

Texas Department of Information Resources

# Productivity Software Bulk Purchase Initiative: DocuSign

Fiscal Year 2020

[Carahsoft Technology Corporation: DIR-TSO-4288](#)

DIR Bulk Purchase Initiative #BP2020-024

## Table of Contents

|                                     |   |
|-------------------------------------|---|
| Summary .....                       | 2 |
| Instructions for ordering.....      | 2 |
| DIR Contact Information .....       | 2 |
| DocuSign Products and Pricing ..... | 3 |

## Summary

The Department of Information Resources (DIR) is pleased to announce a bulk purchase of DocuSign products and related services. By tapping into our existing contractual vehicles through our Cooperative Contracts program, DIR anticipates a much-shortened procurement process for Customers. In addition, state agencies may participate in the software bulk purchase initiative without being constrained by dollar thresholds.

DIR has concluded vendor negotiations and Customers may now issue purchase orders for DocuSign products and related services through August 31, 2020. DIR and Vendor may agree to extend the initial date with mutual agreement between parties.

## Instructions for ordering

All DIR eligible customers may participate in the DocuSign bulk purchase initiative. There is no minimum order quantity under the bulk purchase. Regardless of the number of new licenses or other products purchased, each Customer will pay the same, discounted price for items including but not limited to DocuSign new seat subscriptions, new DocuSign platform solutions and related services listed in the DocuSign pricing section.

DIR Customers should contact Kai Hollenhorst with Carahsoft Technology Corporation at [kai.hollenhorst@carahsoft.com](mailto:kai.hollenhorst@carahsoft.com) to receive a customized DocuSign quote at Bulk Purchase discount rates. Customers should mention DIR Bulk Purchase initiative in their request for quote. Additional contact information may be found on the DIR contract page for [DIR-TSO-4288](#).

Once ready to order, please include the DIR contract number (DIR-TSO-4288) on your purchase order (PO) as well as the following statement, **“DIR Bulk Purchase Initiative BP2020-024”** Failure to do so may result in your purchase not being considered a Bulk Purchase and as such be subject to state competitive procurement laws. Please submit your PO directly to Carahsoft Technology Corporation, and “For Reporting Purposes” forward a copy of your PO to [bulk.purchase@dir.texas.gov](mailto:bulk.purchase@dir.texas.gov).

Please note: In accordance with Texas Government Code 2157.068, state agencies making purchases under DIR Bulk Purchase Agreements are not bound by competitive requirements or dollar thresholds otherwise required when making IT commodity purchases for hardware, software, and technology services. If the state agency is unable to utilize the options provided under a DIR Bulk Purchase Agreement, the state agency must follow dollar threshold and competitive requirements. For more information on threshold requirements please visit DIR’s web page, [Procurement Thresholds](#).

## DIR Contact Information

For questions regarding the DIR’s Bulk Purchase Initiative, please contact:

Mario Gutierrez, JP, CTCM, CTPM  
Contract Administrator Manager  
Chief Procurement Office  
[mario.gutierrez@dir.texas.gov](mailto:mario.gutierrez@dir.texas.gov) | o: 512.463-8989

## DocuSign Products and Pricing

| Product Description  | Part Number  | MSRP/LIST      | Bulk Purchase Customer Price |
|--|--|----------------|------------------------------|
| <p>DocuSign SpringCM + eSignature Government Platform Special Bundle - One (1) Year</p> <ul style="list-style-type: none"> <li>- up to 750 SpringCM Enterprise seats</li> <li>- 5,000 DocuSign Enterprise Pro transactions</li> <li>- FedRAMP Authorized</li> <li>- Contract Lifecycle Management</li> <li>- Document Generation</li> <li>- Workflow</li> <li>- Central Repository (6 Terabytes)</li> <li>- Redlining</li> <li>- Version Control</li> <li>- API access</li> <li>- Microsoft Office 365 plugin</li> <li>- SpringCM UAT Sandbox</li> <li>- Enterprise Premier Support</li> <li>- Dedicated Technical Customer Support Manager</li> <li>- 1100 Professional Services Hours</li> </ul> | <p><u>APT-2019 SpringCMPlatform Bundle</u><br/> <b>(Bulk Purchase Platform Bundle Special Offer)</b></p> | \$2,073,565.60 | \$1,000,000.00               |
| <p>DocuSign eSignature Only Government Platform Special Bundle - One (1) Year</p> <ul style="list-style-type: none"> <li>- Enterprise Pro for Gov Edition</li> <li>- Unlimited transactions &amp; unlimited users</li> <li>- SharePoint OR Salesforce connector</li> <li>- Advanced Admin with SSO</li> <li>- API access</li> <li>- Microsoft Office 365 plugin</li> <li>- Enterprise Premier Support</li> <li>- Dedicated Technical Customer Support Manager</li> <li>- Full-Time Customer Success Architect for one year</li> </ul>  | <p><u>APT-2019 PlatformBundle</u><br/> <b>(Bulk Purchase Platform Bundle Special Offer)</b></p>          | \$5,312,500.00 | \$1,500,000.00               |
| DocuSign Retrieve  | <u>APT-0011</u>  | \$6,000.00     | \$4,200.00                   |
| Fax Services - Envelope Subscription Per Fax Page  | <u>APT-0015</u>  | \$0.10         | \$0.07                       |
| Authentication - Knowledge-Based (ID Check) - Usage Subscription Per Envelope  | <u>APT-0016</u>  | \$2.50         | \$1.75                       |
| Authentication - Phone - Usage Subscription  | <u>APT-0017</u>  | \$9.00         | \$6.30                       |
| Authentication - SMS - Usage Subscription  | <u>APT-0018</u>  | \$2.40         | \$1.68                       |
| DocuSign Platform Edition - Platform Fee   | <u>APT-0045</u>  | 1,000,000.00   | \$700,000.00                 |
| DocuSign Connector - Google Enterprise Apps  | <u>APT-0055</u>  | \$144.00       | \$100.80                     |
| DocuSign Connector - Microsoft Dynamics CRM  | <u>APT-0056</u>  | \$144.00       | \$100.80                     |
| DocuSign Connector - Microsoft SharePoint  | <u>APT-0057</u>  | \$144.00       | \$100.80                     |

| Product Description   | Part Number              | MSRP/LIST   | Bulk Purchase Customer Price |
|---|--------------------------|-------------|------------------------------|
| DocuSign Connector - NetSuite   | <a href="#">APT-0058</a> | \$144.00    | \$100.80                     |
| DocuSign Connector - SugarCRM   | <a href="#">APT-0059</a> | \$144.00    | \$100.80                     |
| API Certification   | <a href="#">APT-0060</a> | \$1,000.00  | \$700.00                     |
| Consulting - Per hour   | <a href="#">APT-0061</a> | \$295.00    | \$283.20                     |
| Consulting - 20 Hour Bundle   | <a href="#">APT-0062</a> | \$3,500.00  | \$3,360.00                   |
| Fast Start API  | <a href="#">APT-0066</a> | \$17,500.00 | \$16,800.00                  |
| Fast Start Salesforce.com   | <a href="#">APT-0067</a> | \$15,000.00 | \$14,400.00                  |
| Fast Start Web Console  | <a href="#">APT-0068</a> | \$10,000.00 | \$9,600.00                   |
| Consulting - 10 Hour Bundle   | <a href="#">APT-0072</a> | \$1,750.00  | \$1,680.00                   |
| Single Sign-On Implementation Services  | <a href="#">APT-0073</a> | \$0.01      | \$0.01                       |
| Training - Custom   | <a href="#">APT-0078</a> | \$295.00    | \$283.20                     |
| DSU End User Training (virtual only) - Per Block (4 hours)                    | <a href="#">APT-0084</a> | \$1,500.00  | \$1,440.00                   |
| DocuSign PowerForms - Seat Subscription                                       | <a href="#">APT-0085</a> | \$15.00     | \$10.50                      |
| Web Console Administration  | <a href="#">APT-0089</a> | \$295.00    | \$283.20                     |
| Web Console Branding  | <a href="#">APT-0090</a> | \$295.00    | \$283.20                     |
| Web Console Template Set-up   | <a href="#">APT-0091</a> | \$295.00    | \$283.20                     |
| Custom Email Settings   | <a href="#">APT-0093</a> | \$10,000.00 | \$9,600.00                   |
| OpenTrust Certificate - Per Use   | <a href="#">APT-0094</a> | \$33.00     | \$23.10                      |
| OpenTrust Certificate - Seat Subscription                                     | <a href="#">APT-0095</a> | \$144.00    | \$100.80                     |
| OpenTrust Certificate - Envelope Subscription                                 | <a href="#">APT-0096</a> | \$21.00     | \$14.70                      |
| eOriginal Authoritative Copy Management Services                              | <a href="#">APT-0097</a> | \$6,000.00  | \$4,200.00                   |
| eOriginal eAsset Management   | <a href="#">APT-0098</a> | \$14.40     | \$10.08                      |
| eOriginal eAsset Transactions   | <a href="#">APT-0099</a> | \$72.00     | \$50.40                      |
| eOriginal Fast Start Services   | <a href="#">APT-0100</a> | \$1,500.00  | \$1,050.00                   |
| Customer Success Architect - Full Time/ monthly charge                        | <a href="#">APT-0145</a> | \$32,000.00 | \$30,720.00                  |
| Customer Success Architect - Half Time/Monthly charge                         | <a href="#">APT-0146</a> | \$18,000.00 | \$17,280.00                  |
| Customer Success Architect - Quarter Time/monthly charge                      | <a href="#">APT-0147</a> | \$10,000.00 | \$9,600.00                   |
| Enterprise Premier Support (22% of List Price per \$100 of List License Fees) | <a href="#">APT-0148</a> | \$22.00     | \$21.12                      |
| DocuSign Connector - SAP  | <a href="#">APT-0209</a> | \$144.00    | \$100.80                     |
| DocuSign Connector - Salesforce - Per Seat                                    | <a href="#">APT-0210</a> | \$144.00    | \$100.80                     |
| DocuSign Connector - Ariba  | <a href="#">APT-0211</a> | \$144.00    | \$100.80                     |
| DocuSign Connector - SuccessFactors   | <a href="#">APT-0212</a> | \$144.00    | \$100.80                     |
| DocuSign Connector - Various Integrations                                     | <a href="#">APT-0213</a> | \$144.00    | \$100.80                     |
| Signature Appliance -Ent (Add. 100 Signatures)                                | <a href="#">APT-0224</a> | \$2,880.00  | \$2,016.00                   |
| Signature Appliance -FIPS (Add. 100 Signatures)                               | <a href="#">APT-0225</a> | \$4,320.00  | \$3,024.00                   |
| Signature Appliance -Com Cri (Add. 100 Signatures)                            | <a href="#">APT-0226</a> | \$5,400.00  | \$3,780.00                   |
| Adv. Administration (w/SSO) - for Seats Add-on (\$/seat)                      | <a href="#">APT-0246</a> | \$120.00    | \$84.00                      |
| DocuSign Business Pro Edition - Seat Subscription                             | <a href="#">APT-0271</a> | \$480.00    | \$ 336.00                    |

| Product Description   | Part Number               | MSRP/LIST   | Bulk Purchase Customer Price |
|---|---------------------------|-------------|------------------------------|
| DocuSign Enterprise Pro Edition - Seat Subscription           | <a href="#">APT-0272</a>  | \$780.00    | \$ 546.00                    |
| Advanced Workflows Addon - Seat Subs.                         | <a href="#">APT-0276</a>  | \$240.00    | \$ 168.00                    |
| Expanded Branding Addon - Seat Subs.                          | <a href="#">APT-0277</a>  | \$240.00    | \$ 168.00                    |
| Connect Addon   | <a href="#">APT-0279</a>  | \$120.00    | \$84.00                      |
| Add. Transactions - Business Pro Ed. (100 trans.)             | <a href="#">APT-0283</a>  | \$5,760.00  | \$4,032.00                   |
| Add. Transactions - Enterprise Pro Ed. (100 trans.)           | <a href="#">APT-0284</a>  | \$9,360.00  | \$6,552.00                   |
| Add. Transactions - Business Pro Ed. (1,000 trans.)           | <a href="#">APT-0294</a>  | \$57,600.00 | \$ 40,320.00                 |
| Add. Transactions - Enterprise Pro Ed. (1,000 trans.)         | <a href="#">APT-0295</a>  | \$93,600.00 | \$ 65,520.00                 |
| Advanced Administration Seat Subscription                     | <a href="#">APT-0304</a>  | \$99.96     | \$69.97                      |
| Advanced Workflow Envelope Subscription                       | <a href="#">APT-0307</a>  | \$24.00     | \$16.80                      |
| Advanced Workflow Seat Subscription                           | <a href="#">APT-0308</a>  | \$99.96     | \$69.97                      |
| eOriginal eVault Upload                                       | <a href="#">APT-0340</a>  | \$ 5.04     | \$ 3.53                      |
| eOriginal Repository  | <a href="#">APT-0341</a>  | \$ 2.52     | \$ 1.76                      |
| eOriginal Services  | <a href="#">APT-0342</a>  | \$999.96    | \$ 699.97                    |
| eOriginal Vault   | <a href="#">APT-0343</a>  | \$ 5.04     | \$ 3.53                      |
| Onboarding - Per Hour   | <a href="#">APT-0371</a>  | \$250.00    | \$ 175.00                    |
| Custom Engagement - Per Hour (SpringCM)                       | <a href="#">APT-03725</a> | \$275.00    | \$ 264.00                    |
| Custom Engagement - Per Hour                                  | <a href="#">APT-0372</a>  | \$250.00    | \$ 240.00                    |
| Onboarding - Per Package                                      | <a href="#">APT-0375</a>  | \$500.00    | \$ 350.00                    |
| DocuSign Standard Edition for SFDC - Seat Subscription        | <a href="#">APT-0383</a>  | \$360.00    | \$ 252.00                    |
| DocuSign Business Pro Edition for SFDC - Seat Subscription    | <a href="#">APT-0384</a>  | \$576.00    | \$ 403.20                    |
| DocuSign Enterprise Pro Edition for SFDC - Seat Subscription  | <a href="#">APT-0385</a>  | \$924.00    | \$ 646.80                    |
| DocuSign Business Pro Edition - Seat Subs. (Adopt. Accel.)    | <a href="#">APT-0389</a>  | \$480.00    | \$ 336.00                    |
| DocuSign Enterprise Pro Edition - Seat Subs. (Adopt. Accel.)  | <a href="#">APT-0390</a>  | \$780.00    | \$ 546.00                    |
| DocuSign Business Pro Edition for SFDC - Seat (Adop Accel)    | <a href="#">APT-0392</a>  | \$576.00    | \$ 403.20                    |
| DocuSign Enterprise Pro Edition for SFDC - Seat (Adop Accel)  | <a href="#">APT-0393</a>  | \$924.00    | \$ 646.80                    |
| Adoption Consulting - Technical                               | <a href="#">APT-0458</a>  | \$3,000.00  | \$2,880.00                   |
| Adoption Consulting   | <a href="#">APT-0459</a>  | \$1,750.00  | \$1,680.00                   |
| Adoption QuickStart <500MRR                                   | <a href="#">APT-0460</a>  | \$ 0.01     | \$ 0.01                      |
| DocuSign Business Pro Edition - Envelope Subs.                | <a href="#">APT-0462</a>  | \$ 4.80     | \$ 3.36                      |
| DocuSign Enterprise Pro Edition - Envelope Subs.              | <a href="#">APT-0463</a>  | \$ 7.80     | \$ 5.46                      |
| DocuSign Business Pro Edition for SFDC - Envelope Subs.       | <a href="#">APT-0465</a>  | \$ 5.76     | \$ 4.03                      |
| DocuSign Enterprise Pro Edition for SFDC - Envelope Subs.     | <a href="#">APT-0466</a>  | \$ 9.24     | \$ 6.47                      |
| DocuSign Business Pro Edition - Envelope Subs. (Adopt.Accel.) | <a href="#">APT-0468</a>  | \$ 4.80     | \$ 3.36                      |

| Product Description  | Part Number              | MSRP/LIST      | Bulk Purchase Customer Price |
|--|--------------------------|----------------|------------------------------|
| DocuSign Enterprise Pro Edition - Envelope Subs. (Adopt.Accel.)        | <a href="#">APT-0469</a> | \$ 7.80        | \$ 5.46                      |
| Advanced Workflows Addon - Envelope Subs.                              | <a href="#">APT-0470</a> | \$ 2.40        | \$ 1.68                      |
| Expanded Branding Addon - Envelope Subs.                               | <a href="#">APT-0471</a> | \$ 2.40        | \$ 1.68                      |
| DocuSign Guided Forms Business Edition - Per Transaction               | <a href="#">APT-0472</a> | \$16.00        | \$11.20                      |
| DocuSign Guided Forms- Platform  | <a href="#">APT-0473</a> | \$1,000,000.00 | \$700,000.00                 |
| DocuSign Professional Services - Guided Forms - Per Hour               | <a href="#">APT-0474</a> | \$250.00       | \$ 240.00                    |
| DocuSign Business Pro for Gov - Seats                                  | <a href="#">APT-0483</a> | \$540.00       | \$ 378.00                    |
| DocuSign Business Pro for Gov - Env                                    | <a href="#">APT-0484</a> | \$ 5.40        | \$ 3.78                      |
| DocuSign Business Pro for Gov - Seats (Adopt. Accel.)                  | <a href="#">APT-0485</a> | \$540.00       | \$ 378.00                    |
| DocuSign Business Pro for Gov - Env (Adopt. Accel.)                    | <a href="#">APT-0486</a> | \$ 5.40        | \$ 3.78                      |
| DocuSign Enterprise Pro for Gov - Seats                                | <a href="#">APT-0487</a> | \$840.00       | \$ 588.00                    |
| DocuSign Enterprise Pro for Gov - Env                                  | <a href="#">APT-0488</a> | \$ 8.40        | \$ 5.88                      |
| DocuSign Enterprise Pro for Gov - Seats (Adopt. Accel.)                | <a href="#">APT-0489</a> | \$840.00       | \$ 588.00                    |
| DocuSign Enterprise Pro for Gov - Env (Adopt. Accel.)                  | <a href="#">APT-0490</a> | \$ 8.40        | \$ 5.88                      |
| Organization Management - Per Seat                                     | <a href="#">APT-0497</a> | \$180.00       | \$ 126.00                    |
| Organization Management - Per Envelope                                 | <a href="#">APT-0498</a> | \$21.60        | \$15.12                      |
| Access Management w/SSO - Per Seat                                     | <a href="#">APT-0500</a> | \$120.00       | \$84.00                      |
| Access Management w/SSO - Per Envelope                                 | <a href="#">APT-0501</a> | \$14.40        | \$10.08                      |
| DocuSign Total Search (by Seal) – Platform Fee                         | <a href="#">APT-0505</a> | \$1,000,000.00 | \$700,000.00                 |
| DocuSign Total Search (by Seal) – Envelope Subs                        | <a href="#">APT-0506</a> | \$36.00        | \$25.20                      |
| DocuSign Intelligent Insights (by Seal) – Platform Fee                 | <a href="#">APT-0507</a> | \$1,000,000.00 | \$700,000.00                 |
| DocuSign Intelligent Insights (by Seal) – Envelope Subs                | <a href="#">APT-0508</a> | \$57.00        | \$39.90                      |
| Professional Services for Total Search/Intelligent Insights - Per Hour | <a href="#">APT-0523</a> | \$250.00       | \$ 240.00                    |
| DocuSign Click – Access  | <a href="#">APT-0526</a> | \$ 0.01        | \$ 0.01                      |
| DocuSign Click - Per Clickwrap   | <a href="#">APT-0527</a> | \$ 2.00        | \$ 1.40                      |
| DocuSign Intelligent Insights by Seal – Platform Fee OnPrem            | <a href="#">APT-0538</a> | \$1,000,000.00 | \$700,000.00                 |
| DocuSign Intelligent Insights by Seal – Env Add-Ons On-Prem            | <a href="#">APT-0539</a> | \$ 4.75        | \$ 3.33                      |
| SpringCM Document Generation - Seat Subs.                              | <a href="#">APT-0543</a> | \$240.00       | \$ 168.00                    |
| SpringCM Contract Mgmt - Professional with SFDC - Seat Subs.           | <a href="#">APT-0544</a> | \$576.00       | \$ 403.20                    |
| SpringCM Document Mgmt - Enterprise - Seat Subs.                       | <a href="#">APT-0545</a> | \$960.00       | \$ 672.00                    |
| SpringCM Document Mgmt - Professional - Seat Subs.                     | <a href="#">APT-0546</a> | \$360.00       | \$ 252.00                    |
| SpringCM Document Mgmt - Professional with SFDC - Seat Subs.           | <a href="#">APT-0547</a> | \$432.00       | \$ 302.40                    |
| SpringCM Contract Mgmt - Enterprise with SFDC - Seat Subs.             | <a href="#">APT-0548</a> | \$1,152.00     | \$ 806.40                    |
| SpringCM Document Mgmt - Enterprise with SFDC - Seat Subs.             | <a href="#">APT-0549</a> | \$1,152.00     | \$ 806.40                    |

| Product Description  | Part Number              | MSRP/LIST      | Bulk Purchase Customer Price |
|--|--------------------------|----------------|------------------------------|
| SpringCM Contract Mgmt - Professional - Seat Subs.               | <a href="#">APT-0550</a> | \$480.00       | \$ 336.00                    |
| SpringCM Contract Mgmt - Enterprise - Seat Subs.                 | <a href="#">APT-0551</a> | \$960.00       | \$ 672.00                    |
| SpringCM Contract Mgmt - Enterprise - API User                   | <a href="#">APT-0552</a> | \$36,000.00    | \$ 25,200.00                 |
| SpringCM Contract Mgmt - Enterprise - Community User - Seat Sub. | <a href="#">APT-0553</a> | \$240.00       | \$ 168.00                    |
| SpringCM Contract Mgmt - Enterprise - View Only User - Seat Sub. | <a href="#">APT-0554</a> | \$240.00       | \$ 168.00                    |
| SpringCM Boost Services - 4-hour bundle per month                | <a href="#">APT-0555</a> | \$1,000.00     | \$ 700.00                    |
| SpringCM Boost Services - 8-hour bundle per month                | <a href="#">APT-0556</a> | \$2,000.00     | \$1,400.00                   |
| SpringCM Boost Services - 16-hour bundle per month               | <a href="#">APT-0557</a> | \$4,000.00     | \$2,800.00                   |
| SpringCM Document Migration Service Package (up to 300k docs)    | <a href="#">APT-0559</a> | \$5,500.00     | \$3,850.00                   |
| SpringCM Project Readiness Training                              | <a href="#">APT-0560</a> | \$2,000.00     | \$1,400.00                   |
| SpringCM Essentials Workshop (1 day)                             | <a href="#">APT-0561</a> | \$1,700.00     | \$1,190.00                   |
| SpringCM Process Automation Workshop (2 day)                     | <a href="#">APT-0562</a> | \$1,700.00     | \$1,190.00                   |
| SpringCM Process Automation Workshop (3 day)                     | <a href="#">APT-0563</a> | \$2,550.00     | \$1,785.00                   |
| SpringCM Additional Instance - per instance                      | <a href="#">APT-0565</a> | \$15,000.00    | \$ 10,500.00                 |
| SpringCM Fax-in Line - per line                                  | <a href="#">APT-0566</a> | \$108.00       | \$75.60                      |
| SpringCM Additional Storage - per 5TB                            | <a href="#">APT-0567</a> | \$6,600.00     | \$4,620.00                   |
| SpringCM Additional Storage - per 1TB                            | <a href="#">APT-0568</a> | \$2,400.00     | \$1,680.00                   |
| SpringCM UAT Sandbox 15% (\$15 per \$100 license fees)           | <a href="#">APT-0569</a> | \$15.00        | \$10.50                      |
| SpringCM Platform  | <a href="#">APT-0570</a> | \$1,000,000.00 | \$700,000.00                 |
| ID Verification for Government ID and eID Subscription           | <a href="#">APT-0574</a> | \$30.00        | \$21.00                      |