CGI Advantage® Cloud

[Exhibit 1](#_bookmark6) below provides CGI's standard Advantage® Cloud pricing and NASPO discount for CGI’s Advantage Cloud offerings.

* **Full Suite ERP**: Financial Management, Procurement, Performance Budgeting, Human Resource Management, and Payroll
* **Enterprise Asset Management (EAM)**: is a separate optional module not included as part of the Full Suite ERP.

**Exhibit 1 - CGI Advantage Cloud Pricing**

| **Software as a Service (SaaS) Product & FTE Tiers** | **Part Number** | **MSRP** | **Discount % off MSRP** | **Discounted Price (MSRP - Discount %)** | **NASPO ValuePoint Administrative Fee (0.25%)** | **Annual Subscription Fee (includes Admin Fee)** |
| --- | --- | --- | --- | --- | --- | --- |
| **Advantage Cloud – Full Suite ERP** | | | | | | |
| FTEs: 0 - 1,500 | ADVERP-FULL-1500 | $1,566,634 | 30% | $1,096,644 | $2,742 | $1,099,386 |
| FTEs: 1,501 - 4,500 | ADVERP-FULL-4500 | $1,992,282 | 30% | $1,394,598 | $3,486 | $1,398,084 |
| FTEs: 4,501 - 9,000 | ADVERP-FULL-9000 | $2,531,907 | 30% | $1,772,335 | $4,431 | $1,776,766 |
| FTEs: 9,001 - 25,000 | ADVERP-FULL-25000 | $5,953,512 | 30% | $4,167,459 | $10,419 | $4,177,877 |
| FTEs: 25,001 - 45,000 | ADVERP-FULL-45000 | $7,392,047 | 30% | $5,174,433 | $12,936 | $5,187,369 |
| **Advantage Cloud – Financial and Procurement** | | | | | | |
| FTEs: 0 - 1,500 | ADVERP-FINPROC-1500 | $1,221,504 | 30% | $855,053 | $2,138 | $857,190 |
| FTEs: 1,501 - 4,500 | ADVERP-FINPROC-4500 | $1,532,888 | 30% | $1,073,022 | $2,683 | $1,075,704 |
| FTEs: 4,501 - 9,000 | ADVERP-FINPROC-9000 | $1,816,638 | 30% | $1,271,647 | $3,179 | $1,274,826 |
| FTEs: 9,001 - 25,000 | ADVERP-FINPROC-25000 | $3,672,240 | 30% | $2,570,568 | $6,426 | $2,576,994 |
| FTEs: 25,001 - 45,000 | ADVERP-FINPROC-45000 | $4,840,773 | 30% | $3,388,541 | $8,471 | $3,397,012 |
| **Advantage Cloud – Financial, Procurement, and Performance Budgeting** | | | | | | |
| FTEs: 0 - 1,500 | ADVERP-FINPROCPB-1500 | $1,285,793 | 30% | $900,055 | $2,250 | $902,305 |
| FTEs: 1,501 - 4,500 | ADVERP-FINPROCPB-4500 | $1,613,567 | 30% | $1,129,497 | $2,824 | $1,132,320 |
| FTEs: 4,501 - 9,000 | ADVERP-FINPROCPB-9000 | $1,912,251 | 30% | $1,338,576 | $3,346 | $1,341,922 |
| FTEs: 9,001 - 25,000 | ADVERP-FINPROCPB-25000 | $3,865,516 | 30% | $2,705,861 | $6,765 | $2,712,626 |
| FTEs: 25,001 - 45,000 | ADVERP-FINPROCPB-45000 | $5,095,550 | 30% | $3,566,885 | $8,917 | $3,575,802 |
| **Advantage Cloud – Performance Budgeting** | | | | | | |
| FTEs: 0 - 1,500 | ADVERP-PB-1500 | $754,962 | 30% | $528,473 | $1,321 | $529,794 |
| FTEs: 1,501 - 4,500 | ADVERP-PB-4500 | $904,501 | 30% | $633,151 | $1,583 | $634,734 |
| FTEs: 4,501 - 9,000 | ADVERP-PB-9000 | $995,068 | 30% | $696,548 | $1,741 | $698,289 |
| FTEs: 9,001 - 25,000 | ADVERP-PB-25000 | $1,291,184 | 30% | $903,829 | $2,260 | $906,089 |
| FTEs: 25,001 - 45,000 | ADVERP-PB-45000 | $1,603,168 | 30% | $1,122,218 | $2,806 | $1,125,023 |
| **Advantage Cloud – Human Resources Management and Payroll** | | | | | | |
| FTEs: 0 - 1,500 | ADVERP-HRMTLPAY-1500 | $947,640 | 30% | $663,348 | $1,658 | $665,006 |
| FTEs: 1,501 - 4,500 | ADVERP-HRMTLPAY-4500 | $1,190,735 | 30% | $833,515 | $2,084 | $835,598 |
| FTEs: 4,501 - 9,000 | ADVERP-HRMTLPAY-9000 | $1,378,814 | 30% | $965,169 | $2,413 | $967,582 |
| FTEs: 9,001 - 25,000 | ADVERP-HRMTLPAY-25000 | $2,691,344 | 30% | $1,883,941 | $4,710 | $1,888,651 |
| FTEs: 25,001 - 45,000 | ADVERP-HRMTLPAY-45000 | $3,884,156 | 30% | $2,718,909 | $6,797 | $2,725,706 |
| **Advantage Cloud – Enterprise Asset Management (EAM)** | | | | | | |
| FTEs: 0 - 1,500 | ADVERP-EAM-1500 | $1,016,062 | 30% | $711,243 | $1,778 | $713,022 |
| FTEs: 1,501 - 4,500 | ADVERP-EAM-4500 | $1,458,817 | 30% | $1,021,172 | $2,553 | $1,023,725 |
| FTEs: 4,501 - 9,000 | ADVERP-EAM-9000 | $1,784,259 | 30% | $1,248,981 | $3,122 | $1,252,104 |
| FTEs: 9,001 - 25,000 | ADVERP-EAM-25000 | $3,520,943 | 30% | $2,464,660 | $6,162 | $2,470,822 |
| FTEs: 25,001 - 45,000 | ADVERP-EAM-45000 | $4,677,295 | 30% | $3,274,107 | $8,185 | $3,282,292 |



1. The net prices listed above reflect a 30% discount from list price; additional discounts can be negotiated.
2. Additional discounts can vary based on the term of the agreement
3. Annual Subscription Fee payable at contract execution.
4. Annual Subscription Fee escalates annually based on contract term.
5. The Price for the Annual Subscription Fee includes all maintenance, hosting, technical support, and necessary third party tools required to implement the solution.
6. The Customer Price for the Annual Subscription Fee provides the organization enterprise rights to the software.
7. Implementation services are not included in the Annual Subscription Fee and are negotiated based on client requirements.
8. All fees to be negotiated for entities greater than 45,000 FTEs.

CGI Collections for Government™ powered by Salesforce Subscription

Exhibit 2 below provides CGI's standard pricing and NASPO discount for CGI Collections for Government™ powered by Salesforce. Annual subscription fees are based on the number of users or the total receivable balance of the purchasing entity. The CGI Collections for Government powered by Salesforce offering is deployed in a Public Cloud and satisfies the ability to store and secure up to Moderate Risk Data, as defined in NIST Special Publication 800-145. Clients may also choose to run CGI Collections for Government powered by Salesforce in the Government Cloud as part of their Salesforce subscription.

**Exhibit 2 - CGI Collections for Government powered by Salesforce Pricing**

| **Software as a Service (SaaS) Description** | **Standard Price** | **Discount % off Std. Price** | **Discounted Price (Std. Price - Discount %)** | **NASPO ValuePoint Administrative Fee (0.25%)** | **Annual Subscription Fee (includes Admin Fee)** |
| --- | --- | --- | --- | --- | --- |
| **CGI Collections for Government™ powered by Salesforce** | | | | | |
| Tier 1 – Max users 15, Max receivables $50 million | $250,000 | 30% | $175,000 | $437.50 | $175,437.50 |
| Tier 2 – Max users 30, Max receivables $250 million | $357,143 | 30% | $250,000 | $625.00 | $250,625.00 |
| Tier 3 – Max users 50, Max receivables $1 billion | $500,000 | 30% | $350,000 | $875.00 | $350,875.00 |



1. The net prices listed above reflect a 30% discount from list price; additional discounts can be negotiated.
2. Additional discounts can vary based on the term of the agreement
3. Annual Subscription Fee is payable at contract execution.
4. Annual Subscription Fee escalates annually based on contract term.
5. Annual Subscription Fee includes all software license, maintenance, and technical support required to implement the CGI Collections for Government powered by Salesforce solution.
6. Annual Subscription Fee does not include the hosting platform to deploy the solution. The Customer must enter into a separate agreement with Salesforce.com, Inc. as addressed on page 6 of Attachment F.
7. Implementation services are not included in the Annual Subscription Fee and are negotiated based on client requirements.
8. Annual Subscription Fee provides the organization enterprise rights to the software subject to the maximum users noted above.

CGI ProperPay™

**Exhibit 3 - CGI ProperPay™ Pricing**

| **Software as a Service (SaaS) Description** |
| --- |
| **CGI ProperPay™** |
| Claim lines – $0.04 and $0.06 (per claim line) |
| Membership Count – price to be negotiated based on Customer’s total membership count |

1. The net price range will reflect a 30% discount from CGI’s standard list price; additional discounts can be negotiated.
2. Additional discounts can vary based on the term of the agreement.
3. Annual subscription fee is payable at contract execution.
4. Annual subscription fee escalates annually based on contract term.
5. Annual subscription fee includes all maintenance, hosting, technical support, and necessary third party tools required to implement the solution.
6. Implementation services are not included in the annual subscription fee and are negotiated based on client requirements.

### CGI Professional Services Rates

The rate card provid[ed in Exhibit](#_bookmark9) 4 below provides hourly rates for CGI’s value-added professional services to assist a Participating Entity or Client with their unique information technology projects (e.g. SaaS, IaaS). The rates are inclusive of the discount and NASPO Administrative Fees.

**Exhibit 4 - CGI Professional Services Rate Card**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Professional Service Category** | **Standard Rate** | **Discount % off Std. Price** | **NASPO**  **Discounted Rate** | **NASPO ValuePoint Administrative Fee (0.25%)** | **NASPO Rate (Includes Admin Fee)** |
| Vice President, Project Executive | $400.00 | 25% | $300 | $0.75 | $300.75 |
| Engagement/Senior Program Manager | $400.00 | 25% | $300 | $0.75 | $300.75 |
| Security Lead | $400.00 | 25% | $300 | $0.75 | $300.75 |
| Project Manager | $347.00 | 25% | $260 | $0.65 | $260.90 |
| Subject Matter Expert | $327.00 | 25% | $245 | $0.61 | $245.86 |
| Technical Architect | $327.00 | 25% | $245 | $0.61 | $245.86 |
| Deputy Project Manager | $313.00 | 25% | $235 | $0.59 | $235.34 |
| Security Specialist | $293.00 | 25% | $220 | $0.55 | $220.30 |
| Team Lead | $260.00 | 25% | $195 | $0.49 | $195.49 |
| Technical Lead | $260.00 | 25% | $195 | $0.49 | $195.49 |
| Change Management/Communications | $233.00 | 25% | $175 | $0.44 | $175.19 |
| Senior Business Analyst | $233.00 | 25% | $175 | $0.44 | $175.19 |
| Senior PA | $233.00 | 25% | $175 | $0.44 | $175.19 |
| Business Analyst | $180.00 | 25% | $135 | $0.34 | $135.34 |