Subscription Licenses and PowerStart Implementation Only			
Order Level	Total BPA Order Amount From	Total BPA Order Amount To	BPA Discount (Apply to each Products individual BPA Unit Price)
L1	\$0	\$250,000	No discount*
L2	\$250,001	\$450,000	2.6%
L3	\$450,001	\$650,000	7.5%
L4	\$650,001	\$1,000,000	10.0%
L5	\$1,000,001	\$1,500,000	12.0%
L6	\$1,500,001 +	Additional Spot Discounts may be Provided/Negotiated	

Table 2
Discount Schedule for Perpetual Licenses

Based on Total \$ Amount on Single BPA Delivery Order for any combination of Perpetual Licenses, PowerStart Implementation, 1st Year Maintenance & Support, and Hosting Services Only

Order Level	Total BPA Order Amount From	Total BPA Order Amount To	BPA Discount (Apply to each Products individual BPA Unit Price)
L1	\$0	\$500,000	No discount*
L2	\$500,001	\$1,000,000	2.6%
L3	\$1,000,001	\$1,500,000	7.5%
L4	\$1,500,001	\$2,500,000	10.0%
L5	\$2,500,001	\$3,500,000	12.0%
L6	\$3,500,001 +	Additional Spot Discounts may be Provided/Negotiated	