Control-M WLA Software Costs and Pricing Model Description

CELL C15 AS IT STANDS IS NOT CORRECT. We have a question regarding the formula in Tab II: Cost Proposal Summary. All numbers in Tab II are correct barring cell C15. Cell C15 should read $5,002,341.67. Cell C9 should not be added to represent C15.

Additional note: This form is asking for numbers based on a Perpetual License model. Our solution is offered as a Subscription/Term model. Definition is below:

**Subscription (Term)** - agreements are contracts that combine software rights together with maintenance and support for a defined period of time. With a subscription contract a customer has the same entitlements as perpetual licenses in terms of installing new software patches and releases as they become available. Subscription(Term) license fees are determined by the number of licensed users (named and/or concurrent), and the capabilities they are licensed for, and the length of the term.  Subscription(Term) fees are combined into one fee that is all inclusive of software, maintenance and support.

The total estimated software costs for 4 years are $3,654,054. Annual costs are $913,513 and includes both license and maintenance/support each year. This is based on the assumption IOT will require 15,000 tasks. The numbers in the Tiered Pricing, Section 1, are not applicable to forecasting future growth; the quantity of software needed is not based on number of executed jobs per year. Quantity is based on Tasks (please see the Cost Narrative). Tiered level pricing is not available for BMC Control-M software.

Year one software and consulting cost for the migration is estimated to be $2,261,801.17. The total cost for software and consulting over 4 years is $5,002,341.67. Optional Year 5 one-year renewal is $1,460,794. Optional Year 6 one-year renewal is $1,533,834.

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| Total Cost: Year One Solution and Migration | $2,261,801.17 |
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| Annual, Maintenance & Support Costs for Years 2-4 | $913,513.50 |
| Annual, Optional Consulting Cost | $0.00 |
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| Total Cost: Base Contract Maintenance & Support | $3,654,054.00 |
| Total Cost: Base Contract Optional Consulting | $0.00 |
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| TOTAL BID AMOUNT | $5,002,341.67 |