

Appendix C

IT Research and Advisory Services Pricing Index

DIR-SDD-2497

Pricing shall be as specified in GSA Contract #GS35F-0041U

Team Access Pricing Guidelines

Membership types for each customer are determined by the customer's segment. Segment is defined by the total number of full-time equivalent (FTE) IT staff employed by the enterprise including all locations, divisions, departments and business units (verified at time of purchase).

Each physical business location (a "site") must purchase their own membership which will reflect the segment applicable to the total FTE IT staff in the entire enterprise. Memberships are not based solely on the number of staff at the actual site, or department/division or business unit within a physical location. Customers purchasing a membership may not add IT staff to their membership that are not based at the physical address provided, unless previously agreed upon by Info-Tech Research Group. Memberships that cover multiple business locations, and/or departments, and/or divisions and/or subsidiaries/parent companies are available, but will be considered "open market" and quoted on a customized basis. Organizations with more than 100 IT staff fit in the Enterprise segment and will be quoted on a customized basis.

Where an organization has several divisions, departments or business units at a single location, each business unit or division must purchase their own team membership or purchase a custom license. Once purchased, the customer may determine how many members of the staff at their site will have login access and receive email distribution of research content.

Where a customer outsources a significant portion of IT functions, Info-Tech will determine segment based on data such as annual revenue, number of staff, number of business locations, and complexity of technology operations.

Customers who are consultants, or whose primary business is consulting may only purchase a Medium, Large, or Enterprise site license regardless of whether the number of IT staff is less than 10.

Info-Tech reserves the right to determine what constitutes a site, and to apply a segment to the customer for the purposes of determining the license available for purchase.

Bronze Membership

Bronze membership includes team access to the following features:

- Application Silo

- Infrastructure Silo
- MeasureIT
- OptimizeIT

Info-Tech Segment	# of IT Staff	BRONZE GSA Discount
Small A	1 to 5	\$1,560
Small B	6 to 10	\$2,210
Medium	11 to 25	\$7,085
Large	26 to 100	\$10,725

Silver Membership

Silver membership includes team access to the following features:

- Application Silo
- Infrastructure Silo
- MeasureIT
- OptimizeIT
- 3 named users for the IT Strategy & Leadership Silo and Personal Advisory Services

Info-Tech Segment	# of IT Staff	SILVER GSA Discount
Small A	1 to 5	\$3,575
Small B	6 to 10	\$4,225
Medium	11 to 25	\$10,335
Large	26 to 100	\$14,885

Gold Membership

Gold membership includes team access to the following features:

- Application Silo
- Infrastructure Silo
- MeasureIT
- OptimizeIT
- All users have access to IT Strategy & Leadership Silo and Personal Advisory Services
- 10 Enterprise Advisory units for custom research

Info-Tech Segment	# of IT Staff	GOLD GSA Discount
Small A	1 to 5	\$4,875
Small B	6 to 10	\$5,525
Medium	11 to 25	\$12,935
Large	26 to 100	\$21,385

Individual Access

There are four types of single (Individual Access) ITA Premium Memberships available.

ITA Premium – Single Research Seat:

An ITA Premium – Single Research Seat includes access to the following features:

- Application Silo
- Infrastructure Silo
- MeasureIT
- OptimizeIT

Info-Tech Segment	# of IT Staff	Single Membership GSA Discount
Medium	11 to 25	\$3,695
Large	26 to 100	\$3,695
Enterprise	100+	\$3,695

ITA Premium – Single Advisory Seat

An ITA Premium – Single Advisory Seat includes:

- Full access to the ITA Premium – Research Membership (as outlined above),
- Unlimited phone consultations with our Research Analysts (Personal Advisory Service)

Info-Tech Segment	# of IT Staff	Single Membership GSA Discount
Medium	11 to 25	\$9,075
Large	26 to 100	\$9,075
Enterprise	100+	\$9,075

ITA Premium Small Enterprise – Single Research Seat

The same comprehensive coverage of the issues as described in the ITA Premium product. If you work in an organization with total IT staff of less than 10 (and serve under 200 end-users), an ITA

Premium - Small Enterprise membership provides clear, concise answers and tools connected in ways that make your job easier.

An ITA Premium Small Enterprise – Single Research Seat includes access to the following features:

- Application Silo
- Infrastructure Silo
- MeasureIT
- OptimizeIT

Info-Tech Segment	# of IT Staff	Single Membership GSA Discount
Small A	1 to 5	\$840
Small B	6 to 10	\$840

ITA Premium Small Enterprise – Single Advisory Seat

An ITA Premium Small Enterprise – Single Advisory Seat Includes:

- Full access to the ITA Premium Small Enterprise – Research Membership (as outlined above)
- Unlimited phone consultations with our Research Analysts (Personal Advisory Service)

Info-Tech Segment	# of IT Staff	Single Membership GSA Discount
Small A	1 to 5	\$4,635
Small B	6 to 10	\$4,635