

## H. PRICE AND COST

### H.1. Pricing Details

All elements of recurring and nonrecurring costs shall be identified. These costs should also include pre-implementation. List all pricing assumptions that could affect the cost

The following rates should include enhancements to meet federal/state reporting requirements.

If the offering has optional/additional modules for purchase, please create a new table for each product and list the per-student or other rate structure. If one of the services listed is not offered please indicate.

#### One-Time Upfront Charges (Implementation)

Additional lines may be added to identify any other costs associated with the implementation of a new system or the conversation from another system brand name.

| Task                               | Rate  |
|------------------------------------|---|
| Initial Installation/Configuration | Customer elected - this varies depending upon elected package. (We highlight implementation package offerings throughout our initial response). |
| Data Conversion                    | This would be TBD based on scoping  |

| Training Costs  |   |
|---|---|
| Additional lines may be added to identify any other costs associated with the training of a new system or the conversation from another system brand name |   |
| Training  | Rate  |
| On-Sight at Contractors Location  | N/A   |
| Online Training   | Subscription training based on FTE size   |
| Face-to-Face at Oklahoma Sites  | \$7,250 for one day (travel included), \$2,000 for each additional consecutive day. |
| Computer Based Training i.e. tutorial   | Based on FTE size   |
| Train-the-trainer   | \$7,250 for one day (travel included), \$2,000 for each additional consecutive day  |
| Contractor Provided Training  | \$7,250 for one day (travel included), \$2,000 for each additional consecutive day  |

| Learning Management System – Software Licenses | Contractor Hosted - Per Student Rate (\$5,000 Minimum) |                              |                              |
|--|--|------------------------------|------------------------------|
| Quantity                                       | July 1, 2025 - June 30, 2026                           | July 1, 2026 - June 30, 2027 | July 1, 2027 - June 30, 2028 |
| 1 - 200  | \$25.00  | \$25.00                      | \$25.00                      |
| 201 - 833                                      | \$10.16  | \$10.67                      | \$11.20                      |
| 834 - 1,000                                    | \$10.16  | \$10.67                      | \$11.20                      |
| 1,001 - 5,334                                  | \$9.53   | \$10.01                      | \$10.51                      |
| 5,335 - 8,000                                  | \$8.89   | \$9.33                       | \$9.80                       |
| 8,001 - 100,000                                | \$8.26   | \$8.67                       | \$9.11                       |

| Student Information System - Software License | Contractor Hosted - Per Student Rate (\$5,000 Minimum) |                              |                              |
|---|--|------------------------------|------------------------------|
| Quantity                                      | July 1, 2025 - June 30, 2026                           | July 1, 2026 - June 30, 2027 | July 1, 2027 - June 30, 2028 |
| 1-200   | N/A  | N/A                          | N/A                          |
| 201-833                                       | N/A  | N/A                          | N/A                          |
| 834 - 1,000                                   | N/A  | N/A                          | N/A                          |
| 1,001 - 5,334                                 | N/A  | N/A                          | N/A                          |
| 5,335 - 8,000                                 | N/A  | N/A                          | N/A                          |
| 8,001 - 100,000                               | N/A  | N/A                          | N/A                          |

#### On-going Maintenance/Support for optional four (4) year contract renewals

| Year one          | Year two   | Year three | Year four  | Year five  |
|-------------------|------------|------------|------------|------------|
| Customer Elected* |            |            |            |            |
| Total Cost        | Total Cost | Total Cost | Total Cost | Total Cost |
| Customer Elected* |            |            |            |            |

\*Support pricing is contingent upon the size of institution and the elected support package. Support package offerings are highlighted in Instructure's initial response