|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **EXHIBIT D – Pricing**  **(complete this exhibit for both hosted and non-hosted LMS configurations)** | | | | |
|  | | | | |
|  | **Submittal Requirement** | **Meet Requirement?**  **(Y/N)** | **Response Attached and Labeled? (Y/N)** | **Complete Answer / Response** |
| **3.14** | **Price Proposal. (M/E)** |  |  |  |
|  | Describe the basis for your pricing structure. |  |  |  |
|  | 3.14.1.1. Number of enrolled students? |  |  |  |
|  | 3.14.1.2. University’s full-time equivalent  (FTE) employees? |  |  |  |
|  | 3.14.1.2.1. If based on University’s  FTE, what is your basis  for determining  University’s FTE? |  |  |  |
|  | 3.14.1.3. Number of University’s courses? |  |  |  |
|  | 3.14.1.4. Other basis not listed above? |  |  |  |
|  | 3.14.1.5. Do you offer a tiered pricing  structure based on volumes of any  of the above? |  |  |  |
|  | 3.14.1.6. What will be the impact on pricing as  University’s LMS usage increases or  decreases? |  |  |  |
|  | 3.14.1.7. What is the impact on pricing of non-  credit courses (i.e. professional and  continuing education courses)? |  |  |  |
|  | 3.14.1.8. What is the impact on pricing of non-  credit large enrollment courses (i.e.  massive open online courses)? |  |  |  |
|  | Hardware (provide an estimated cost and list of ALL hardware that University will be required to have to support proposed solution. |  |  |  |
|  | All-inclusive (“bundled’) pricing for software and hosting (as applicable) required to meet all LMS functional and system requirements. Include base cost of software licensing fees and itemized prices for any required or optional add-on modules/interfaces. |  |  |  |
|  | Miscellaneous fees - required or optional (detailed list of fees may include shipping fees, usage fees, upgrade fees, etc). |  |  |  |
|  | Training cost – if you offer different training options (on-site, web- based, etc) include complete pricing for all possible training options. |  |  |  |
|  | Cost of migration/conversion of existing data in our current LMS to your LMS. What is included in the standard fee and what is available at additional cost? |  |  |  |
|  | Annual Support and maintenance, based on available levels of service for years 1 through 5 after the end of the one-year warranty period on the initial LMS implementation (should include support, maintenance and any other costs necessary). For evaluation purposes, University assumes a one-year no charge, warranty period – if this is different for your product, please explain. Additionally, it is assumed these prices will be subject to Sections 2.3 and 2.4 of the  RFP – if this is different for your product, please explain. |  |  |  |
|  | Hourly rates (which may include rates at different tiers based on skill- set of employee) used to provide the basis for add-on development and training. It is assumed these rates shall be will be subject to Sections 2.3 and 2.4 of the RFP – if this is different for your product, please explain. |  |  |  |
|  | Provide any and all additional pricing by category or service type as well as price and rate structure (i.e., hourly, annually, per transaction) for any costs not previously addressed in the above items. |  |  |  |
|  | Provide your pricing methodology for enhancements and customizations if requested by University. |  |  |  |
|  | Provide pricing methodology and costs University may incur for new or additional functionality or services. |  |  |  |