

Appendix E, Submission 3 – Revised August 30, 2011

NYS NET Pricing Matrix

	Pre-Required	List Price (USD)	Per Internal User	Per Internal User	Per Internal User	Per Internal User	Per Internal User
Total Internal Users Range			1-4,999	5,000-9,999	10,000 - 19,999	20,000-29,999	30,000+
Discount			71.35%	76.35%	81.35%	86.35%	91.35%

Base Products

Participant	Case	\$ 3,000.00	\$ 859.50	\$ 709.50	\$ 559.50	\$ 409.50	\$259.50
Case	Participant	\$ 2,000.00	\$ 573.00	\$ 473.00	\$ 373.00	\$ 273.00	\$173.00
Documentation Toolset		\$ 250.00	\$ 71.63	\$ 59.13	\$ 46.63	\$ 34.13	\$ 21.63

Cúram Enterprise Modules

Financial Management	Base	\$ 750.00	\$ 214.88	\$ 177.38	\$ 139.88	\$ 102.38	\$ 64.88
Contribution	Base	\$ 750.00	\$ 214.88	\$ 177.38	\$ 139.88	\$ 102.38	\$ 64.88
Service Planning	Base	\$ 1,500.00	\$ 429.75	\$ 354.75	\$ 279.75	\$ 204.75	\$129.75
Intelligence Evidence Gathering	Base	\$ 1,250.00	\$ 358.13	\$ 295.63	\$ 233.13	\$ 170.63	\$108.13
Verification	Base	\$ 1,750.00	\$ 501.38	\$ 413.88	\$ 326.38	\$ 238.88	\$151.38
Reporting	Base	\$ 250.00	\$ 71.63	\$ 59.13	\$ 46.63	\$ 34.13	\$ 21.63
Funded Program Management	Base	\$ 1,000.00	\$ 286.50	\$ 236.50	\$186.50	\$ 136.50	\$ 86.50

Cúram Solution Modules

Global Income Support - Enterprise	Base+Fin	\$ 3,000.00	\$ 859.50	\$ 709.50	\$ 559.50	\$ 409.50	\$259.50
Global Medical Assistance	Base+Fin	\$ 3,000.00	\$ 859.50	\$ 709.50	\$ 559.50	\$ 409.50	\$259.50
Global IS Screening	Base	\$ 500.00	\$ 143.25	\$ 118.25	\$ 93.25	\$ 68.25	\$ 43.25
Global IS & MA	GIS	\$ 1,000.00	\$ 286.50	\$ 236.50	\$ 186.50	\$ 136.50	\$ 86.50
Workers Compensation	Base+Fin	\$ 3,000.00	\$ 859.50	\$ 709.50	\$ 559.50	\$ 409.50	\$259.50
Curam Provider Management	Base	\$ 3,000.00	\$ 859.50	\$ 709.50	\$ 559.50	\$ 409.50	\$259.50
Decision Assist	Base	\$ 750.00	\$ 214.88	\$ 177.38	\$ 139.88	\$ 102.38	\$ 64.88
Supervisor Dashboard	Base	\$ 750.00	\$ 214.88	\$ 177.38	\$ 139.88	\$ 102.38	\$ 64.88
Children Family Services Suite	Base	\$ 3,000.00	\$ 859.50	\$ 709.50	\$ 559.50	\$ 409.50	\$259.50
Children Services	Base	\$ 1,500.00	\$ 429.75	\$ 354.75	\$ 279.75	\$ 204.75	\$129.75
Youth Services	Base	\$ 1,500.00	\$ 429.75	\$ 354.75	\$ 279.75	\$ 204.75	\$129.75
Child Care	Base+Fin+CPM+Service Planning+IEG	\$ 5,000.00	\$1,432.50	\$1,182.50	\$932.50	\$ 682.50	\$432.50
Social Enterprise Collaboration	Base	\$ 4,000.00	\$1,432.50	\$1,182.50	\$932.50	\$ 682.50	\$432.50
Child Care Reporting	Base+Child Care	\$ 250.00	\$ 71.63	\$ 59.13	\$ 46.63	\$ 34.13	\$ 21.63
Youth Services Reporting	Base+Youth Services	\$ 250.00	\$ 71.63	\$ 59.13	\$ 46.63	\$ 34.13	\$ 21.63
Provider Management Reporting	Base+Provider Management	\$ 250.00	\$ 71.63	\$ 59.13	\$ 46.63	\$ 34.13	\$ 21.63
Appeals	Base	\$ 500.00	\$ 143.25	\$ 118.25	\$ 93.25	\$ 68.25	\$ 43.25

Cúram Unemployment Insurance Modules

UI Benefits - Triage and Assessment	Base	\$ 3,500.00	\$1,002.75	\$ 827.75	\$ 652.75	\$ 477.75	\$302.75
UI Benefits - Verification and Determination	Base	\$ 3,500.00	\$1,002.75	\$ 827.75	\$ 652.75	\$ 477.75	\$302.75
UI Benefits - Planning and Delivery	Base	\$ 3,500.00	\$1,002.75	\$ 827.75	\$ 652.75	\$ 477.75	\$302.75
UI Benefits - Outcome and Evaluations	Base	\$ 3,500.00	\$1,002.75	\$ 827.75	\$ 652.75	\$ 477.75	\$302.75
UI Benefits - Issue Cases	Base	\$ 1,750.00	\$ 501.38	\$ 413.88	\$ 326.38	\$ 238.88	\$151.38

Cúram Development Environment

<i>Application Development User</i>		\$25,000.00	\$7,162.50	\$5,912.50	\$4,662.50	\$3,412.50	\$2,162.50
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Notes (1-11):

- 1. The table of net prices is in US Dollars.**
- 2. External User licenses are priced at 25% of the Internal User net price.**
- 3. Public Access pricing is set at 10% of the overall total net fees paid for the Internal Users and External Users purchased.**
- 4. Product Support is 10% of the total net product license fees purchased.**
- 5. New Version Protection is 10% of the total net product license fees purchased.**
- 6. Organizations with more than 30,000 users should contact Curam Software for pricing.**
- 7. A number of Cúram Application Development User licenses are included based on the number of Internal Users procured. The following table details the Application Development User licenses associated with each level of user licenses:**

Aggregate Internal Licenses	User	Application Development Licenses Included	User
100 – 199		1	
200 – 499		2	
500 - 999		5	
1,000 - 4,999		10	
5,000 or more		25	

Additional Application Development User Licenses may be purchased for an additional charge as outlined above.

- 8. A description of Programs can be found at www.curamsoftware.com**
- 9. Authorized Users may purchase extended support beyond that outlined in the Appendix E, submission #4 (Section 1.1.5 of Schedule 1), for Licensed Programs on an annual basis. The annual fee for this extended support is calculated by multiplying the cost of the Authorized User’s Annual Support and New Version Protection for the preceding 12 months by a factor of 1.25.**
- 10. The PLA located in Appendix E, Submission #6 provides definition for Internal, External, Public Access and Application Development Users.**
- 11. Professional Workspace User licenses are priced at 10% of the Internal User net price or upon request, may also be priced for concurrent users.**

Learning Services

Option 1: Private Sessions/On-site Charges:

- a. List Price: USD \$ 6,000 per day plus travel and living expenses
- b. NYS Net price: USD \$5,400 per day
- c. Cost includes:
 - i. Daily Instructor rate for up to 10 students
 - ii. Travel and expense for instructor for duration of course plus set up day
- d. Use of Mobile Classroom, if required: USD \$500 per day.
- e. Dates are based on the needs of the customer and availability of Cúram staff
- f. Initial attempt at certification is included for each student provided certification is attempted within 90 days of course completion and retries are not required. Further certification attempts or attempts outside of the 90 day window are available at USD \$ 500 per examination per student. This is inclusive of testing required to upgrade Certification status.

Option 2: Public Session Charge

- a. List Price: USD \$600 per student day
- b. NYS Net Price: USD \$ 540 per student per day
- c. Customer is responsible for all Student Travel and Expense associated with training
- d. Dates are based upon Cúram's published public Learning Schedule.
- e. Initial attempt at certification is included for each student provided certification is attempted within 90 days of course completion and retries are not required. Further certification attempts or attempts outside of the 90 day window are available at USD \$ 500 per examination per student. This is inclusive of testing required to upgrade Certification status.

Pricing for on-line courses may vary by course. Please contact Curam's Global Learning Services at www.education@curamssoftware.com for more information regarding on-line course offering and associated pricing.

Online Upgrade Course (CTU400)

- a. List Price: USD \$100.
- b. NYS Net Price: USD \$90.

Professional Consulting Services

The following table presents Cúram Software's 2006 rates by role for Cúram Global Services Consulting staff. These rates include travel and living expenses. All Cúram Consulting staff assigned to projects are *Cúram Certified*. Each of our consultants has direct access to the knowledge, experience and best practices of the Cúram Software organization.

<u>Description</u>	<u>List Price</u>	<u>>\$500,000 Contracted Services</u>	<u>>\$1,000,000 Contracted Services</u>
Cúram Project Advisor	\$225.00	\$213.75	\$202.50
Senior Technical Architect	\$262.50	\$249.38	\$236.25
Technical Architect	\$225.00	\$213.75	\$202.50
Senior Technical Consultant	\$190.50	\$180.98	\$171.45
Technical Consultant	\$160.50	\$152.48	\$144.45
Senior Business Consultant	\$262.50	\$249.38	\$236.25
Business Consultant	\$225.00	\$213.75	\$202.50

Discounted rates are available based on volumes of services contracted. If the Statement of Work contracts for services over \$500,000, a 5% discount is applied. If the Statement of Work contracts for services over \$1,000,000, a 10% discount is applied. These discounts are applied on each invoice submitted. The discounted amounts are reflected in the table above.