

EXHIBIT A**PRICING SHEET**

SERIAL 13120-RFP

RESPONDENT'S NAME:	DLT SOLUTIONS, LLC
COUNTY VENDOR NUMBER :	2011004671 0
ADDRESS:	13861 SUNRISE VALLEY DRIVE, SUITE 400
CITY STATE	2411 Dulles Corner Park Suite 800
TELEPHONE NUMBER:	HERNDON, VA. 20171
WEB SITE:	703-709-7172
CONTACT (REPRESENTATIVE):	www.dlt.com
REPRESENTATIVE'S E-MAIL ADDRESS:	Livia Alfano
	livia.alfano@dlt.com layla.griffin@dlt.com
PAYMENT TERMS.	NET 30

Authorized Reseller Added Effective 05/01/17**GENERAL MICROSYSTEMS INC., 3220 118TH AVENUE S.E., BELLEVUE, WA 98005**

SERIAL 13120-RFP

RESPONDENT'S NAME:	General Microsystems Inc.
COUNTY VENDOR NUMBER :	VS0000001011
ADDRESS:	3220 118 th Avenue S.E.
CITY STATE	Bellevue, WA 98005
TELEPHONE NUMBER:	425/974-4802
WEB SITE:	www.gmi.com
CONTACT (REPRESENTATIVE):	Earl Overstreet
REPRESENTATIVE'S E-MAIL ADDRESS:	earl@gmi.com
PAYMENT TERMS.	NET 30

TMH SOLUTIONS, LLC, 4176 MENDERES DRIVE, POWELL, OHIO 43065

SERIAL 13120-RFP

RESPONDENT'S NAME:	TMH Solutions, LLC
COUNTY VENDOR NUMBER :	VS0000000977
ADDRESS:	4176 Menderes Drive
CITY STATE	Powell, Ohio 43065
MAILING ADDRESS:	3982 Powell Road, Suite 216, Powell, Ohio 43065
TELEPHONE NUMBER:	614/581-4450
WEB SITE:	www.tmhsolutions.com
CONTACT (REPRESENTATIVE):	Theresa Harris
REPRESENTATIVE'S E-MAIL ADDRESS:	Theresa@tmhsolutions.com
PAYMENT TERMS.	NET 30

	Min. Discount for Licenses XX%	Maintenance Price based on a Percentage of Discounted License Cost*
1.0 Technology Recap		
MINIMUM DISCOUNTS	28.57%	22.00%
2.0 E-Business Suite Applications Component Recap		
MINIMUM DISCOUNTS	28.57%	22.00%
3.0 Primavera Recap		
MINIMUM DISCOUNTS	28.57%	22.00%
4.0 PeopleSoft Component Recap		
MINIMUM DISCOUNTS	28.57%	22.00%
5.0 JD Edwards Component Recap		
MINIMUM DISCOUNTS	28.57%	22.00%
6.0 Siebel CRM Applications Recap		
MINIMUM DISCOUNTS	28.57%	22.00%
7.0 Business Intelligence Applications Component Recap		
MINIMUM DISCOUNTS	28.57%	22.00%
8.0 Fusion Applications Component Recap		
MINIMUM DISCOUNTS	28.57%	22.00%
9.0 Oracle Linux Support and Oracle VM Support Recap	0.00%	0.00%
MINIMUM DISCOUNTS *RIGHTNOW	2%	0%

10.0 Application Integration Architecture Recap

MINIMUM DISCOUNTS 0.00% 0.00%

11.0 Solaris Premier Subscription for Non Oracle Hardware Recap

0.00% 0.00%

MINIMUM DISCOUNTS *TALEO

2% 0%

12.0 MySQL Recap

MINIMUM DISCOUNTS 28.57% 22.00%

13.0 Labor Rate(s) Recap

Part Number	Labor Category	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6
DLT0001	Installation Engineer	\$169.36	\$174.44	\$179.67	\$185.06	\$190.61	\$196.33
DTL002	Systems Engineer	\$179.35	\$184.73	\$190.28	\$195.98	\$201.86	\$207.91
DTL003	Sr. Systems Engineer	\$193.27	\$199.06	\$205.03	\$211.18	\$217.52	\$224.05
DLT004	Application Developer	\$176.65	\$181.95	\$187.41	\$193.03	\$198.83	\$204.79
DLT005	Sr. Application Developer	\$184.76	\$190.30	\$196.01	\$201.89	\$207.94	\$214.17
DLT0027	Director/Engineer	\$184.76	\$190.30	\$196.01	\$201.89	\$207.94	\$214.18
DLT0028	Senior Project Manager	\$221.11	\$227.74	\$234.58	\$241.61	\$248.86	\$256.32
DLT0029	Project Manager/Engineer	\$215.81	\$222.28	\$228.95	\$235.82	\$242.89	\$250.18
DLT0030	Senior Consultant/Engineer	\$197.99	\$200.68	\$206.70	\$209.57	\$215.86	\$222.33
DLT0031	Consulting/Engineer	\$169.36	\$174.44	\$179.67	\$185.06	\$190.61	\$196.33

14.0 HARDWARE, SERVERS AND STORAGE

MINIMUM DISCOUNTS 19.68% 10.50%

*Valid Quote from DLT required.

15.0 TRAINING

\$0 - \$10,000	13.30%
\$10,001 - \$25,000	18.40%
\$25,001 - \$50,000	23.50%
\$50,001 - \$100,000	28.60%
\$100,001 - \$250,000	33.70%
\$250,001 +	38.80%

16.0 ORACLE FUSION CLOUD SERVICES (Requires valid quote from DLT)

2%

<p>17.0 Special Solution</p> <p><i>For items which are not available under any of the previous 16 sections of this Exhibit A but are commercially available from Oracle and required by US Communities end users. Pricing will be negotiated on an order-by-order basis between DLT Solutions and the prospective end user. Items available under any of the previous 16 sections of this Exhibit A <u>shall not</u> be sold as a special solution or included in any bundle as a special solution.</i></p> <p>Cloud services offerings” may be purchased under this Contract. Cloud services offering means Oracle’s software as a service (SaaS), platform as a service (PaaS) or infrastructure as a services (IaaS). These cloud services offerings are provided exclusively under the contract terms and conditions in stated in Exhibit E (Public Sector Terms and Conditions for Oracle Cloud Services v120112) together with the applicable ordering document detailing the particular cloud services offerings purchased. No other services terms of this Contract apply to cloud services offerings.</p>	Price as negotiated by user
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Line 18 – Oracle Platform as a Service 2%

Line 19 – Oracle Infrastructure as a Service 2%

15.0 BAND PRICING

Oracle Technology and Application Products				
Transaction Band	Oracle Technology Products *Not applicable to Solaris	Oracle Technology Products to Academics	End user with Annual Revenue or Operating Budget (includes all applications except MySQL, Solaris and Primavera) <=\$100M	End user with Annual Revenue or Operating Budget (includes all applications except MySQL, Solaris and Primavera) >=\$100M
\$0- \$25,000	28.57%	28.57%	46.00%	28.57%
\$25,001 - \$50,000	28.57%	28.57%	46.00%	28.57%
\$50,001 - \$100,000	28.57%	28.57%	46.00%	28.57%
\$100,001 - \$250,000	28.57%	32.00%	47.00%	28.57%
\$250,001 - \$1,000,000	32.00%	33.00%	48.00%	32.00%
\$1,000,001 & up	40.00%	40.00%	48.00%	40.00%

(1) Prices shown indicate a minimum percentage off of Oracle's suggested retail price. DLT offers volume discounts and special pricing where applicable.

* Structured Support Pricing Notes:

2nd year support: Base price plus 10%.

Year over Year support price escalation or inflation not to exceed 3% years 3-5.