

APPENDIX C PRICING INDEX

VERTOSOFT

DIR-TSO-4227

BRAND	PRODUCT DESCRIPTION	DIR Customer Discount % off MSRP
Workiva	Workiva Wdesk Cloud Platform - Financial and Audit	16.00%
Workiva	Workiva Wdesk Professional User License - Financial and Audit	16.00%
Workiva	Workiva Wdesk Standard User License- Financial and Audit	16.00%
Workiva	Workiva Wdesk Onboarding Services per unit - Financial and Audit Management	16.00%
Workiva	Workiva Wdesk Document optimization services per unit - Financial and Audit	16.00%
FactGem	FactGem Annual 4-core license subscription for Neo4J Production Government Bundle. Includes Foreman* (FactGem and FactGem Standby must be bundled together)- Data Integration	11.00%
FactGem	FactGem Annual 4-core license subscription for Neo4J Standby Government Bundle. Includes Foreman (FactGem and FactGem Standby must be bundled together)- Data Integration	11.00%
FactGem	FactGem Annual 64-core license subscription for Neo4J Production Government Bundle. Includes Foreman* (FactGem and FactGem Standby must be bundled together) - Data Integration	11.00%
FactGem	FactGem Annual 64-core license subscription for Neo4J Standby Government Bundle. Includes Foreman (FactGem and FactGem Standby must be bundled together) - Data Integration	11.00%

VOLUME PRICING

Brand	QUANTITY	DIR Customer Discount % off MSRP
Workiva	1-20 units	16.00%
Workiva	21-100 units	18.00%
Workiva	100+ units	20.00%
FactGem	1-20 units	11.00%

Additional Discount Based On Aggregate Sales

Contract Sales Threshold	Product or Category Description	Original Discount	Additional Discount	Total Discount
\$75,000	Workiva	16.00%	(+) 1.00%	17.00%
\$150,000	Workiva	16.00%	(+) 3.00%	19.00%