

COMPANY NAME: Dynamis Inc.
DIR- TSO 4170 FINAL PRICING
Emergency Preparedness & Disaster Recovery IT

PRODUCT

CATEGORY / DESCRIPTION (Refer to RFO Section 2.1)	Manufacturer / Brand	Product Description	Manufacturer's Part Number	Manufacturer or Authorized Reseller (M/R)	MSRP	BEST AND HIGHEST DIR Customer Discount % off MSRP	DIR Customer Price *
Software							
Crisis Information Management Systems	Dynamis	COBRA® Small Enterprise Edition License with One-Year Enterprise Maintenance for up to 5 Users (includes first year support). License applies to only one jurisdiction. Additional jurisdictions require additional licenses.	COBRA-5u	M	\$14,000.00	10.50%	\$12,623.98
Crisis Information Management Systems	Dynamis	COBRA® Small Enterprise Edition License with One-Year Enterprise Maintenance for up to 10 Users (includes first year support). License applies to only one jurisdiction. Additional jurisdictions require additional licenses.	COBRA-10u	M	\$21,000.00	10.50%	\$18,935.96
Crisis Information Management Systems	Dynamis	COBRA® Small Enterprise Edition License with One-Year Enterprise Maintenance for up to 15 Users (includes first year support). License applies to only one jurisdiction. Additional jurisdictions require additional licenses.	COBRA-15u	M	\$28,000.00	10.50%	\$25,247.95
Crisis Information Management Systems	Dynamis	COBRA® Small Enterprise Edition License with One-Year Enterprise Maintenance for up to 50 Users (includes first year support). License applies to only one jurisdiction. Additional jurisdictions require additional licenses.	COBRA-50u	M	\$42,000.00	10.50%	\$37,871.93
Crisis Information Management Systems	Dynamis	COBRA® Small Enterprise Edition License with One-Year Enterprise Maintenance for up to 100 Users (includes first year support). License applies to only one jurisdiction. Additional jurisdictions require additional licenses.	COBRA-100u	M	\$67,200.00	10.50%	\$60,595.08

Crisis Information Management Systems	Dynamis	Additional per user license above 100 user licenses (includes first year support). License applies to only one jurisdiction. Additional jurisdictions require additional licenses.	COBRA-1u	M	\$650.00	10.50%	\$586.11
Software Updates and Technical Support (Annual)	Dynamis	COBRA® Small Enterprise Edition License One-Year Support for up to 5 Users. Includes all software updates and technical support through email and phone during normal business hours between 8 am and 5 pm Eastern Standard Time.	COBRA-Support-5	M	\$2,000.00	10.50%	\$1,803.43
Software Updates and Technical Support (Annual)	Dynamis	COBRA® Small Enterprise Edition License One-Year Support for up to 10 Users. Includes all software updates and technical support through email and phone during normal business hours between 8 am and 5 pm Eastern Standard Time.	COBRA-Support-10	M	\$3,000.00	10.50%	\$2,705.14
Software Updates and Technical Support (Annual)	Dynamis	COBRA® Small Enterprise Edition License One-Year Support for up to 15 Users. Includes all software updates and technical support through email and phone during normal business hours between 8 am and 5 pm Eastern Standard Time.	COBRA-Support-15	M	\$4,000.00	10.50%	\$3,606.85
Software Updates and Technical Support (Annual)	Dynamis	COBRA® Small Enterprise Edition License One-Year Support for up to 50 Users. Includes all software updates and technical support through email and phone during normal business hours between 8 am and 5 pm Eastern Standard Time.	COBRA-Support-50	M	\$6,000.00	10.50%	\$5,410.28
Software Updates and Technical Support (Annual)	Dynamis	COBRA® Small Enterprise Edition License One-Year Support for up to 100 Users. Includes all software updates and technical support through email and phone during normal business hours between 8 am and 5 pm Eastern Standard Time.	COBRA-Support-100	M	\$9,600.00	10.50%	\$8,656.44
Software Updates and Technical Support	Dynamis	Additional per user license support	COBRA-1us	M	\$96.00	10.00%	\$87.05
Software Update - Extended Hours - Upfront	Dynamis	24/7 Support hours for emergency use is available between 5 pm and 8 am Eastern Standard Time. Hours must be pre-purchase. Calls are charged at the 1/4 hour.	COBRA-Support-EHU	M	\$117.00	10.00%	\$106.09

RELATED SERVICES

SERVICE CATEGORY	Detailed Service Description		Manufacturer's Part Number	Service Area (indicate Hwy District)	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
<i>Product Installation - client hosted</i>	<i>Dynamis</i>	<i>Client purchases server and installs in their server facility. COBRA technician arrives onsite and installs COBRA software and confirms system is working. Includes one day travel out and one day travel back. Travel expenses are reimbursed by the customer at GSA rate in addition to the daily rate listed.</i>	<i>COBRA-Client Hosted</i>	<i>Statewide</i>	<i>\$5,000.00</i>	<i>10.25%</i>	<i>\$4,521.16</i>
<i>Product Installation - cloud hosted server - dedicated</i>	<i>Dynamis</i>	<i>Client purchases a hosted copy of COBRA on the Amazon Web Services (AWS) government cloud. COBRA technician installs on AWS and performs all maintenance of system.</i>	<i>COBRA-Cloud Hosted</i>	<i>Statewide</i>	<i>\$1,700.00</i>	<i>10.25%</i>	<i>\$1,537.19</i>
<i>Product Training</i>	<i>Dynamis</i>	<i>6 hour web training - Training conducted online through a webinar service such as WebEx and by calling into a conference phone call line. Requires high speed internet for the customer and ability to install webinar software.</i>	<i>Training-6</i>	<i>Statewide</i>	<i>\$1,800.00</i>	<i>10.25%</i>	<i>\$1,627.62</i>
<i>Product Training</i>	<i>Dynamis/Partner Forces LLC</i>	<i>1 Day Training - COBRA trainer comes out onsite to the customers location. Includes one day travel out and one day travel back. Travel expenses are reimbursed by the customer at GSA rate in addition to the daily rate listed.</i>	<i>Training-1</i>	<i>Statewide</i>	<i>\$4,750.00</i>	<i>10.25%</i>	<i>\$4,295.10</i>
<i>Product Training</i>	<i>Dynamis/Partner Forces LLC</i>	<i>2 Day Training - COBRA trainer comes out onsite to the customers location. Includes one day travel out and one day travel back. Travel expenses are reimbursed by the customer at GSA rates in addition to the daily rate listed.</i>	<i>Training-2</i>	<i>Statewide</i>	<i>\$6,250.00</i>	<i>10.25%</i>	<i>\$5,651.45</i>
<i>Product Training</i>	<i>Dynamis/Partner Forces LLC</i>	<i>3 Day Training - COBRA trainer comes out onsite to the customers location. Includes one day travel out and one day travel back. Travel expenses are reimbursed by the customer at GSA rates in addition to the daily rate listed.</i>	<i>Training-3</i>	<i>Statewide</i>	<i>\$7,750.00</i>	<i>10.00%</i>	<i>\$7,027.31</i>

Product Training	Dynamis/Partner Forces LLC	4 Day Training - COBRA trainer comes out onsite to the customers location. Includes one day travel out and one day travel back. Travel expenses are reimbursed by the customer at GSA rates in addition to the daily rate listed.	Training-4	Statewide	\$9,250.00	10.25%	\$8,364.14
Product Training	Dynamis/Partner Forces LLC	5 Day Training - COBRA trainer comes out onsite to the customers location. Includes one day travel out and one day travel back. Travel expenses are reimbursed by the customer at GSA rates in addition to the daily rate listed.	Training-5	Statewide	\$10,750.00	10.00%	\$9,747.56
Travel	Dynamis	Reimbursable at GSA rates					\$0.00
Custom Module - Program Management (Hourly Rate)	Dynamis	Program manager works with large and complex clients (i.e. state agencies, regional Council of Governments, multiple counties) to ensure the COBRA solution meets their needs. Per hour rate billed at 1/4 hour.	COBRA-PM	Statewide	\$274.00	10.00%	\$248.45
Custom Module - Project Management (Hourly Rate)	Dynamis/Partner Forces LLC	Project manager works with smaller projects and provides overall guidance as to how COBRA can meet the specific needs of local jurisdictions and agencies. Per hour rate billed at 1/4 hour.	NA	Statewide	\$198.00	10.00%	\$179.54
Custom Module - Technical Analyst (Hourly Rate)	Partner Forces LLC	Technical analyst works with the program and project managers to gather technical requirements of client needs and ensures technical and non-technical requirements are addressed accordingly. Per hour rate billed at 1/4 hour.	NA	Statewide	\$97.00	10.00%	\$87.95
Custom Module - Senior Database Architect and Developer (Hourly Rate)	Dynamis	Senior database architect and developer works with the program and project managers to ensure client needs are met. Developer codes new modules, maintains database, and performs bug fixes. Per hour rate billed at 1/4 hour.	NA	Statewide	\$213.00	10.00%	\$193.14
Custom Module - Senior GIS Developer (Hourly Rate)	Dynamis	Senior GIS developer works with the program and project managers to ensure clients mapping needs are met. Developer also writes new custom modules, maintains current code, and fixes bugs. Per hour rate billed at 1/4 hour.	NA	Statewide	\$155.00	10.00%	\$140.55
Custom Module - Junior Developer (Hourly Rate)	Dynamis	Junior developer works with senior developers to maintain COBRA software code. Per hour rate billed at 1/4 hour.	NA	Statewide	\$91.00	10.00%	\$82.51

<i>Custom Module - Testing Analyst (Hourly Rate)</i>	<i>Dynamis</i>	<i>Testing analyst works tests software code to ensure the code written works as outlined by the program and project managers and that all requirements for modules are met. Per hour rate billed at 1/4 hour.</i>	<i>NA</i>	<i>Statewide</i>	<i>\$117.00</i>	<i>10.00%</i>	<i>\$106.09</i>
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