COST AVOIDANCE (Provided by Vendor)
Based on Top Products Sold per Monthly Sales Reporting
*DIR CUSTOMER PRICE contains 0.75% DIR Administrative Fee and it will be AUTOMATICALLY calculated once all other cells are filled.
For reference purposes, the formula to calculate DIR Customer Price is: DIR Customer Price = MSRP x (1-DIR Discount%) x (1+0.75%)

BRAND	FUNCTION	SOFTWARE CATEGORY	PRODUCT DESCRIPTION	PRODUCT PART NUMBER	MSRP or LIST PRICE	DIR Customer Discount % off MSRP	DIR Customer Price*	Unit
OpenBots	Robotic Process Automation	SaaS	OpenBots - Cloud Enterprise	Cloud ENT	$11,988.00	2.00%	11,836.35	p/year
OpenBots	Robotic Process Automation	Software	OpenBots - On-Prem Enterprise	On-prem ENT	$23,988.00	2.00%	23,684.55	p/year
Kore.ai	Conversational Artificial Intelligence (AI)	Software	Kore.ai Base Product - XO Platform	Kore.ai - PLT ENT	$0.20	2.00%	0.1975	p/unit
Kore.ai	Conversational Artificial Intelligence (AI)	Software	Kore.ai Base Product - XO Platform with Contact Center functionality	Kore.ai - CC	$0.25	2.00%	0.2468	p/prepaid session
Kore.ai	Conversational Artificial Intelligence (AI)	Software	Kore.ai Add-On Solution - Pre-Built ITSM Bot (IT Assist)	Pre-Built ITSM Bot	$0.10	2.00%	0.0987	p/prepaid session
Kore.ai	Conversational Artificial Intelligence (AI)	Software	Kore.ai Add-On Solution - Pre-Built HR Bot (HR Assist)	Pre-Built HR Bot	$0.10	2.00%	0.0987	p/prepaid session
Kore.ai	Conversational Artificial Intelligence (AI)	Software	Kore.ai - Solutions Sessions Pre-Built Health Bot (HealthAssist)	Pre-Built HR Bot	$0.10	2.00%	0.0987	p/in arrears session
Kore.ai	Conversational Artificial Intelligence (AI)	Software	Kore.ai SmartAlert Cost	XO Platform/SmartAlert	$0.01	2.00%	0.0049	p/minute
Kore.ai	Conversational Artificial Intelligence (AI)	Software	Voice Minutes Cost (ASR/TTS)	SA ASR/TTS	$0.03	2.00%	0.0296	p/minute
Kore.ai	Conversational Artificial Intelligence (AI)	Software	Kore.ai - BotKit Hosting for on-prem solution (if hosted by Kore.ai)	BotKit	$6,060.00	2.00%	5,983.34	p/unit
Kore.ai	Support	Related Services	Kore.ai – Enterprise Support Plan	ENT Support	$40,000.00	2.00%	39,494.00	p/call - incoming
Kore.ai	Support	Related Services	Kore.ai – Enterprise Premium Support Plan	PREM Support	$70,000.00	2.00%	69,114.50	p/in arrears session
Boomi	Integration	SaaS	Advanced Security	Adv Sec	$1,015.63	2.00%	1,002.78	p/month
Boomi	Integration	SaaS	Advanced User Security	Adv_User_Controls	$1,015.63	2.00%	1,002.78	p/month
Boomi	Integration	SaaS	Advanced Workflow	Adv_Workflow	$1,015.63	2.00%	1,002.78	p/month
Boomi	Integration	SaaS	API Management Tier I (Up to 100,000 trans/day)	API_TierI	$2,343.75	2.00%	2,314.10	p/month
Boomi	Integration	SaaS	API Management Tier II (Up to 1,000,000 trans/day)	API_TierII	$4,687.50	2.00%	4,628.20	p/month
Boomi	Integration	SaaS	API Management Tier III (Up to 10,000,000 trans/day)	API_TierIII	$12,500.00	2.00%	12,341.88	p/month
Boomi	Integration	SaaS	API Management Tier IV (Greater than 10,000,000 trans/day)	API_TierIV	$23,437.50	2.00%	23,141.02	p/month
Boomi	Integration	SaaS	API Publish Features	AdvApi	$1,015.63	2.00%	1,002.78	p/month
Boomi	Integration	SaaS	Atom Worker	SOAWORKER	$390.63	2.00%	385.69	p/month
Boomi	Integration	SaaS	Atom Worker - Test	TESTSOAWORKER	$195.31	2.00%	192.84	p/month

Boomi	Integration		SaaS	Base Edition - Small Business Connection	BESMB	$859.38	2.00%	848.51	p/month
Boomi	Integration		SaaS	Base Edition - Standard Connection	BESTD	$859.38	2.00%	848.51	p/month
Boomi	Integration		SaaS	EDI Edition	EDI_Edition_FY18	$859.38	2.00%	848.51	p/month
Boomi	Integration		SaaS	Enterprise Connection	C_Ent1Yr	$1,406.25	2.00%	1,388.46	p/month
Boomi	Integration		SaaS	Enterprise Edition	E_Ent_Edit_1Yr	$12,500.00	2.00%	12,341.88	p/month
Boomi	Integration		SaaS	Enterprise Plus Edition	E_EntPlus_Edit_1Yr	$18,750.00	2.00%	18,512.81	p/month
Boomi	Integration		SaaS	Enterprise Test Connection	ENTCONNTEST	$703.13	2.00%	694.24	p/month
Boomi	Integration		SaaS	HUB Edition (Base Tier)	MDMBaseCPQ	$9,750.00	2.00%	9,626.66	p/month
Boomi	Integration		SaaS	HUB Edition (Enterprise Tier)	MDMEnterprise	$29,250.00	2.00%	28,879.99	p/month
Boomi	Integration		SaaS	HUB Edition (Professional Tier)	MDMProfessional	$19,500.00	2.00%	19,253.33	p/month
Boomi	Integration		SaaS	HUB Edition (Tier 1 <10K Golden records)	MDMTier1	$845.00	2.00%	834.31	p/month
Boomi	Integration		SaaS	HUB Edition (Tier 2 <50K Golden records)	MDMTier2	$2,843.75	2.00%	2,807.78	p/month
Boomi	Integration		SaaS	HUB Edition (Tier 3 <100K Golden records)	MDMTier3	$4,875.00	2.00%	4,813.33	p/month
Boomi	Integration		SaaS	Message Queuing	M_Queuing	$1,015.63	2.00%	1,002.78	p/month
Boomi	Integration		SaaS	Molecule	M_Mol1Yr	$2,031.25	2.00%	2,005.55	p/month
Boomi	Integration		SaaS	Parallel Processing	ParallelProcessing	$1,015.63	2.00%	1,002.78	p/month
Boomi	Integration		SaaS	Pro Edition - Special Bundle (2 connections)	Pro_Edit_SB_2	$1,875.00	2.00%	1,851.28	p/month
Boomi	Integration		SaaS	Pro Edition - Special Bundle (4 connections)	Pro_Edit_SB_4	$2,890.63	2.00%	2,854.06	p/month
Boomi	Integration		SaaS	Pro Plus Edition	ProPlus	$6,250.00	2.00%	6,170.94	p/month
Boomi	Integration		SaaS	Professional Edition	E_Pro_Edit_1Yr	$3,125.00	2.00%	3,085.47	p/month
Boomi	Integration		SaaS	Services Enablement	ServEnable	$2,031.25	2.00%	2,005.55	p/month
Boomi	Integration		SaaS	SMB Connection	SMBCONN	$101.56	2.00%	100.28	p/month
Boomi	Integration		SaaS	SMB Test Connection	SMBCONNTEST	$50.79	2.00%	50.15	p/month
Boomi	Integration		SaaS	Standard Connection	C_Std1Yr	$468.75	2.00%	462.82	p/month
Boomi	Integration		SaaS	Standard Test Connection	StdTestConn	$234.38	2.00%	231.42	p/month
Boomi	Integration		SaaS	Trading Partner Connection	C-TPC	$117.19	2.00%	115.71	p/month
Boomi	Integration		SaaS	Trading Partner Test Connection	C-TP-Test	$58.60	2.00%	57.86	p/month
Boomi	Integration		SaaS	Event Stream Tier 1 (up to 24M messages / year)	ESTTier1	$1,000.00	2.00%	987.35	p/month
Boomi	Integration		SaaS	Event Stream Tier 2 (up to 120M messages / year)	ESTTier2	$1,800.00	2.00%	1,777.23	p/month
Boomi	Integration		SaaS	Event Stream Tier 3 (up to 600M messages / year)	ESTTier3	$3,600.00	2.00%	3,554.46	p/month
Boomi	Integration		SaaS	Event Stream Tier 4(up to 1,5B messages / year)	ESTTier4	$5,500.00	2.00%	5,430.43	p/month
Workato	Integration		SaaS	Government Starter Pack	GSPack	$48,830.75	2.00%	48,213.04	p/year
Workato	Integration		SaaS	Government Automation Pack #1	GAPack1	$85,081.50	2.00%	84,005.22	p/year
Workato	Integration		SaaS	Government Automation Pack #5	GAPack5	$280,737.50	2.00%	277,186.17	p/year

Workato	Integration	*SaaS*	Government Automation Pack #10	GAPack10	$394,975.00	2.00%	*389,978.57*	*p/year*
Workato	Integration	*SaaS*	Government Automation Pack #25	GAPack25	$709,937.50	2.00%	*700,956.79*	*p/year*
Workato	Integration	*SaaS*	Government Automation Pack #50	GAPack50	$864,875.00	2.00%	*853,934.33*	*p/year*
Workato	Integration	*SaaS*	Government Automation Pack #100	GAPack100	$1,128,500.00	2.00%	*1,114,224.48*	*p/year*
Workato	Integration	*SaaS*	Government Automation Pack #250	GAPack250	$1,780,625.00	2.00%	*1,758,100.09*	*p/year*
Workato	Integration	*SaaS*	Government Automation Pack #500	GAPack500	$2,358,750.00	2.00%	*2,328,911.81*	*p/year*
Workato	Integration	*SaaS*	Government Automation Pack #1000	GAPack1000	$3,570,500.00	2.00%	*3,525,333.18*	*p/year*
NITCO	Integration	*Related Services*	RPA Developer - OnShore	ADR_On	$135.00	2.00%	*133.29*	*p/hour*
NITCO	Integration	*Related Services*	AI Developer - OnShore	AID_On	$160.00	2.00%	*157.98*	*p/hour*
NITCO	Integration	*Related Services*	Solution Architect - OnShore	SAR_On	$170.00	2.00%	*167.85*	*p/hour*
NITCO	Integration	*Related Services*	RPA Developer - OffShore	ADR_Off	$55.00	2.00%	*54.30*	*p/hour*
NITCO	Integration	*Related Services*	AI Developer - OffShore	AID_Off	$65.00	2.00%	*64.18*	*p/hour*
NITCO	Integration	*Related Services*	Solution Architect - OffShore	SAR_Off	$75.00	2.00%	*74.05*	*p/hour*
NITCO	Integration	*Related Services*	UI/UX Developer	IXD_On	$120.00	2.00%	*118.48*	*p/hour*
NITCO	Integration	*Related Services*	Business Analyst	BAT_On	$145.00	2.00%	*143.17*	*p/hour*
NITCO	Integration	*Related Services*	Project Manager, Senior	PMS_On	$150.00	2.00%	*148.10*	*p/hour*