

EXHIBIT A

PRICING

SERIAL 180233-RFP		
NIGP CODE: 20655		
RESPONDENT'S NAME:	Mythics, Inc. LLC.	
COUNTY VENDOR NUMBER:	VS0000003170	
ADDRESS:	4525 Main Street, Suite 1500, VA Beach, VA 23462	
P.O. ADDRESS:		
TELEPHONE NUMBER:	757-493-3010 757-226-7713	
FACSIMILE NUMBER:	757-266-0013	
WEB SITE:	www.mythics.com	
CONTACT (REPRESENTATIVE):	Dale Darr Anna Decker Ben Hinkel	
REPRESENTATIVE'S E-MAIL ADDRESS:	Dedarr vehiclegmt@mythics.com	
	YES	NO
WILL ALLOW OTHER GOVERNMENTAL ENTITIES TO PURCHASE FROM THIS CONTRACT	<input checked="" type="checkbox"/>	<input type="checkbox"/>
PAYMENT TERMS. <input checked="" type="checkbox"/> NET 30 DAYS		

		Product Discount	Support Discount
1.3.1 Perpetual License Recap			
MINIMUM DISCOUNTS		29%	22%
1.3.2 Engineered Systems Recap			
MINIMUM DISCOUNTS	SEE TAB FOR DETAILED PRICING	20%	22%
1.3.3 Hardware Recap			
AVERAGE DISCOUNTS	SEE TAB FOR DETAILED PRICING	19%	22%
1.3.4 Cloud Services Recap			
MINIMUM DISCOUNTS	SEE TAB FOR DETAILED PRICING	30%	NA
1.3.5 Professional Services Recap			
	SEE TAB FOR PROFESSIONAL SERVICES BY TASK ORDER ONLY		
1.3.6 Support Services Recap			
	SEE TAB FOR SUPPORT SERVICES BY TASK ORDER ONLY		
1.3.7 Training Recap			
AVERAGE DISCOUNTS	SEE TAB FOR DETAILED PRICING	26% 5% Eff. 01/01/22	NA
1.3.8 Financing Recap			
	BY TASK ORDER ONLY		

1.3.1	Perpetual Licenses Catalog Products	Insert Percentage Below	Insert Percentage Below
	Global Price List - shown in dark grey	Min. Discount for Licenses XX%	First Year Maintenance Percentage based on discounted license Cost
	Technology Global Price List Products	29%	22%
	Oracle Fusion Applications Component Global Price List	29%	22%
	Oracle E-Business Suite Applications Global Price List Component Pricing	29%	22%
	Oracle Business Intelligence Applications Global Price List Component Pricing	29%	22%
	Peoplesoft Component Global Price List	29%	22%
	JD Edwards Component Global Price List	29%	22%
	Oracle Construction & Engineering Global Price List	29%	22%
	Siebel CRM Component Global Price List	29%	22%
	Oracle Application Integration Architecture Global Price List	29%	22%
	Oracle MySQL Subscriptions –*Eff. 5-1-20*	28%	n/a
	Oracle Linux and VM Services Global Price List-*Eff. 9-20-19*	2%	n/a
	Java SE Subscription Global Price List-*Eff. 9-20-19* Eff. 01/01/22	2% 0.5%	n/a
	Oracle Utilities Global Price List -*Eff. 5-17-2023	2%	n/a

	ORACLE PRODUCTS TRANSACTION BANDS FOR PRODUCT	DISCOUNT END USER WITH BUDGET LESS THAN \$100 MILLION (applies only to applications and excludes Siebel CRM, Professional Edition, Primavera and SaaS offerings)	DISCOUNT END USER WITH BUDGET MORE THAN \$100 MILLION
	0-\$25000	46%	29%
	\$25000-\$100,000	46%	29%
	\$100,000-\$250,000	46%	29%
	\$250,000-\$1,000,000	47%	34%
	\$1,000,000- PLUS	48%	34%

1.3.2 Engineered Systems Catalog Products						
	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below
Oracle Engineered Systems Global Price List	Min. Discount Eng Systems 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 SULS Percentage based on discounted license Cost
Hardware	20%	12%	8%	3%		
Engineered Systems Software					29%	22%

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 SULS Percentage based on discounted license Cost
	Systems Hardware and Software Global Price List						
	Oracle Hardware Category L	22%	12%	8%	3%	29%	22%
	Oracle Hardware Category U	17%	12%	8%	3%	29%	22%
	Oracle Hardware Category V	25%	12%	8%	3%	29%	22%
	Oracle Hardware Category X	35%	12%	8%	3%	29%	22%
	Oracle Hardware Category Z (X9 and Earlier Generations) Eff. 10-01-24	10%	12%	8%	3%	29%	22%
	Oracle Hardware Category Z (X10 and Future Generations) Eff. 10-01-24	5%	12%	8%	3%	29%	22%
	Oracle Hardware Category Y	2%					

1.3.4	Cloud Services Catalog Products	
		Insert Percentage Below
	Global Price List - shown in dark grey	Min. Discount for Service XX%
	Oracle Cloud Software as a Service (SaaS)	
	Oracle RightNow Global Price List	30%
	Oracle Taleo Cloud Service Global Price List	30%
	Oracle Fusion Cloud Service Global Price List	30%
	Oracle Cloud Platform as a Service and Infrastructure as a Service (PaaS and IaaS)	
	Oracle Cloud Platform as a Service and Infrastructure as a Service - Public Cloud Global Price List	0%
	Oracle Construction and Engineering Global Price List (CEGBU) (cloud eligible offerings)	2%

1.3.5	Consulting/Professional Services										
	All Professional Services work shall be by Task Order										
	Labor Rate(s)										
Labor Category	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	
Application Developer	\$ 137.89	\$ 140.65	\$ 143.46	\$ 146.33	\$ 149.26	\$152.54	\$155.90	\$163.69	\$171.88	\$180.47	
Associate Consultant	\$ 99.81	\$ 101.81	\$ 103.84	\$ 105.92	\$ 108.04 Eff. 3-22-23 \$96.93	\$99.06	\$101.24	\$106.30	\$111.62	\$117.20	
Consulting/Engineer	\$ 124.76	\$ 127.26	\$ 129.80	\$ 132.40	\$ 135.04 Eff. 3-22-23 \$130.80	\$133.68	\$136.62	\$143.45	\$150.62	\$158.15	
Director/Engineer	\$ 190.43	\$ 194.24	\$ 198.12	\$ 202.09	\$ 206.13	\$210.66	\$215.30	\$226.06	\$237.37	\$249.24	
Installation Engineer	\$ 124.76	\$ 127.26	\$ 129.80	\$ 132.40	\$ 135.04 Eff. 3-22-23 \$130.80	\$133.68	\$136.62	\$143.45	\$150.62	\$158.15	
Managing Principal Consultant	\$ 190.43	\$ 194.24	\$ 198.12	\$ 202.09	\$ 206.13	\$210.66	\$215.30	\$226.06	\$237.37	\$249.24	
Practice Director	\$ 216.69	\$ 221.02	\$ 225.44	\$ 229.95	\$ 234.55	\$239.71	\$244.98	\$257.23	\$270.09	\$283.60	
Practice Manager	\$ 204.29	\$ 208.38	\$ 212.54	\$ 216.79	\$ 221.13	\$225.99	\$230.97	\$242.52	\$254.64	\$267.37	
Principal Consultant	\$ 151.03	\$ 154.05	\$ 157.13	\$ 160.27	\$ 163.48	\$167.08	\$170.75	\$179.29	\$188.25	\$197.67	

SERIAL 180233-RFP

Project Manager /Engineer	\$ 169.27	\$ 172.66	\$ 176.11	\$ 179.63	\$ 183.22	\$187.25	\$191.37	\$200.94	\$210.99	\$221.54
Senior Consultant/ Engineer	\$ 137.89	\$ 140.65	\$ 143.46	\$ 146.33	\$ 149.26	\$152.54	\$155.90	\$163.69	\$171.88	\$180.47
Senior Project Manager	\$ 192.61	\$ 196.46	\$ 200.39	\$ 204.40	\$ 208.49	\$213.08	\$217.76	\$228.65	\$240.09	\$252.09
Sr. Application Developer	\$ 151.03	\$ 154.05	\$ 157.13	\$ 160.27	\$ 163.48	\$167.08	\$170.75	\$179.29	\$188.25	\$197.67
Sr. Practice Director	\$ 229.82	\$ 234.42	\$ 239.10	\$ 243.89	\$ 248.76	\$254.23	\$259.83	\$272.82	\$286.46	\$300.78
Sr. Principal Consultant	\$ 210.13	\$ 214.33	\$ 218.62	\$ 222.99	\$ 227.45	\$232.45	\$237.57	\$249.45	\$261.92	\$275.01
Sr. Systems Engineer	\$ 210.13	\$ 214.33	\$ 218.62	\$ 222.99	\$ 227.45	\$232.45	\$237.57	\$249.45	\$261.92	\$275.01
Staff Consultant	\$ 124.76	\$ 127.26	\$ 129.80	\$ 132.40	\$ 135.04 Eff. 3-22-23 \$130.80	\$133.68	\$136.62	\$143.45	\$150.62	\$158.15
Systems Engineer	\$ 190.43	\$ 194.24	\$ 198.12	\$ 202.09	\$ 206.13	\$210.66	\$215.30	\$226.06	\$237.37	\$249.24

Cloud Labor Categories Effective 3-22-2023										
Labor Category	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Cloud Associate Consultant					\$129.92	\$132.78	\$135.70	\$142.48	\$149.61	\$157.09
Cloud Staff Consultant					\$175.32	\$179.18	\$183.12	\$192.27	\$201.89	\$211.98
Cloud Senior Consultant					\$203.50	\$207.98	\$212.55	\$223.18	\$234.34	\$246.06
Cloud Lead Consultant					\$224.00	\$228.93	\$233.96	\$245.66	\$257.95	\$270.84
Cloud Principal Consultant I					\$258.30	\$263.98	\$269.79	\$283.28	\$297.44	\$312.32
Cloud Principal Consultant II					\$324.03	\$331.16	\$338.44	\$355.37	\$373.13	\$391.79
Cloud Senior Principal Consultant					\$360.04	\$367.96	\$376.06	\$394.86	\$414.60	\$435.33
Cloud Solutions Architect					\$391.43	\$400.04	\$408.84	\$429.28	\$450.75	\$473.29
Cloud Senior Solution Architect					\$413.22	\$422.31	\$431.60	\$453.18	\$475.84	\$499.63

Cloud Subject Matter Expert I					\$441.45	\$451.16	\$461.09	\$484.14	\$508.35	\$533.77
Cloud Subject Matter Expert II					\$469.63	\$479.96	\$490.52	\$515.05	\$540.80	\$567.84
Cloud Contracts Administrator					\$131.49	\$134.38	\$137.34	\$144.21	\$151.42	\$158.99
Cloud Project Manager I					\$281.78	\$287.98	\$294.31	\$309.03	\$324.48	\$340.71
Cloud Project Manager II					\$300.57	\$307.18	\$313.94	\$329.64	\$346.12	\$363.43
Cloud Program Manager					\$319.34	\$326.37	\$333.55	\$350.22	\$367.73	\$386.12

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.

Note: Oracle University offerings are governed by the Oracle University terms and conditions available at education.oracle.com and incorporated by reference.

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 www.oracle.com/education)
\$0 – \$10,000	15%
\$10,001 – \$25,000	18%
\$25,001 – \$50,000	23%
\$50,001 – \$100,000	28%
\$100,001 – \$250,000	33%
\$250,001 +	38%

Eff. 01/01/22

1.3.7	
Oracle University Cloud Learning Subscriptions	5% off of list price

1.3.8	Financing Services
All financing will be quoted by using a Task Order	

EFF. 11/01/23

1.3.9

**Modernization Services
Patch Management as a Service (PMaaS)**

*Bundle of Patch Management as a Service offerings, which includes, On Premises Patch Planning Annual Subscription, ODA Appliance Patch management Annual Subscription, Oracle DB Home Patch Management Annual Subscription, Oracle DB Instance Patch Management Annual Subscription.

**Dependent upon purchase of On Premises Patch Planning Annual Subscription.

*** Dependent upon purchase of Oracle Cloud Patch Planning Annual Subscription.

Service Name	Fixed Price (Yearly)	Service Description
ODA & Database Patch Management Annual Subscription*	\$49,876.93	Planning and execution of up to 4 patch cycles per year for 1 ODA, 1 Oracle Home, and 1 Oracle Database
On Premises Patch Planning Annual Subscription	\$31,683.52	Planning and process for up to 4 on prem patch cycles per year
ODA Appliance Patch management Annual Subscription**	\$12,074.92	Up to 4 patch cycles per year for 1 ODA (HW Only)
Oracle DB Home Patch Management Annual Subscription**	\$5,396.09	Up to 4 patch cycles per year for 1 Oracle DB Home
Oracle DB Instance Patch Management Annual Subscription**	\$722.40	Up to 4 patch cycles per year for 1 Oracle DB Instance
Quarter Rack Exadata Patch Management Annual Subscription**	\$28,002.63	Up to 4 patch cycles per year for 1 Quarter Rack Exadata
Half Rack Exadata Patch Management Annual Subscription**	\$45,340.23	Up to 4 patch cycles per year for 1 Half Rack Exadata
Full Rack Exadata Patch Management Annual Subscription**	\$74,717.83	Up to 4 patch cycles per year for 1 Full Rack Exadata
Oracle FMW Exadata Patch Management Annual Subscription**	\$13,630.31	Up to 4 patch cycles per year for 1 Oracle FMW Home
Oracle Linux OS Patch Management Annual Subscription**	\$963.20	Up to 12 patch cycles per year for 1 Oracle Linux OS
Oracle Cloud Patch Planning Annual Subscription	\$31,683.52	Planning and process establishment for up to 4 Oracle Cloud patch cycles per year.
Oracle Cloud DBaaS VM Annual Patch Management Subscription***	\$6,690.93	Up to 4 patch cycles per year for 1 OCI DBaaS Instance
Oracle Cloud Compute VM (Linux) Annual Patch Subscription***	\$963.20	UP to 12 Patch cycles per year for 1 OCI Compute VM (Linux)