

Thing

	One time	Year 1	Year 2	Year 3	Year 4	Year 5	
License (internal)	\$ 17,280						
License (external)	\$ 115,200						
License (conference)							
Maintenance (internal)		\$ 2,592	\$ 2,592	\$ 2,592	\$ 2,592	\$ 2,592	
Maintenance (external)		\$ 17,280	\$ 17,280	\$ 17,280	\$ 17,280	\$ 17,280	
Maintenance (conference)		\$ -	\$ -	\$ -	\$ -	\$ -	
Hosting		\$ 57,600	\$ 57,600	\$ 57,600	\$ 57,600	\$ 57,600	
Support							
Training	\$ 25,000						
Implementation	\$ 148,500						
Customizations	\$ 200,000						
Process Revisions & Suppo	\$ 485,000						
<b>Total</b>	<b>\$ 990,980</b>	<b>\$ 77,472</b>	<b>\$ 1,378,340</b>				
<b>Questions</b>							
Is license cost the same for internal and external employees?							
How does license cost scale down for fewer users?							
What is license cost for conference users?							
Will maintenance and hosting cost increase each year? How much?							
Is level 1 and level 2 support included? How much deducted if support excluded?							
How does hosting price change as # users change?							

Click2Learn

	One time	Year 1	Year 2	Year 3	Year 4	Year 5	
License (internal)	\$ 53,000						
License (external)	\$ 51,200						
License (conference)							
Maintenance (internal)		\$ 10,600	\$ 10,600	\$ 10,600	\$ 10,600	\$ 10,600	
Maintenance (external)		\$ 10,240	\$ 10,240	\$ 10,240	\$ 10,240	\$ 10,240	
Maintenance (conference)		\$ -	\$ -	\$ -	\$ -	\$ -	
Hosting		\$ 220,800	\$ 220,800	\$ 220,800	\$ 220,800	\$ 220,800	
Support							
Training	\$ 5,500						
Implementation	\$ 100,000						
Customizations	\$ 200,000						
Process Revisions & Suppo	\$ 485,000						
<b>Total</b>	<b>\$ 894,700</b>						<b>\$ 241,640</b>
<b>Questions</b>							
License cost is very competitive, does this include perpetual license for unlimited use for specified # of users?							
What is license cost for conference users?							
Will maintenance and hosting cost increase each year? How much?							
Reprice hosting without hosting customer content, only host the LMS?							
Since hosting is based on user volume, how does hosting adjust each month for variable number of conference users?							
Is level 1 and level 2 support included? How much deducted if support excluded?							
Why two columns for monthly hosting? What is the difference?							
Implementation option 2 is not sufficient for testing, integration onto Jamcracker, training, data input, etc...							
<b>Notes</b>							
formula for license costs are hard-coded, refer to table for adjustments							
hosting price above does not include conference users							
Click2Learn assumes too much administration by SFA							

Plateau

	One time	Year 1	Year 2	Year 3	Year 4	Year 5	
License (internal)	\$ 30,000						
License (external)	\$ 200,000						
License (conference)							
Maintenance (internal)		\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	
Maintenance (external)		\$ 40,000	\$ 40,000	\$ 40,000	\$ 40,000	\$ 40,000	
Maintenance (conference)		\$ -	\$ -	\$ -	\$ -	\$ -	
Hosting		\$ 120,000	\$ 120,000	\$ 120,000	\$ 120,000	\$ 120,000	
Support							
Training	included						
Implementation	\$ 500,000						
Customizations	\$ 200,000						
Process Revisions & Suppo	\$ 485,000						
<b>Total</b>	<b>\$ 1,415,000</b>	<b>\$ 166,000</b>	<b>\$ 2,245,000</b>				
<b>Questions</b>							
Is license cost the same for internal and external employees?							
What is license cost for conference users?							
Will maintenance and hosting cost increase each year? How much?							
Describe differences in hosting costs? (assumed \$10,000/month above)							
Clarify differences in implementation costs. (assumed \$500,000 above)							
Is level 1 and level 2 support included? How much deducted if support excluded?							
How does hosting price change as # users change?							
<b>Notes</b>							
Don't invite for demo because has highest cost (licenses and implementation)							

Smartforce

	One time	Year 1	Year 2	Year 3	Year 4	Year 5	
License (internal)	\$ 638,400						
License (external)							
License (conference)							
Maintenance (internal)		\$ 127,680	\$ 127,680	\$ 127,680	\$ 127,680	\$ 127,680	
Maintenance (external)		\$ -	\$ -	\$ -	\$ -	\$ -	
Maintenance (conference)		\$ -	\$ -	\$ -	\$ -	\$ -	
Hosting			\$ -	\$ -	\$ -	\$ -	
Support							
Training							
Implementation	\$ 48,800						
Customizations	\$ 200,000						
Process Revisions & Support	\$ 485,000						
<b>Total</b>	<b>\$ 1,372,200</b>	<b>\$ 127,680</b>	<b>\$ 127,680</b>	<b>\$ 127,680</b>	<b>\$ 127,680</b>	<b>\$ 127,680</b>	<b>\$ 2,010,600</b>
<b>Answers</b>		<b>Questions</b>					
<b>Yes</b>		Is license cost the same for internal and external employees?					
<b>Same as other licenses</b>		What is license cost for conference users?					
<b>Included</b>		What are hosting costs? (none were included)					
<b>Yes; \$0.</b>		Is level 1 and level 2 support included? How much deducted if support excluded?					
<b>Yes, but verify with Jeff.</b>		What does the implementation cost include? Above includes \$28,800+hosting setup of \$20,000					
<b>1-2 days, cost included.</b>		How much is training for administrators?					
<b>the above prices are for enterprise perpetua</b>		Clarify lease types (express annual, enterprise annual, enterprise perpetual).					



## Knowledge Planet

	One time	Year 1	Year 2	Year 3	Year 4	Year 5	
License (internal)							
License (external)							
License (conference)							
Maintenance (internal)		\$ -	\$ -	\$ -	\$ -	\$ -	
Maintenance (external)		\$ -	\$ -	\$ -	\$ -	\$ -	
Maintenance (conference)		\$ -	\$ -	\$ -	\$ -	\$ -	
Hosting			\$ -	\$ -	\$ -	\$ -	
Support							
Training							
Implementation							
Customizations							
Process Revisions & Support							
<b>Total</b>	<b>\$ -</b>						
<b>Questions</b>							
<b>Notes</b>							
No cost information provided without NDA							

Docent

	One time	Year 1	Year 2	Year 3	Year 4	Year 5	
License (internal)							
License (external)							
License (conference)							
Maintenance (internal)		\$ -	\$ -	\$ -	\$ -	\$ -	
Maintenance (external)		\$ -	\$ -	\$ -	\$ -	\$ -	
Maintenance (conference)		\$ -	\$ -	\$ -	\$ -	\$ -	
Hosting			\$ -	\$ -	\$ -	\$ -	
Support							
Training							
Implementation							
Customizations	\$ 200,000						
Process Revisions & Suppo	\$ 485,000						
<b>Total</b>	<b>\$ 685,000</b>	<b>\$ -</b>	<b>\$ 685,000</b>				
<b>Questions</b>							
<b>Notes</b>							

TVU

	One time	Year 1	Year 2	Year 3	Year 4	Year 5	
License (internal)	TDC						
License (external)	see Yr 1						
License (conference)	see Yr 1						
Maintenance (internal)		TDC	TDC	TDC	TDC	TDC	
Maintenance (external)		\$ 160,000	\$ 160,000	\$ 160,000	\$ 160,000	\$ 160,000	
Maintenance (conference)		\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000	\$ 20,000	
Hosting		included	included	included	included	included	
Support	included	included	included	included	included	included	
Training	\$ 10,000						
Implementation	\$ 125,000						
Customizations	\$ 200,000						
Process Revisions & Suppo	\$ 485,000						
<b>Total</b>	<b>\$ 820,000</b>	<b>\$ 180,000</b>	<b>\$ 1,720,000</b>				
<b>Questions</b>							
Will annual license cost of \$20/external user increase each year?							
Does customization include interface branding, fields removed/added and custom reports?							
<b>Notes</b>							
No costs for internal users (paid by TDC)							
There is no one-time license fee, only annual license fee							