



This pricing proposal is confidential and intended solely for the customer to whom it is addressed; it is not transferable or applicable to any other party without prior written consent.

Bulk pricing discounts to the State of Oklahoma (due May 29th, 2025)

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Questions Thentia Response

1	A comprehensive list of all goods currently provided to the State of Oklahoma under contract.	Thentia Cloud (a Cloud based licensing management system)
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2	Current unit pricing for each item.	Please see below pricing.
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	System	Unit of Measure	List Unit Price	Percent off List	Oklahoma Price	
3	Pricing tiers and corresponding discounts for bulk orders.	Thentia Cloud (a Cloud based licensing management system)	per active license per month	\$2.50	80.00%	\$0.50

An Occupational license to access Thentia. This license applies to licensors and licensees. Active license ranges:				
0-1,000	per active license per month	\$2.50	80.00%	\$0.50
1,001 - 2,500	per active license per month	\$1.85	72.97%	\$0.50
2,501 - 5,000	per active license per month	\$1.85	81.08%	\$0.35
5,001 - 10,000	per active license per month	\$1.71	79.53%	\$0.35
10,001 - 25,000	per active license per month	\$1.58	77.85%	\$0.35
25,001 - 50,000	per active license per month	\$1.46	76.03%	\$0.35
50,001 - 100,000	per active license per month	\$1.35	74.07%	\$0.35
100,001 - 250,000	per active license per month	\$1.25	72.00%	\$0.35
250,001 - 500,000	per active license per month	\$1.16	69.83%	\$0.35
500,001 - 750,000	per active license per month	\$1.07	67.29%	\$0.35
750,001 - 1,000,000	per active license per month	\$0.99	64.65%	\$0.35



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A Business license to access Thentia. This license applies to licensors and licensees. Active license ranges:				
0-1,000	per active license per month	\$20.00	25.00%	\$15.00
1,001 - 2,500	per active license per month	\$14.80	27.50%	\$10.73
2,501 - 5,000	per active license per month	\$14.80	30.00%	\$10.36
5,001 - 10,000	per active license per month	\$13.68	32.53%	\$9.23
10,001 - 25,000	per active license per month	\$12.64	34.97%	\$8.22
25,001 - 50,000	per active license per month	\$11.68	37.50%	\$7.30
50,001 - 100,000	per active license per month	\$10.80	40.00%	\$6.48
100,001 - 250,000	per active license per month	\$10.00	42.50%	\$5.75
250,001 - 500,000	per active license per month	\$9.28	45.04%	\$5.10
500,001 - 750,000	per active license per month	\$8.56	47.55%	\$4.49
750,001 - 1,000,000	per active license per month	\$7.92	50.00%	\$3.96

Services				
Maintenance	N/A	0	N/A	0
Hosting	N/A	0	N/A	0
Migration	per hour	\$ 225.00	22.22%	\$ 175.00
Training	per hour	\$ 225.00	22.22%	\$ 175.00
Professional Services - Change Request	per hour	\$ 225.00	22.22%	\$ 175.00
Extra Storage	N/A	0	N/A	0

4 Please specify the minimum order quantities required to qualify for each discount tier.	No minimum order quantities required to qualify for each discount tier. Please reference above discount tiers.
5 Any potential for further discounts based on increased order volume or long-term commitments.	No additional discounts based on increased order volume or long-term commitments, our contracts are generally one or four year options.
6 The validity period for the bulk pricing provided.	Validity period is until Oklahoma Management & Enterprise Services – Contract No. 1182 expires (11/12/2028) or is renewed.
7 Any additional relevant terms and conditions.	Pricing is valid until Oklahoma Management & Enterprise Services – Contract No. 1182 expires on 11/12/2028. All terms and conditions as set in Contract No. 1182.