

CLOUD SERVICES PRICING SHEET

VENDOR COMPANY NAME: Adjacent Technologies Inc.
 BRAND: IBM

BRANDED CLOUD SERVICES

Cloud Services Category or Subcategory or Services	Service Description	Service Number (if applicable)	MSRP	DIR Customer Discount % off MSRP	DIR CUSTOMER PRICE (MSRP-DIR CUSTOMER DISCOUNT)
Infrastruce as a Service (IaaS) Sub-Category/Descriptor	For Adjacent's IBM IaaS bundled solutions, a Statement of Work defines the IBM BlueMix Bare Metal Server components leveraged into a solution offering.	IBM-ICLD-001	Based upon Formal Statement of Work	10.00%	Calculated based upon MSRP per Statement of Work
Large 32 VM /IAAS	Includes 4vCPU, 32gb RAM, 100gb storage, Windows OS, per month		\$ 1,125.80	10%	\$ 1,013.22
Large 16 VM /IAAS	Includes 4vCPU, 16gb RAM, 100gb storage, Windows OS, per month		\$ 813.80	10%	\$ 732.42
Medium 16 VM/IAAS	Includes 2vCPU, 16gb RAM, 100gb storage, Windows OS, per month		\$ 795.60	10%	\$ 716.04
Medium 8 VM/IAAS	Includes 2vCPU, 8gb RAM, 100gb storage, Windows OS, per month		\$ 639.60	10%	\$ 575.64
Small 4 VM/IAAS	Includes 2vCPU, 4gb RAM, 50gb storage, Windows OS, per month		\$ 555.10	10%	\$ 499.59
Small 2 VM/IAAS	Includes 1vCPU, 2gb RAM, 50gb storage, Windows OS, per month		\$ 481.00	10%	\$ 432.90
RAM - Per GB - Per Month	Each listed VM can have additional RAM assigned. The cost for additionally assigned RAM is per GB per Month.		\$ 19.50	10%	\$ 17.55
CPU - Per vCPU - Per Month	Each listed VM can have additional vCPU's assigned. The cost for additionally assigned vCPU is per vCPU per Month		\$ 9.10	10%	\$ 8.19
SSD Storage	Storage can be added to any listed VM on a per GB Basis; Storage is ordered in 100 GB increments, Per Month		\$ 130.00	10%	\$ 117.00
SATA Storage	Storage can be added to any listed VM on a per GB Basis; Storage is ordered in 100 GB increments, Per Month		\$ 20.00	10%	\$ 18.00
Platform as a Services (PaaS) Sub-Category/Descriptor	Service Description	Service Number (if applicable)	MSRP - (Per Month)	DIR Customer Discount % off MSRP	DIR CUSTOMER PRICE (MSRP-DIR CUSTOMER DISCOUNT)
Each of the example product solutions listed below consists of several variable components: - Platform - Product - Host (IBM Softlayer / Bluemix) - Number of environments - Incentive structure - License type - Number of months	For Adjacent's IBM PaaS bundled solutions, a Statement of Work defines the IBM platform components leveraged into a solution offering.	IBM-PCLD-001	Based upon Formal Statement of Work	10-20%	Calculated based upon MSRP per Statement of Work
IBM FileNet P8 ICM Custom Solution Tier 8. Prod, Test, DR, Value Site 36 Months	An IBM Case Manager (ICM) based Custom Legal Case Management Solution. A Prod, Test and DR environment based on Value Site licensing for 36 months.	AC8-S3VS-36	\$ 33,750.00	20%	\$ 27,000.00
IBM Box Open Records Suite (ORS) built on IBM Box Platform, Prod, Dev, Test Bundle Site 36 Months	An IBM Box Platform API-based Custom Open Records Request Solution. A Prod, Dev, Test environment based on Bundle Site licensing for 36 months.	ABO-B3BS-36	\$ 5,234.63	15%	\$ 4,449.43
IBM Box Native Production Value Enterprise 6 Months	An IBM Box Platform native application . A Prod environment based on Enterprise licensing for 6 months.	ABN-B1VE-6	\$ 855.00	10%	\$ 769.50
IBM P8 Native - Prod Only Starter Pack Enterprise 12 Months	A IBM Content Foundation (P8) based Native solution A Prod Only environment based on Starter Pack Enterprise licensing for 12 months.	A82-A1SE-12	\$ 6,250.00	10%	\$ 5,625.00
IBM P8 Native Prod, Dev, Test Bundle Enterprise 24 Months	A IBM Content Foundation (P8) based Native solution. A Prod, Dev, Test environment based on Bundle Enterprise licensing for 24 months.	A82-A3BE-24	\$ 12,125.00	10%	\$ 10,912.50

IBM - IER Native P8 plus IER Prod Only Value Enterprise 36 Months	An IBM Enterprise Records (IER) based Native solution. A Prod Only environment based on Value Enterprise licensing for 36 months.	AE3-R1VE-36	\$ 17,625.00	10%	\$ 15,862.50
IBM P8 Custom Solution Tier 4 Prod Only Value Enterprise 12 Months	An IBM Content Foundation (P8) based Custom Tier 4 solution. A Prod Only environment based on Value Enterprise licensing for 12 months.	A84-A1VE-12	\$ 20,833.33	20%	\$ 18,750.00
IBM P8 Custom Solution Tier 5, Dev Only Starter Pack Enterprise 24 Months	An IBM Content Foundation (P8) based Custom Solution Tier 5 solution. A Prod, Dev Only environment based on Starter Pack Enterprise licensing for 24 months.	A85-A2SE-24	\$ 21,825.00	20%	\$ 19,642.50
IBM - IER Physical Records Mgmt Prod, Dev Only Value Site 12 Months	An IBM Enterprise Records (IER) based Physical Records Mgmt solution. A Prod, Dev Only environment based on Value Site licensing for 12 months.	AEP-A2VS-12	\$ 17,343.75	10%	\$ 15,609.38
IBM - IER Custom Solution Tier 6 R Prod, Dev Only Value Site 24 Months	An IBM Enterprise Records (IER) based Custom Solution Tier 6. A Prod, Dev Only environment based on Value Site licensing for 24 months.	AE6-R2VS-24	\$ 23,280.00	20%	\$ 20,952.00
IBM - ICM Unemployment Claims Mgmt Prod, Dev Only Value Site 36 Months	An IBM Case Manager (ICM) based Unemployment Claims Mgmt solution. A Prod, Dev Only environment based on Value Site licensing for 36 months.	ACU-R2VS-36	\$ 25,944.00	10%	\$ 23,349.60
IBM - ICM Claim-to-Payment Prod, Dev Only Value Site 24 Months	An IBM Case Manager (ICM) based Claim-to-Payment solution. A Prod, Dev Only environment based on Value Site licensing for 24 months.	ACC-S2VS-24	\$ 26,230.41	10%	\$ 23,607.37
IBM - ICM Legal Case Mgmt Prod, Dev Only Value Site 24 Months	A IBM Case Manager (ICM) based Legal Case Mgmt solution. A Prod, Dev Only environment based on Value Site licensing for 24 months.	ACL-R2VS-24	\$ 29,488.00	10%	\$ 26,539.20
IBM - ICM Employee Lifecycle Mgmt Prod, Dev Only Value Site 36 Months	An IBM Case Manager (ICM) based Employee Lifecycle Mgmt solution. A Prod, Dev Only environment based on Value Site licensing for 36 months.	ACE-S2VS-36	\$ 29,727.50	10%	\$ 26,754.75
IBM - ICM Custom Solution Tier 7. Prod, Dev Only Value Site 36 Months	An IBM Case Mager (ICM) based Custom Tier 7 solution. A Prod, Dev Only environment based on Value Site licensing for 36 months.	AC7-R2VS-36	\$ 42,300.00	20%	\$ 38,070.00
IBM - ICM Custom Solution Tier 8. Prod Only Value Temporary 12 Months	An IBM Case Manager (ICM) based Custom Tier 8 solution. A Prod Only environment based on Value Temporary licensing for 12 months.	AC8-A1VT-12	\$ 14,756.94	20%	\$ 13,281.25
Miscellaneous as a Services (MaaS) Sub-Category/Descriptor	Service Description	Service Number (if applicable)	MSRP	DIR Customer Discount % off MSRP	DIR CUSTOMER PRICE (MSRP-DIR CUSTOMER DISCOUNT)
Adjacent Technologies - IBM MaaS Solution	For Adjacent's IBM MaaS bundled solutions, a Statement of Work defines the IBM services leveraged into a solution offering.	IBM-MCLD-001	Based upon Formal Statement of Work	10.00%	Calculated based upon MSRP per Statement of Work
Cloud Disaster Recovery as a Service	IBM Spectrum Accelerate on Cloud Disaster Recovery as a service. Capacity Base - 50TB per Instance Subscription per Month	D1IYDLL	\$ 12,000.00	10%	\$ 10,800.00
IBM Cloud High Speed File Transfer Service (S5737-C65)	IBM Cloud High Speed File Transfer Service is a hosted multi-tenant software service running in the Cloud that enables high-speed upload and download of large files and large data sets directly into Cloud object storage. Using the patented IBM Aspera FASP® high-speed transfer protocol, customers can quickly move data of any size over any distance at line speed. The unique Direct-to-Cloud capability integrates with the underlying cloud storage interfaces to enable the fastest file uploads and downloads while adding key transfer management features such as pause, resume, reporting and encryption over the wire and at rest. Cost is per GB of data transferred, with greater discounts at higher volumes	D1RIPLL	\$ 0.70	10%	\$ 0.63
IBM MaaS360 mobile device management (5725-S34)	Enables you to view and control the mobile devices and apps entering your organization. The software offers enterprise mobile device, application and expense management from a single screen; allows you to provision and manage policy settings, apps and data usage. 200 Devices; \$36/device/month	D1AIULL	\$ 7,200.00	10%	\$ 6,480.00
IBM AppScan Cloud (5725-T53)	IBM Application Security Analyzer per scan job per annum - D1M9PLL (qty 200 Job scans)	D1M9PLL - 200	\$ 38,400.00	10%	\$ 34,560.00
Software as a Services (SaaS) Sub-Category/Descriptor	Service Description	Service Number (if applicable)	MSRP	DIR Customer Discount % off MSRP	DIR CUSTOMER PRICE (MSRP-DIR CUSTOMER DISCOUNT)
Adjacent Technologies - IBM SaaS Solution	For Adjacent's IBM SaaS bundled solutions, a Statement of Work defines the IBM SaaS products leveraged into a solution offering.	IBM-SCLD-001	Based upon Formal Statement of Work	5-10%	Calculated based upon MSRP per Statement of Work

IBM ECM SaaS products	<i>IBM Passport Advantage - IBM ECM SaaS software</i>	see attached IBM_Passport_Advantage_Pricelist file for Part Numbers	see attached IBM Passport Advantage Pricelist file for IBM ECM SaaS MSRP pricing	10.00%	Based upon IBM MSRP, PPA BL Level
IBM Datacap SaaS products	<i>IBM Passport Advantage - IBM Datacap SaaS software</i>	see attached IBM_Passport_Advantage_Pricelist file for Part Numbers	see attached IBM Passport Advantage Pricelist file for IBM Datacap SaaS MSRP pricing	10.00%	Based upon IBM MSRP, PPA BL Level
IBM - Box SaaS Products	<i>IBM Passport Advantage - IBM Box SaaS software</i>	see attached IBM_Passport_Advantage_Pricelist file for Part Numbers	see attached IBM Passport Advantage Pricelist file for IBM Box SaaS MSRP pricing	5.00%	Based upon IBM MSRP, PPA BL Level
Cloud Broker Sub-Category/Descriptor	Service Description	Service Number (if applicable)	MSRP	DIR Customer Discount % off MSRP	DIR CUSTOMER PRICE (MSRP-DIR CUSTOMER DISCOUNT)
Adjacent Technologies - IBM Cloud Broker Solution	For Adjacent's IBM Cloud Broker bundled solutions, a Statement of Work defines the IBM Cloud Broker components leveraged into a solution offering.	IBM-BCLD-001	Based upon Formal Statement of Work	10.00%	Calculated based upon MSRP per Statement of Work
Cloud Broker			see attached Cloud Broker Pricelist file for Cloud broker pricing	10%	
Cloud Technical Services	Service Description - Delivered by Adjacent Technologies IBM Certified Professionals	Service Number (if applicable)	MSRP	DIR Customer Discount % off MSRP	DIR CUSTOMER PRICE (MSRP-DIR CUSTOMER DISCOUNT)
Cloud Technical Services	Cloud Solutions Architect (Hourly Rate)	ADJ-PS-001	\$ 215.00	\$ 10.00	\$ 193.50
Cloud Technical Services	Cloud Solutions Developer (Hourly Rate)	ADJ-PS-001	\$ 215.00	\$ 10.00	\$ 193.50
Cloud Technical Services	Senior Cloud Administrator (Hourly Rate)	ADJ-PS-001	\$ 215.00	\$ 10.00	\$ 193.50
Cloud Technical Services	Database Architect (Hourly Rate)	ADJ-PS-001	\$ 215.00	\$ 10.00	\$ 193.50
Cloud Technical Services	Web Portal Developer (Hourly Rate)	ADJ-PS-001	\$ 215.00	\$ 10.00	\$ 193.50
Cloud Technical Services	Cloud Technical Architect (Hourly Rate)	ADJ-PS-001	\$ 215.00	\$ 10.00	\$ 193.50
Cloud Technical Services	Senior Cloud Security Consultant (Hourly Rate)	ADJ-PS-001	\$ 215.00	\$ 10.00	\$ 193.50
Cloud Technical Services	Capture Consultant (Hourly Rate)	ADJ-PS-001	\$ 215.00	\$ 10.00	\$ 193.50
Cloud Technical Services	Cloud Disaster Recovery Solutions Consultant (Hourly Rate)	ADJ-PS-001	\$ 215.00	\$ 10.00	\$ 193.50
Cloud Technical Services	Cloud Migration / Conversion Consultant (Hourly Rate)	ADJ-PS-001	\$ 215.00	\$ 10.00	\$ 193.50
Cloud Technical Services	Cloud Installation Specialist (Hourly Rate)	ADJ-PS-001	\$ 215.00	\$ 10.00	\$ 193.50
Cloud Technical Services	Integration Specialist (Hourly Rate)	ADJ-PS-001	\$ 215.00	\$ 10.00	\$ 193.50