



ANNEX C

PRICING TABLES
FOR PRIVILEGED ACCOUNT MANAGEMENT



Table 1				
Initial Requirement, including 12-month warranty following acceptance				
Item No.	Description (The Bidder may identify one, two, or all three items as being part of its proposed Solution)	Estimated Level of Effort	All Inclusive Firm Unit Price (Price per Concurrent User)	Total Fixed Cost
A	B	C	D	E = C x D
1	Software Solution	5,000 Concurrent Users	\$ _____	\$ _____
2	Hardware Solution		\$ _____	\$ _____
3	Appliance Solution (hardware and software)		\$ _____	\$ _____
Total Estimated Cost for Table 1 (Sum of Column E):				\$ _____ (Applicable Taxes excluded)
<p>*Note: If the all-inclusive firm unit price for 5,000 Concurrent Users exceeds Canada’s budget, Canada reserves the right to acquire the Solution for fewer concurrent users, based on negotiations with the top-ranked Bidder.</p> <p>**Note: If your Solution does not involve any Appliances, for example, please insert \$0.00 to indicate that no Appliances are part of the Solution.</p>				

Table 2			
Initial Requirement – Maintenance and Support for Years 2 to 5 (following the 1-year warranty period)			
Initial Contract Period			
Item No.	Description	Firm All Inclusive Monthly Price for Maintenance and Support	Total Estimated Annual Cost
A	B	C	D = C x 12 months
1	Monthly Maintenance and Support during Year 2	\$ _____	\$ _____
2	Monthly Maintenance and Support during Year 3	\$ _____	\$ _____
3	Monthly Maintenance and Support during Year 4	\$ _____	\$ _____
4	Monthly Maintenance and Support during Year 5	\$ _____	\$ _____
Total Estimated Annual Cost for Table 2 (Sum of Column D):			\$ _____ (Applicable Taxes excluded)

Table 3								
Optional Requirement – Maintenance and Support for Years 6 to 10								
		Firm All Inclusive Monthly Price for Maintenance and Support					Total Estimated Monthly Cost	Total Estimated Annual Cost
Item No.	Description	Option Period						
		Option year 1 (Year 6)	Option year 2 (Year 7)	Option year 3 (Year 8)	Option year 4 (Year 9)	Option year 5 (Year 10)		
A	B	C	D	E	F	G	H = C+D+E+F+G	I = H x 12
1	Monthly Maintenance and Support	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Total Estimated Annual Cost for Table 3 (Sum of Column I):								\$ _____ (Applicable Taxes excluded)

Table 4 (a)		
Optional Requirement for Solution Scaling, including 12-month warranty		
Additional optional licenses, hardware, and/or appliances for adding additional capacity beyond the Initial Requirement for 5,000 concurrent users identified in Table 1. The Optional Requirement for Solution Scaling may consist of additional sites, where scaling costs must include all components (hardware, software and/or appliances).		
		Firm All Inclusive Lot Price
Item No.	Description (Solution Scaling on the Initial Requirement)	Initial Contract Period (Years 1 to 5)
A	B	C
1	From 5001 to 5499 concurrent users	\$ _____
2	From 5500 to 5999 concurrent users	\$ _____
3	From 6000 to 6499 concurrent users	\$ _____
4	From 6500 to 6999 concurrent users	\$ _____
5	From 7000 to 7500 concurrent users	\$ _____
6	Scale per additional user above 7500 users	\$ _____
Total Estimated Cost for Table 4 (a) Initial Contract Period (Sum of Column C):		\$ _____ (Applicable Taxes excluded)

		Firm All Inclusive Lot Price					Total Estimated Cost
		Option Period					
Item No.	Description (Solution Scaling on the Initial Requirement)	Option Year 1 (Year 6)	Option Year 2 (Year 7)	Option Year 3 (Year 8)	Option Year 4 (Year 9)	Option Year 5 (Year 10)	
A	B	C	D	E	F	G	H = C+D+E+F+G
1	From 5001 to 5499 concurrent users	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
2	From 5500 to 5999 concurrent users	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
3	From 6000 to 6499 concurrent users	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
4	From 6500 to 6999 concurrent users	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
5	From 7000 to 7500 concurrent users	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
6	Scale per additional user above 7500 users	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Total Estimated Cost for Table 4 (a) Option Period (Sum of Column H):							\$ _____
<p>The firm all-inclusive lot price is an amount payable the single time that option is exercised, where the price may vary depending on the year in which the option is exercised (i.e., that amount is not payable again in subsequent years).</p>							<p>(Applicable Taxes excluded)</p>

Table 5 (a)						
Optional Requirement – Maintenance and Support on the Scaled Capacities in Table 4 (a)						
*The Bidder is required to identify maintenance and support costs that would apply to the capacity difference between the values identified in Table 1 to the scaled capacities identified in Table 4(a).						
Item No.	Description (Maintenance and Support for Solution Scaling in Table 4(a))	Firm All Inclusive Monthly Price for Maintenance and Support				Total Estimated Cost
		Initial Contract Period				
		Year 2	Year 3	Year 4	Year 5	
A	B	C	D	E	F	G = C+D+E+F
1	From 5001 concurrent users to 5499 concurrent users	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
2	From 5500 to 5999 concurrent users	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
3	From 6000 to 6499 concurrent users	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
4	From 6500 to 6999 concurrent users	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
5	From 7000 to 7500 concurrent users	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
6	Scale per additional user above 7500 users	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Total Estimated Maintenance and Support Cost for Table 5(a) Initial Contract Period (Sum of Column G):						\$ _____ (Applicable Taxes excluded)

		Firm All Inclusive Monthly Price for Maintenance and Support					Total Estimated Cost
		Option Period					
Item No.	Description (Maintenance and Support for Solution Scaling in Table 4(a))	Option Year 1 (Year 6)	Option Year 2 (Year 7)	Option Year 3 (Year 8)	Option Year 4 (Year 9)	Option Year 5 (Year 10)	
A	B	C	D	E	F	G	H = C+D+E+F+G
1	From 5001 concurrent users to 5499 concurrent users	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
2	From 5500 to 5999 concurrent users	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
3	From 6000 to 6499 concurrent users	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
4	From 6500 to 6999 concurrent users	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
5	From 7000 to 7500 concurrent users	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
6	Scale per additional user above 7500 users	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Total Estimated Maintenance and Support Cost for Table 5 (a) Option Period (Sum of Column H):							\$ _____ (Applicable Taxes excluded)

Table 6								
Professional Services Requirement								
Professional Services resources to be provided on an 'as and when requested' basis to assist with project management and the design, testing and implementation of the Solution at any time during the Contract Period.								
*For evaluation purposes, the Total Estimated Cost for the Firm per Diem Rates in column C will be multiplied by 60 for the Project Manager and 120 for the Senior PAM Architect. Option Year 1 through 5 will not be evaluated.								
Description	Multiplier	Initial Contract Period (Firm Per Diem Rate)	Total Estimated Cost	Option Year 1 (Firm Per Diem Rate)	Option Year 2 (Firm Per Diem Rate)	Option Year 3 (Firm Per Diem Rate)	Option Year 4 (Firm Per Diem Rate)	Option Year 5 (Firm Per Diem Rate)
A	B	C	D = B x C	E	F	G	H	I
Project Manager	60	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Senior PAM Architect	120	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
Total Estimated Cost for Table 6: (Sum of Column D)			\$ _____ (Applicable Taxes excluded)					

Table 7

Optional Requirement – Training

Training courses for all capabilities of the Solution to be provided on an ‘as and when requested’ basis for any capability or component proposed as part of the Solution at any time during the Contract Period.

* Note to Bidders: Table 7 will not be evaluated but will be included in the resulting contract such that Canada, at its sole discretion, can purchase applicable training on the Solution.

Item No.	Description	Firm Price Per Course					
		Initial Contract Period	Option Year 1	Option Year 2	Option Year 3	Option Year 4	Option Year 5
1	End User Training Per user training for the Initial Requirement for End Users	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____
2	Support Staff Training Per user training for the Initial Requirement for Support Staff	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____	\$ _____

Total Evaluated Bid Price (EBP)				
Table No.	Description	Total Estimated Cost	Weight	Evaluated Price
1	Initial Requirement	\$ _____	30%	\$ _____
2	Initial Requirement - Maintenance and Support for Years 2 to 5	\$ _____	10%	\$ _____
3	Optional Requirement - Maintenance and Support for Years 6 to 10	\$ _____	10%	\$ _____
4	Optional Requirement - Solution Scaling	\$ _____	20%	\$ _____
5	Optional Requirement – Maintenance and support on the Scaled Capacities	\$ _____	10%	\$ _____
6	Optional Requirement – Professional Services	\$ _____	15%	\$ _____
			Total Evaluated Bid Price:	\$ _____