

DEPARTMENT OF TECHNOLOGY
ESIGNATURE RATES
Effective July 1, 2018

Service Code	Service Description	Part #	Unit of Measurement	Rate
Note: The 4.58% VHSS rate will be added to the service cost after a 7% Vendor discount has been applied.				
ADOBE SIGN SERVICES				
K501	Configuration Consulting - Adobe eSign	n/a	Per Hour	\$273.58
K501	Adobe DC for Enterprise - Premium eSign Services P2; Min 5 Seats Req	210-7041-ES	Per Seat/Year	\$448.20
K501	Adobe DC for Enterprise - Premium eSign Services P2; 1-300 Transactions Req (Existing eSign Account Required)	210-7041-T	Per Transaction/Year	\$448.20
K501	Adobe eSign for Enterprise P2	65266630JA	Per Transaction/Year	\$2.07
K501	Adobe DC for Enterprise - Advanced Workflow P2 Add-On	65271009JA	Per Workflow/Year	\$415,000.00
K501	Adobe DC for Enterprise - Advanced Workflow P2 Additional Add-On	65271008JA	Per Workflow/Year	\$41,500.00
K501	Standard Form and Workflow - 1 Year	Tab1001	Per Workflow/Year	\$200,000.00
K501	Advanced Form and Workflow - 1 Year	Tab1002	Per Workflow/Year	\$300,000.00
DOCUSIGN SERVICES				
Category 1(Base Subscription Products)				
K501	DocuSign for Microsoft Office 365 (100 seat minimum) Includes 24 envelopes	APT-0086	Per Seat/Year	\$118.80
K501	DocuSign Business Edition (10 seat minimum)	APT-0022	Per Seat/Year	\$356.40
K501	DocuSign Enterprise Edition (10 seat minimum)	APT-0025	Per Seat/Year	\$594.00
K501	DocuSign Business Pro Edition (10 seat minimum)	APT-0271	Per Seat/Year	\$475.20
K501	DocuSign Enterprise Pro Edition (10 seat minimum)	APT-0272	Per Seat/Year	\$1,009.80
K501	DocuSign Business Pro Edition for SFDC (10 seat minimum)	APT-0384	Per Seat/Year	\$570.24
K501	DocuSign Enterprise Pro Edition for SFDC (10 seat minimum)	APT-0385	Per Seat/Year	\$1,211.76
K501	DocuSign System Automated Premium Edition (1,000 minimum for API system use)	APT-0048	Per Envelope/Year	\$5.94
K501	DocuSign System Automated Standard Edition (1,000 minimum for API system use)	APT-0050	Per Envelope/Year	\$3.56
K501	DocuSign Dynamic Documents (1,000 subscriptions)	APT-0009	Per Envelope/Year	\$2.02
K501	DocuSign Dynamic Documents (10 seat minimum)	APT-0010	Per Seat/Year	\$178.20
K501	DocuSign for Salesforce Business Package (10 seat minimum)	APT-0040	Per Seat/Year	\$409.86
K501	DocuSign for Salesforce Enterprise Package (10 seat minimum)	APT-0042	Per Platform/Year	\$990,000.00
K501	DocuSign Business Pro Edition - Seat Subs. (Adopt. Accel.)	APT-0389	Per Seat/Year	\$475.20
K501	DocuSign Enterprise Pro Edition - Seat Subs. (Adopt. Accel.)	APT-0390	Per Seat/Year	\$1,009.80
K501	DocuSign Infiniti - Intelledox Transactions	APT-0472	Per Transaction/Year	\$3.96
K501	DocuSign Infiniti - Intelledox Platform	APT-0473	Per Platform/Year	\$594,000.00
For Gov				
K501	DocuSign Business Pro for Gov - Seats (Adopt. Accel.)	APT-0381	Per Seat/Year	\$534.60
K501	APT-0382 DocuSign Business Pro for Gov - Seats	APT-0382	Per Seat/Year	\$534.60
K501	APT-0383 DocuSign Business Pro for Gov - Env	APT-0383	Per Envelope/Year	\$5.35
K501	APT-0486 DocuSign Business Pro for Gov - Env (Adopt. Accel.)	APT-0486	Per Envelope/Year	\$5.35
K501	APT-0391 DocuSign Enterprise Pro for Gov - Seats	APT-0391	Per Seat/Year	\$831.60
K501	APT-0392 DocuSign Enterprise Pro for Gov - Seats (Adopt. Accel.)	APT-0392	Per Seat/Year	\$831.60
K501	APT-0393 DocuSign Enterprise Pro for Gov - Env	APT-0393	Per Envelope/Year	\$8.32
K501	APT-0490 DocuSign Enterprise Pro for Gov - Env (Adopt. Accel.)	APT-0490	Per Envelope/Year	\$8.32

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FedRAMP				
K501	DocuSign Business Pro with FedRAMP - Seats	APT-0376	Per Seat/Year	\$594.00
K501	DocuSign Business Pro with FedRAMP - Seats (Adopt. Accel.)	APT-0377	Per Seat/Year	\$594.00
K501	DocuSign Business Pro with FedRAMP - Env	APT-0378	Per Envelope/Year	\$5.94
K501	DocuSign Business Pro with FedRAMP - Env (Adopt. Accel.)	APT-0380	Per Envelope/Year	\$5.94
K501	DocuSign Enterprise Pro with FedRAMP - Seats	APT-0386	Per Seat/Year	\$950.40
K501	DocuSign Enterprise Pro with FedRAMP - Seats (Adopt. Accel.)	APT-0387	Per Seat/Year	\$950.40
K501	DocuSign Enterprise Pro with FedRAMP - Env	APT-0388	Per Envelope/Year	\$9.50
K501	DocuSign Enterprise Pro with FedRAMP - Env (Adopt. Accel.)	APT-0482	Per Envelope/Year	\$9.50
K501	DocuSign Business Pro Edition - Envelope Subs.	APT-0462	Per Envelope/Year	\$4.75
K501	DocuSign Enterprise Pro Edition - Envelope Subs.	APT-0463	Per Envelope/Year	\$7.72
K501	DocuSign for Microsoft Edition - Seat Subs.	APT-0287	Per Seat/Year	\$178.20
Category 2 (Support)				
K501	Premier Support	APT-0075	% of NET PRICE	15% of NET PRICE
K501	Enterprise Premier Support	APT-0148	% of NET PRICE	22% of NET PRICE
K501	Enterprise Premier Support with FedRAMP 22% of Recurring Fees (22% of List Price per \$100 of List License Fees)	APT-0400	22% of NET PRICE	22% of NET PRICE
Category 3 (Authentication Add-ons)				
K501	Authentication - Phone (1,000 subscriptions)	APT-0017	Per Envelope/Year	\$0.74
K501	Authentication - SMS (1,000 subscriptions)	APT-0018	Per Envelope/Year	\$0.20
K501	Authentication - Knowledge-Based - ID Check (1,000 minimum per subscription)	APT-0016	Per Envelope/Year	\$2.48
K501	Express Certificate (1,000 subscriptions)	APT-0001	Per Envelope/Year	\$1.49
K501	OpenTrust Certificate - Seat Subscription (10 Minimum per Subscription)	APT-0095	Per Seat/Year	\$142.56
K501	OpenTrust Certificate -Envelope Subscription	APT-0096	Per Envelope/Year	\$1.73
K501	SAFE Bio-Pharma Certificate	APT-0002	Per Envelope/Year	\$1.49
Category 4 (Subscription Add-ons - Optional)				
K501	Fax Services Envelope Subscription (1,000 minimum per subscription)	APT-0015	Per Envelope/Year	\$0.10
K501	Advanced Workflows Addon for Business Pro (features exist in Enterprise Pro)	APT-0276	Per Seat/Year	\$237.60
K501	Expanded Branding Addon for Business Pro (features exist in Enterprise Pro)	APT-0277	Per Seat/Year	\$237.60
K501	DocuSign Connector (Alfresco)	APT-0054	Per Seat/Year	\$142.56
K501	DocuSign Connector (Google Enterprise Apps)	APT-0055	Per Seat/Year	\$142.56
K501	DocuSign Connector (Microsoft Dynamics CRM)	APT-0056	Per Seat/Year	\$142.56
K501	DocuSign Connector (Microsoft SharePoint)	APT-0057	Per Seat/Year	\$142.56
K501	DocuSign Connector (NetSuite)	APT-0058	Per Seat/Year	\$142.56
K501	DocuSign Connector (SugarCRM)	APT-0059	Per Seat/Year	\$142.56
K501	DocuSign Connector (SAP)	APT-0209	Per Seat/Year	\$142.56
K501	DocuSign Connector (Salesforce)	APT-0210	Per Seat/Year	\$142.56
K501	DocuSign Connector (Ariba)	APT-0211	Per Seat/Year	\$142.56
K501	DocuSign Connector (SuccessFactors)	APT-0212	Per Seat/Year	\$142.56
K501	DocuSign Connector - Various Integrations	APT-0213	Per Seat/Year	\$142.56

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Appendix D

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K501	Adv. Administration - w/SSO (10 seat minimum subscription)	APT-0246	Per Seat/Year	\$118.80
K501	DocuSign Security Appliance Subscription	APT-0004	% of NET PRICE	40% NET PRICE
K501	DocuSign Storage Appliance Subscription	APT-0006	% of NET PRICE	40% NET PRICE
K501	eOriginal eAsset Management \$ / managed trans. / year (after Y1)	APT-0098	Transaction/Year	\$1.19
K501	eOriginal eAsset Transactions Per transferred transaction	APT-0099	Transaction/Year	\$5.94
K501	Fax Services - Per Use Per Fax Page	APT-0112	Per Page/Year	\$0.10
K501	DocuSign Retrieve	APT-0011	Per DocuSign Account	\$5,940.00
K501	Connect Addon	APT-0279	Per Seat/Year	\$118.80
K501	MSFT Add On Seat for Business Pro Ed.	APT-0281	Per Seat/Year	\$118.80
K501	MSFT Add On Seat for Enterprise Pro Ed.	APT-0288	Per Seat/Year	\$237.60
K501	Add. Transactions - Business Pro Ed. (100 Transactions)	APT-0283	Per Bundle of 100/Year	\$475.20
K501	Add. Transactions - Enterprise Pro Ed. (100 Transactions)	APT-0284	Per Bundle of 100/Year	\$1,009.80
K501	Add. Transactions - Business Pro Ed. (1000 Transactions)	APT-0294	Per Bundle of 1,000/Year	\$4,752.00
K501	Add. Transactions - Enterprise Pro Ed. (1000 Transactions)	APT-0295	Per Bundle of 1,000/Year	\$10,098.00
K501	Add. Transactions - Microsoft Ed. (100 trans.)	APT-0293	Per Transaction/Year	\$742.50
K501	Conga Composer (100 Transactions)	APT-0240	Per Transaction/Year	\$1.98
K501	Conga Composer - Seat Subscription (10 Seat Minimum)	APT-0092	Per Seat/Year	\$178.20
K501	High Performance Sandbox	APT-0223	% of NET PRICE	30% NET PRICE
K501	QA Sandbox with FedRAMP 20% of Recurring Fees (20% of List Price per \$100 of List License Fees)	APT-0396	20% of NET PRICE	20% of NET PRICE
K501	High Performance Sandbox with FedRAMP 30% of Recurring Fees (30% of List Price per \$100 of List License Fees)	APT-0397	30% of NET PRICE	30% of NET PRICE
K501	QA Sandbox for Gov 20% of Recurring Fees (20% of List Price per \$100 of List License Fees)	APT-0398	20% of NET PRICE	20% of NET PRICE
K501	High Performance Sandbox for Gov 30% of Recurring Fees (30% of List Price per \$100 of List License Fees)	APT-0399	30% of NET PRICE	30% of NET PRICE
K501	DocuSign Add-on Other	APT-6500	Per User/Per Year	1% off MSRP
Category 5 (Services)				
K501	Template Creation Package	APT-0374	Per Template	\$148.50
K501	Custom Engagement - Per Hour	APT-0372	Per Hour	\$247.50
K501	Customer Success Architect (6 month minimum engagement)	APT-0145	Full Time / Cost Per Month	\$31,680.00
K501	Customer Success Architect (6 month minimum engagement)	APT-0146	Half Time / Cost Per Month	\$17,820.00
K501	Customer Success Architect (6 month minimum engagement)	APT-0147	Quarter Time / Cost Per Month	\$9,900.00
K501	Consulting - 10 Hour Bundle	APT-0072	One-time	\$1,732.50

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K501	Consulting - 20 Hour Bundle	APT-0062	One-time	\$3,465.00
K501	Fast Start Web Console	APT-0068	One-time	\$9,405.00
K501	Fast Start API	APT-0066	One-time	\$17,325.00
K501	Fast Start Salesforce.com	APT-0067	One-time	\$12,870.00
K501	Full Service Web Console	APT-0071	One-time	\$29,700.00
K501	Full Service API	APT-0069	One-time	\$44,550.00
K501	Full Service Salesforce.com	APT-0070	Per Subscription	\$34,650.00
K501	Single Sign On ProServ	APT-0073	Per Subscription	\$2,475.00
K501	DocuSign Migration Service Package	APT-0373	One-time	\$4,653.00
K501	Department Scoping & Envisioning	APT-0065	One-time	\$16,830.00
K501	DocuSign Infiniti - Intelledox Professional Services	APT-0342	Per Hour	\$247.50
K501	Adoption QuickStart	APT-0460	One-Time	\$346.50
K501	Adoption Consulting	APT-0459	One-Time	\$1,732.50
K501	Adoption Consulting: Technical	APT-0458	One-Time	\$2,970.00
K501	API Certification	APT-0060	One-Time	\$990.00
K501	Installation/Implementation/Customization - Per hour	APT-0061	Per Hour	\$292.05
K501	Web Console Template Set-up Per Person	APT-0091	Per Seat/Year	\$292.05
K501	DocuSign Security Appliance Implementation	APT-0003	One-time/Per Appliance	\$24,750.00
K501	DocuSign Storage Appliance Implementation Flat Fee	APT-0005	One-Time	\$49,500.00
K501	DocuSign Professional Services - Intellidox - Per hour	APT-0474	Per Hour	\$247.50
K501	Onboarding (Package) - Up to 2 hours of onboarding success consulting for DocuSign customers	APT-0375	Per Package	\$495.00
K501	Onboarding (Per Hour) Custom onboarding success consulting for DocuSign customers	APT-0371	Per Hour	\$247.50
K501	DocuSign University - Custom Video (Customized Training Video)	APT-0104	Per Unit	\$4,455.00
K501	DocuSign University - End User Training (virtual only) - Per Block (4 hours)	APT-0084	Per Unit	\$1,485.00
K501	DocuSign University - Developer 101 Certification - Per Course	APT-0215	Per Person	\$990.00
K501	DocuSign University - Developer 201 Certification - Per Course	APT-0220	Per Person	\$990.00
K501	DocuSign University - Developer 301 Certification - Per Course (1-day, lab-based certification course (101 & 201 pre-req)	APT-0221	Per Person	\$990.00
K501	DocuSign University - Workflow Manager Certification (1-day, in-person certification course for Workflow Managers. Travel and expenses billed separately if delivered at customer site.)	APT-0216	Per Person	\$841.50
K501	DocuSign University - CSA Certification (Two-day DSU certification course that is the same training DocuSign Customer Success Architects go through, teaching you the skills to become an in-house DocuSign adoption expert. Learn from others who are driving adoption of DocuSign within their organizations.)	APT-0395	Per Person	\$990.00

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K501	DocuSign University - DocuSign for Administrators Certification Course (Multi-day certification course for Administrators. Virtual & in-person options available. Travel and expenses billed separately if delivered at customer site. Please see Customer Site Work Order for all onsite requirements.)	APT-0102	Per Course	\$1,683.00
K501	DocuSign University - DocuSign for Salesforce Administrators Certification Course (2-day, in-person certification course for DocuSign for Salesforce Administrators. Travel and expenses billed separately if delivered at customer site. Please see Customer Site Work Order for all onsite requirements)	APT-0105	Per Course	\$1,683.00
K501	Strategic Value Assessment - up to 4 use cases (Commercial Bundle)	APT-0020	Per Unit	\$3,465.00
K501	Strategic Value Assessment - up to 7 use cases (Enterprise Bundle)	APT-0021	Per Unit	\$9,900.00