

Exhibit 2 - Price Template

Company Name: _____

State of Oklahoma - SW1114 Workforce Management

System Component/Hardware/Software	Description	Unit of Measure	List Price	% off List	Oklahoma Cost
Ultima 7 Time Clock Hardware (One time cost)	ULTIMA-7 Features: Backup Battery, Android 9, POE+, Wifi, 8 Core Processor, Camera	Each	\$ 1,996.00	50%	\$ 998.00
Multi-Technology Reader	Multi-Technology Reader Full Biometric Options Available at Same Price	Each	\$ 396.00	50%	\$ 198.00
CirrusDCS Server License (Year 1)	CirrusDCS Tenant/Server software fee ZKTeco Tenant/Server software fee for Workday is a reoccurring charge, billed annually.	Each	\$ 6,000.00	0%	\$ 6,000.00
CirrusDCS Hosting Fee License (Year 1)	CirrusDCS Clock software fee ZKTeco Time Clocks software fee pricing is per clock and it's a reoccurring charge, billed annually.	Each	\$ 1,200.00	60%	\$ 480.00
Implementation (one time cost)	DCS Implementation - 104 Hours Workday Implementation This implementation will cover up to 10 clocks and is subject to change if clock quantity were to change.	Each	\$ 250.00	20%	\$ 20,800.00

Maintenance and Support	Year 2	Year 3	Year 4
CirrusDCS Server License	\$ 6,000.00	\$ 6,000.00	\$ 6,000.00
CirrusDCS Hosting Fee License	\$ 499.20	\$ 519.17	\$ 539.93

Pricing should have definitions to fully describe what is included - including minimum orders and volume discounts.
 Prices must remain firm for the duration of the term of the PO/contract.
 Hourly costs are to be Not To Exceed (NTE) pricing.

Volume Discounts:
 0-500 Clocks = 35% Discount
 501-1000 = 40% Discount
 1001+ = 45% Discount



Date of Issuance: April 21, 2025 Solicitation No. EV00000656

ISSUED BY:

Contracting Officer: Brenda K. Hansel

E-Mail Address: brenda.hansel@omes.ok.gov

Request:

In accordance with Section 14.6 of **the Bidder Instructions**, the State is requesting your **best and final offer ("BAFO")**. Please submit this form with your BAFO via e-mail to the Contracting Officer above by, **April 24, 2025 at 1:00PM Central Time**.

If you do not lower your offer price, please explain why. If you do not offer a lower price or an explanation for why you cannot lower the price, you may be removed from consideration. Below you will find the scope of the Best and Final Offer.

You may contact the Contracting Officer above if you have questions regarding this request.

ZKTechnology
Supplier Company Name (**PRINT**)

4-28-25
Date

Ruben Maldonado
Authorized Representative Name (**PRINT**)

Business Development
Manager
Title

Ruben Maldonado
Authorized Representative
Signature

From: [Ruben Maldonado](#)
To: [Brenda Hansel](#); [Christopher Morris](#)
Subject: [EXTERNAL] RE: Best and Final Offer - EV00000656 - Workforce Management Solutions (SW1114)
Date: Friday, April 25, 2025 7:55:07 AM
Attachments: [image003.png](#)
[State of Oklahoma - ZKTeco Ultima Time Clock Quote 4-25-25.pdf](#)

Good Morning Brenda – Happy Friday!

I apologize for this delay but was waiting for feedback on final approval I've requested internally. Enclosed is the updated quote / below was applied.

- ZKTeco provided 50% discount for all hardware during the initial deployment. ZKTeco will honor 40% discount on all hardware purchases for one year after go live and 35% discount, after year two, going forward.
- We applied an additional discount of 5% (totaling 65% off the hosting fee's and covers the below) – all future clocks added will obtain the same discounted pricing.
 1. License to use of CirrusDCS Software –Cloud Based Service
 2. Infrastructure management of CirrusDCS
 3. Security Compliance of Infrastructure and CirrusDCS application.
 4. All Software updates and new releases for CirrusDCS (General Version)
 5. All Time Clock updates and new releases (General Version)
 6. Technical Support for covered issues.
 7. Lifetime Warranty/replacement on hardware for Workday Partnership only

Please let me know if there's any questions.

Ruben



Ruben Maldonado

Business Development Manager



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