

**ATTACHMENT A  
PRICING**

SERIAL 180233-RFP  
 NIGP CODE: 20655  
 RESPONDENT'S NAME: DLT Solutions, LLC  
 COUNTY VENDOR NUMBER :  
 ADDRESS: 2411 Dulles Corner Park Suite 800  
 P.O. ADDRESS:  
 TELEPHONE NUMBER: (703) 709-7172  
 FACSIMILE NUMBER: (866) 419-7926  
 WEB SITE: [www.dlt.com](http://www.dlt.com)  
 CONTACT (REPRESENTATIVE): Mitchell Soni  
 REPRESENTATIVE'S E-MAIL ADDRESS: [Mitchell.Soni@dlt.com](mailto:Mitchell.Soni@dlt.com)

	<b>YES</b>	<b>NO</b>
WILL ALLOW OTHER GOVERNMENTAL ENTITIES TO PURCHASE FROM THIS CONTRACT	[ X ]	[ ]

RESPONDENT IS REQUIRED TO PICK ONE OF THE FOLLOWING PAYMENT TERMS.  
 FAILURE TO INDICATE PAYMENT TERMS WILL RESULT IN A DEFAULT TO NET 30 DAYS.  
 RESPONDENT MUST INITIAL THEIR SELECTION BELOW.

- |   |  |   |
|---|--|---|
| <input type="checkbox"/> NET 10 DAYS            | <input type="checkbox"/> NET 45 DAYS         | <input type="checkbox"/> 1% 10 DAYS NET 30 DAYS |
| <input type="checkbox"/> NET 15 DAYS            | <input type="checkbox"/> NET 60 DAYS         | <input type="checkbox"/> 2% 30 DAYS NET 31 DAYS |
| <input type="checkbox"/> NET 20 DAYS            | <input type="checkbox"/> NET 90 DAYS         | <input type="checkbox"/> 1% 30 DAYS NET 31 DAYS |
| <input checked="" type="checkbox"/> NET 30 DAYS | <input type="checkbox"/> 2% 10 DAYS NET 30 D | <input type="checkbox"/> 5% 30 DAYS NET 31 DAYS |

Product Discount	Support Discount
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<b>1.3.1 Perpetual License Recap</b>		
TOTAL DISCOUNTS	540%	440%
AVERAGE DISCOUNTS	27.000%	22.000%

<b>1.3.2 Engineered Systems Recap</b>		
TOTAL DISCOUNTS	145%	
AVERAGE DISCOUNTS	24%	

<b>1.3.3 Hardware Recap</b>		
TOTAL DISCOUNTS	96%	
AVERAGE DISCOUNTS	16%	

<b>1.3.4 Cloud Services Recap</b>		
TOTAL DISCOUNTS	234%	
AVERAGE DISCOUNTS	26%	

<b>1.3.5 Professional Services Recap</b>		
TOTAL DISCOUNTS	\$ 21,156.03	
AVERAGE DISCOUNTS	\$ 4,231.21	

<b>1.3.6 Support Services Recap</b>		
TOTAL DISCOUNTS	NA	NA
AVERAGE DISCOUNTS	NA	NA

<b>1.3.7 Training Recap</b>		
TOTAL DISCOUNTS	134%	
AVERAGE DISCOUNTS	22%	

<b>1.3.8 Financing Recap</b>		
TOTAL DISCOUNTS	NA	NA
AVERAGE DISCOUNTS	NA	NA

**Reseller: DLT Solutions**

**1.3.1 Perpetual Licenses Catalog Products**

Global Price List - shown in dark grey	Metric	Insert Percentage Below	Insert Percentage Below
		Min. Discount for Licenses XX%	First Year Maintenance Percentage based on discounted license Cost
<b>Technology Global Price List Products</b>			
Oracle Enterprise Edition Database	Processor	27%	22%
Oracle Enterprise Edition Database	Processor	27%	22%
Database Vault	Processor	27%	22%
Advanced Security	Processor	27%	22%
<b>Oracle Fusion Applications Component Global Price List</b>			
Application Management Suite for Oracle Fusion Applications	Named User Plus	27%	22%
Application Management Suite for Oracle Fusion Applications	Processor	27%	22%
<b>Oracle E-Business Suite Applications Global Price List Component Pricing</b>			
Purchasing	Application User	27%	22%
*Option: Sourcing	Application User	27%	22%
*Option: Sourcing Optimization	Application User	27%	22%
iProcurement	Application User	27%	22%
<b>Oracle Business Intelligence Applications Global Price List Component Pricing</b>			
Supply Chain and Order Management Analytics, Fusion Edition	Application User	27%	22%
Financial Analytics, Fusion Edition	Application User	27%	22%
Procurement & Spend Analytics, Fusion Edition	Application User	27%	22%
<b>Peoplesoft Component Global Price List</b>			
Absence Management	Employee	27%	22%
Benefits Administration	Employee	27%	22%
<b>JD Edwards Component Global Price List</b>			
CRM Foundation	Application User	27%	22%
CRM Foundation	Connected Device	27%	22%
<b>Oracle Construction &amp; Engineering Global Price List</b>			
Primavera P6 Enterprise Project Portfolio Management	Application User	27%	22%
Primavera P6 Progress Reporter	Application User	27%	22%
Primavera P6 Professional Project Management	Application User	27%	22%
<b>TOTALS</b>		<b>540%</b>	<b>440%</b>
<b>AVERAGE DISCOUNTS</b>		<b>27.000%</b>	<b>22.000%</b>

**Reseller: DLT Solutions**

**1.3.1 Perpetual Licenses Catalog Products**

Global Price List - shown in dark grey	Metric	Insert Percentage Below	Insert Percentage Below
		Min. Discount for Licenses XX%	First Year Maintenance Percentage based on discounted license Cost

**ORACLE PRODUCTS TRANSACTION BANDS FOR PRODUCT**

Transaction Band		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%
TOTALS		242%	161%
AVERAGE DISCOUNTS		48%	32%

**Reseller: DLT Solutions**

**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
<b>Systems Hardware and Software Global Price List</b>						
SPARC S7-2 server: base with 1 SPARC S7 8-core 4.27 GHz processor (for factory installation)	20%	12%	12%	3%		
StorageTek Availability Suite Software					27%	22%
<b>TOTALS</b>	20%	12%	12%	3%	27%	22%
<b>AVERAGE DISCOUNTS</b>	10.000%	6.000%	6.000%	1.500%	13.500%	11.000%
TOTAL		96%				
AVERAGE TOTAL		16%				

# Reseller: DLT Solutions

## 1.3.5 Consulting/Professional Services

Labor Category	Labor Rate(s)				
	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
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
TOTAL	\$ 4,166.40	\$ 4,170.56	\$ 4,240.87	\$ 4,256.92	\$ 4,321.27
AVERAGE	\$ 231.47	\$ 231.70	\$ 235.60	\$ 236.50	\$ 240.07
TOTAL	\$ 21,156.03				
TOTAL AVERAGE	\$ 4,231.21				

### **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.

## Reseller: DLT Solutions

### 1.3.7 Oracle Training and University Products

Oracle University Training Services		
Customer Transaction Band	E-Business License and Technical Support Discounts (Enter Discount off of list price. List price detailed at <a href="http://www.oracle.com/education">www.oracle.com/education</a> )	
\$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%
TOTAL		134%
AVERAGE		22%

## **Reseller: DLT Solutions**

### **1.3.8 Financing Services**

Financing to be considered on a deal by deal basis.



<b>Products &amp; Services*</b>	<b>Discount</b>	<b>Proposed Tech. Support and/or Maintenance Support</b>
<b>Perpetual Licenses</b>	27%	22%
<b>Engineered Systems</b>		
Hardware	5%	12%
Software	27%	22%
<b>Hardware, Servers, Storage &amp; Networking</b>		
Netra Systems, SPARC Servers & Fujitsu SPARC Servers	20%	12%
Oracle X86 Servers & Server Options	13%	12%
NAS Storage - Disk, Networking Products & Oracle SAN Storage	20%	12%
Tape Storage, CGBU Products & ACME Packets	30%	12%
Oracle Installation	2%	
<b>Cloud Services</b>		
Fusion/RightNow/Taleo Cloud	32%	
BI Cloud Services	20%	
PaaS/IaaS Government Cloud & Primavera Cloud	2%	
CRM OnDemand Cloud	27%	
Midmarket Cloud & Oracle ATG Click to Call	10%	

\*As outlined in Serial 180233-RFP Section 2.2

Labor Category	Level	CLIN Number	Commercial LIST								
			PRICE	USC Labor	NTE	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6
<b>DLT Labor Rates for US Communities Contract</b>											
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
<b>OCS Rates for US Communities Contract to DLT Solutions</b>											
Senior Practice/Tech Director	9	9891-319430	\$	506.00	\$	364.32	\$ 364.32	\$ 373.66	\$ 373.66	\$ 383.24	\$ 383.24
Senior Practice/Technical Manager	8	9891-319429	\$	460.00	\$	331.20	\$ 331.20	\$ 339.69	\$ 339.69	\$ 348.40	\$ 348.40
Practice/Technical Manager	7	9891-319409	\$	396.75	\$	285.66	\$ 285.66	\$ 292.98	\$ 292.98	\$ 300.50	\$ 300.50
Senior Principal Consultant	6	9891-319431	\$	368.00	\$	264.96	\$ 264.96	\$ 271.75	\$ 271.75	\$ 278.72	\$ 278.72
Principal Consultant	5	9891-317331	\$	322.00	\$	231.84	\$ 231.84	\$ 237.78	\$ 237.78	\$ 243.88	\$ 243.88
Senior Consultant	4	9891-317336	\$	264.50	\$	190.44	\$ 190.44	\$ 195.32	\$ 195.32	\$ 200.33	\$ 200.33
Staff Consultant	3	9891-317334	\$	230.00	\$	165.60	\$ 165.60	\$ 169.85	\$ 169.85	\$ 174.20	\$ 174.20
GSD Director Remote	8	9891-319399	\$	190.63	\$	137.25	\$ 137.25	\$ 140.77	\$ 140.77	\$ 144.38	\$ 144.38
GSD Technical Manager Remote	7	9891-319408	\$	139.75	\$	100.62	\$ 100.62	\$ 103.20	\$ 103.20	\$ 105.85	\$ 105.85
GSD Senior Principal Remote	6	9891-319405	\$	109.38	\$	78.75	\$ 78.75	\$ 80.77	\$ 80.77	\$ 82.84	\$ 82.84
GSD Principal Consultant Remote	5	9891-319401	\$	80.25	\$	57.78	\$ 57.78	\$ 59.26	\$ 59.26	\$ 60.78	\$ 60.78
GSD Senior Consultant Remote	4	9891-319404	\$	61.13	\$	44.01	\$ 44.01	\$ 45.14	\$ 45.14	\$ 46.30	\$ 46.30
GSD Staff Consultant Remote	3	9891-319396	\$	53.25	\$	38.34	\$ 38.34	\$ 39.32	\$ 39.32	\$ 40.33	\$ 40.33
GSD Director Onsite	8	9891-319398	\$	217.88	\$	156.87	\$ 156.87	\$ 160.89	\$ 160.89	\$ 165.02	\$ 165.02
GSD Technical Manager Onsite	7	9891-319407	\$	167.75	\$	120.78	\$ 120.78	\$ 123.88	\$ 123.88	\$ 127.05	\$ 127.05
GSD Senior Principal Onsite	6	9891-319406	\$	142.13	\$	102.33	\$ 102.33	\$ 104.95	\$ 104.95	\$ 107.64	\$ 107.64
GSD Principal Consultant Onsite	5	9891-319400	\$	137.25	\$	98.82	\$ 98.82	\$ 101.35	\$ 101.35	\$ 103.95	\$ 103.95
GSD Senior Consultant Onsite	4	9891-319403	\$	103.88	\$	74.79	\$ 74.79	\$ 76.71	\$ 76.71	\$ 78.67	\$ 78.67

GSD Staff Consultant Onsite	3	9891-319402	\$	90.50	\$	65.16	\$ 65.16	\$ 66.83	\$ 66.83	\$ 68.54	\$ 68.54
GSD Associate Consultant Onsite	2	9891-319397	\$	76.00	\$	54.72	\$ 54.72	\$ 56.12	\$ 56.12	\$ 57.56	\$ 57.56
Reston Delivery Center - Principal Consultant		9891-319412	\$	322.00	\$	231.84	\$ 231.84	\$ 237.78	\$ 237.78	\$ 243.88	\$ 243.88
Reston Delivery Center - Senior Consultant		9891-319414	\$	264.50	\$	190.44	\$ 190.44	\$ 195.32	\$ 195.32	\$ 200.33	\$ 200.33
Reston Delivery Center - Staff Consultant		9891-319413	\$	230.00	\$	165.60	\$ 165.60	\$ 169.85	\$ 169.85	\$ 174.20	\$ 174.20
Reston Delivery Center - Associate Consultant		9891-319411	\$	172.50	\$	124.20	\$ 124.20	\$ 127.38	\$ 127.38	\$ 130.65	\$ 130.65

**ACS Rates for US Communities Contract to DLT Solutions**

		Standard Business Hours	9891-319442	\$	383.82	\$	364.63	\$ 364.63	\$ 375.91	\$ 375.91	\$ 383.82	\$ 383.82
	Standard	Extended Business Hours	9891-319440	\$	479.77	\$	455.78	\$ 455.78	\$ 469.88	\$ 469.88	\$ 479.77	\$ 479.77
		Weekend	9891-319443	\$	575.73	\$	546.95	\$ 546.95	\$ 563.86	\$ 563.86	\$ 575.73	\$ 575.73
Technical Account Manager II		Holiday	9891-319441	\$	575.73	\$	546.95	\$ 546.95	\$ 563.86	\$ 563.86	\$ 575.73	\$ 575.73
		Standard Business Hours	9891-319446	\$	498.97	\$	474.02	\$ 474.02	\$ 488.68	\$ 488.68	\$ 498.97	\$ 498.97
	Urgent	Extended Business Hours	9891-319444	\$	623.71	\$	592.53	\$ 592.53	\$ 610.85	\$ 610.85	\$ 623.71	\$ 623.71
		Weekend	9891-319447	\$	748.45	\$	711.03	\$ 711.03	\$ 733.02	\$ 733.02	\$ 748.45	\$ 748.45
		Holiday	9891-319445	\$	748.45	\$	711.03	\$ 711.03	\$ 733.02	\$ 733.02	\$ 748.45	\$ 748.45
		Standard Business Hours	9891-319434	\$	319.86	\$	303.87	\$ 303.87	\$ 313.26	\$ 313.26	\$ 319.86	\$ 319.86
	Standard	Extended Business Hours	9891-319432	\$	399.81	\$	379.82	\$ 379.82	\$ 391.57	\$ 391.57	\$ 399.81	\$ 399.81
		Weekend	9891-319435	\$	479.77	\$	455.78	\$ 455.78	\$ 469.88	\$ 469.88	\$ 479.77	\$ 479.77
Technical Account Manager I		Holiday	9891-319433	\$	479.77	\$	455.78	\$ 455.78	\$ 469.88	\$ 469.88	\$ 479.77	\$ 479.77
		Standard Business Hours	9891-319438	\$	498.97	\$	474.02	\$ 474.02	\$ 488.68	\$ 488.68	\$ 498.97	\$ 498.97
	Urgent	Extended Business Hours	9891-319436	\$	623.71	\$	592.53	\$ 592.53	\$ 610.85	\$ 610.85	\$ 623.71	\$ 623.71
		Weekend	9891-319439	\$	726.97	\$	711.03	\$ 711.03	\$ 726.97	\$ 726.97	\$ 726.97	\$ 726.97
		Holiday	9891-319437	\$	748.45	\$	711.03	\$ 711.03	\$ 733.02	\$ 733.02	\$ 748.45	\$ 748.45
		Standard Business Hours	9891-319417	\$	383.82	\$	364.63	\$ 364.63	\$ 375.91	\$ 375.91	\$ 383.82	\$ 383.82
	Standard	Extended Business Hours	9891-319415	\$	479.77	\$	455.78	\$ 455.78	\$ 469.88	\$ 469.88	\$ 479.77	\$ 479.77
		Weekend	9891-319418	\$	575.73	\$	546.95	\$ 546.95	\$ 563.86	\$ 563.86	\$ 575.73	\$ 575.73
Sr Advanced Support Engineer		Holiday	9891-319416	\$	575.73	\$	546.95	\$ 546.95	\$ 563.86	\$ 563.86	\$ 575.73	\$ 575.73
		Standard Business Hours	9891-319421	\$	498.97	\$	474.02	\$ 474.02	\$ 488.68	\$ 488.68	\$ 498.97	\$ 498.97
	Urgent	Extended Business Hours	9891-319419	\$	623.71	\$	592.53	\$ 592.53	\$ 610.85	\$ 610.85	\$ 623.71	\$ 623.71
		Weekend	9891-319422	\$	748.45	\$	711.03	\$ 711.03	\$ 733.02	\$ 733.02	\$ 725.52	\$ 744.13
		Holiday	9891-319420	\$	748.45	\$	711.03	\$ 711.03	\$ 733.02	\$ 733.02	\$ 725.52	\$ 744.13
		Standard Business Hours	9891-319386	\$	319.86	\$	303.87	\$ 303.87	\$ 313.26	\$ 313.26	\$ 319.86	\$ 319.86
	Standard	Extended Business Hours	9891-319384	\$	399.81	\$	379.82	\$ 379.82	\$ 391.57	\$ 391.57	\$ 399.81	\$ 399.81
		Weekend	9891-319387	\$	479.77	\$	455.78	\$ 455.78	\$ 469.88	\$ 469.88	\$ 479.77	\$ 479.77
Advanced Support Engineer		Holiday	9891-319385	\$	479.77	\$	455.78	\$ 455.78	\$ 469.88	\$ 469.88	\$ 479.77	\$ 479.77
		Standard Business Hours	9891-319390	\$	498.97	\$	474.02	\$ 474.02	\$ 488.68	\$ 488.68	\$ 498.97	\$ 498.97
	Urgent	Extended Business Hours	9891-319388	\$	623.71	\$	592.53	\$ 592.53	\$ 610.85	\$ 610.85	\$ 623.71	\$ 623.71
		Weekend	9891-319391	\$	748.45	\$	711.03	\$ 711.03	\$ 733.02	\$ 733.02	\$ 748.45	\$ 748.45
		Holiday	9891-319389	\$	748.45	\$	711.03	\$ 711.03	\$ 733.02	\$ 733.02	\$ 748.45	\$ 748.45
		Standard Business Hours	9891-319427	\$	255.88	\$	243.08	\$ 243.08	\$ 250.60	\$ 250.60	\$ 255.88	\$ 255.88
Sr. Datacenter Engineer	Standard	Extended Business Hours	9891-319425	\$	319.86	\$	303.87	\$ 303.87	\$ 313.26	\$ 313.26	\$ 319.86	\$ 319.86
		Weekend	9891-319428	\$	383.82	\$	364.63	\$ 364.63	\$ 375.91	\$ 375.91	\$ 383.82	\$ 383.82

		Holiday	9891-319426	\$	383.82	\$	364.63	\$ 364.63	\$ 375.91	\$ 375.91	\$ 383.82	\$ 383.82
		Standard Business Hours	9891-319394	\$	186.20	\$	182.31	\$ 182.31	\$ 186.20	\$ 186.20	\$ 186.20	\$ 186.20
		Extended Business Hours	9891-319392	\$	239.89	\$	227.90	\$ 227.90	\$ 234.95	\$ 234.95	\$ 239.89	\$ 239.89
Datacenter Engineer	Standard	Weekend	9891-319395	\$	287.87	\$	273.47	\$ 273.47	\$ 281.93	\$ 281.93	\$ 287.87	\$ 287.87
		Holiday	9891-319393	\$	287.87	\$	273.47	\$ 273.47	\$ 281.93	\$ 281.93	\$ 287.87	\$ 287.87

**ACS Discount Lock for US Communities Contract to DLT Solutions**

**Discount %**

Application Unlimited Services:

Oracle Technology Cloud Transition Service for Oracle Applications Unlimited, Small

Oracle Technology Cloud Transition Service for Oracle Applications Unlimited, Medium

Oracle Technology Cloud Transition Service for Oracle Applications Unlimited, Large

Oracle Technology Cloud Transition Advisory Service, Custom

Oracle Managed Applications Unlimited on Oracle Technology Cloud Service , Tier One, Minimum Complexity

Oracle Managed Applications Unlimited on Oracle Technology Cloud Service, Tier One, Low Complexity

Oracle Managed Applications Unlimited on Oracle Technology Cloud Service, Tier One, High Complexity

Oracle Managed Applications Unlimited on Oracle Technology Cloud Service , Tier Two, Minimum Complexity

Oracle Managed Applications Unlimited on Oracle Technology Cloud Service, Tier Two, Low Complexity

Oracle Managed Applications Unlimited on Oracle Technology Cloud Service, Tier Two, High Complexity

Oracle Managed Applications Unlimited on Oracle Technology Cloud, Custom

Oracle Managed Applications Unlimited Non-Production Service on Oracle Technology Cloud

Oracle Managed Applications Unlimited on Oracle Technology Cloud – RAC Support Option for Minimum and Low Complexity Services

Oracle Managed Applications Unlimited on Oracle Technology Cloud - Enhanced Recovery Service

Oracle Managed Cloud for Financial Services Applications on Oracle Technology Cloud, Custom

Oracle Managed Cloud for Life Sciences Warehousing Platform on Oracle Technology Cloud, Custom

Oracle Managed Database Cloud Service, Standard

Oracle Managed Database Cloud Service, Custom

Oracle Managed Java Cloud Service, Standard

Oracle Managed Java Cloud Service, Custom

Oracle Managed SOA Cloud Service for Oracle Technology Cloud, Custom

Oracle Managed Security Database Encryption Service for Oracle IaaS

Oracle Managed Security Database Encryption Service for Oracle PaaS

Oracle Managed Security Database Audit Service for Oracle Technology Cloud

Oracle Managed Security Database Vault Service for Oracle Technology Cloud

Oracle Managed Security File Integrity Monitoring Service for Oracle Technology Cloud

Oracle Managed Security Web Application Firewall Service for Oracle Technology Cloud

Oracle Managed Security Data Masking Service for Oracle Technology Cloud

Oracle Managed Security Vulnerability Assessment Service for Oracle Technology Cloud

Oracle Managed Security Services for Oracle Technology Cloud, Custom

**Options for Oracle Applications Cloud - SaaS**

7.50%

**Oracle Managed Cloud GxP Compliance for SaaS, Custom**

Oracle Managed Cloud GxP Compliance for SaaS Service

Oracle Managed Cloud GxP Compliance for SaaS Service, Additional Non-Production Environment  
Oracle Managed Cloud Helpdesk for SaaS, Entry

Oracle Managed Cloud Helpdesk for SaaS, Basic

Oracle Managed Cloud Helpdesk for SaaS, Standard

Oracle Managed Cloud Helpdesk for SaaS, Advanced

Oracle Managed Cloud Helpdesk for SaaS, Custom

Oracle Managed Cloud Helpdesk for SaaS, Entry – Extended Support Coverage 16 Hours x 5 Days  
Oracle Managed Cloud Helpdesk for SaaS, Entry – Extended Support Coverage 24 Hours x 7 Days  
Oracle Managed Cloud Helpdesk for SaaS, Entry – Translation Support – Additional One (1x) Language

Oracle Managed Cloud Helpdesk for SaaS, Basic – Extended Support Coverage 16 Hours x 5 Days  
Oracle Managed Cloud Helpdesk for SaaS, Basic – Extended Support Coverage 24 Hours x 7 Days  
Oracle Managed Cloud Helpdesk for SaaS, Basic – Translation Support – Additional One (1x) Language

Oracle Managed Cloud Helpdesk for SaaS, Standard – Extended Support Coverage 16 Hours x 5 Days  
Oracle Managed Cloud Helpdesk for SaaS, Standard – Extended Support Coverage 24 Hours x 7 Days  
Oracle Managed Cloud Helpdesk for SaaS, Standard – Translation Support – Additional One (1x) Language

Oracle Managed Cloud Helpdesk for SaaS, Advanced – Extended Support Coverage 16 Hours x 5 Days  
Oracle Managed Cloud Helpdesk for SaaS, Advanced – Extended Support Coverage 24 Hours x 7 Days  
Oracle Managed Cloud Helpdesk for SaaS, Advanced – Translation Support – Additional One (1x) Language

**Options for Oracle Technology and Applications Cloud**

Oracle Cloud Service Unit

Advanced Monitoring and Resolution  
Solution Support Center

Pricing is established upon configuration of descriptions of service. (CLIN to be generated at time of quote.)  
Valid through 7/31/2019. Subject to re-approval thereafter.