

Ziegner Technologies, Inc.
Pricing, including SaaS, Products and Related Services
DIR-TSO-3857

Software Description	MSRP	DIR Discount % off MSRP	DIR Discounted Price MSRP-Discount %	DIR Discount % off MSRP for FFP	DIR Firm Fixed Price (FFP)
Abila MIP Fund Accounting - Standard Edition:					
General Ledger (with System Manager)	3,995.00	9.75%	3,605.49	9.75%	3,605.49
Accounts Payable	2,495.00	9.75%	2,251.74	9.75%	2,251.74
Accounts Receivable Reporting	895.00	9.75%	807.74	9.75%	807.74
Bank Reconciliation	1,195.00	9.75%	1,078.49	9.75%	1,078.49
Budget Management	1,995.00	9.75%	1,800.49	9.75%	1,800.49
Data Import/Export	1,195.00	9.75%	1,078.49	9.75%	1,078.49
Forms Designer	895.00	9.75%	807.74	9.75%	807.74
Accounts Receivable Billing	2,195.00	9.75%	1,980.99	9.75%	1,980.99
Advanced Security	1,795.00	9.75%	1,619.99	9.75%	1,619.99
Allocations Management	2,495.00	9.75%	2,251.74	9.75%	2,251.74
Data Consolidation Client	995.00	9.75%	897.99	9.75%	897.99
Data Consolidation Manager	1,995.00	9.75%	1,800.49	9.75%	1,800.49
Direct Deposit for Payroll	1,195.00	9.75%	1,078.49	9.75%	1,078.49
Electronic Funds Transfer (EFT) for Accounts Payable	1,195.00	9.75%	1,078.49	9.75%	1,078.49
Purchase Orders with Encumbrances	2,495.00	9.75%	2,251.74	9.75%	2,251.74
Electronic Requisitions (eReq.)	1,995.00	9.75%	1,800.49	9.75%	1,800.49
Encumbrances	895.00	9.75%	807.74	9.75%	807.74
Fixed Assets	2,595.00	9.75%	2,341.99	9.75%	2,341.99
GASB Reporting	1,195.00	9.75%	1,078.49	9.75%	1,078.49
Scheduler	1,495.00	9.75%	1,349.24	9.75%	1,349.24

Payroll	3,495.00	9.75%	3,154.24	9.75%	3,154.24
Multicurrency	2,995.00	9.75%	2,702.99	9.75%	2,702.99
Additional Databases	250.00	9.75%	225.63	9.75%	225.63
Additional eReq.Users	150.00	9.75%	135.38	9.75%	135.38
Additional Concurrent Users	895.00	9.75%	807.74	9.75%	807.74
Executive View Only Users	295.00	9.75%	266.24	9.75%	266.24
Human Resources (1001+ Employees)	9,495.00	9.75%	8,569.24	9.75%	8,569.24
Employee Web Services (EWS) (1001+ Employees)	7,895.00	9.75%	7,125.24	9.75%	7,125.24
Benefit Enrollment (1001+ Employees)	2,295.00	9.75%	2,071.24	9.75%	2,071.24
HR Users	295.00	9.75%	266.24	9.75%	266.24
HR Export (transfer to 3rd Party)	695.00	9.75%	627.24	9.75%	627.24
HR Payroll Link	895.00	9.75%	807.74	9.75%	807.74
Abila MIP Fund Accounting Single User (GL, AP, AR, BK, BU, DI, and FD)	2,995.00	9.75%	2,702.99	9.75%	2,702.99

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Abila MIP Fund Accounting - Single User Edition					
Single User Bundle (GL, AP, AR, BK, BU, DI, FD)	3,995.00	9.75%	3,605.49	9.75%	3,605.49
Accounts Receivable Billing	1,695.00	9.75%	1,529.74	9.75%	1,529.74
Advanced Security	1,295.00	9.75%	1,168.74	9.75%	1,168.74
Allocations Management	1,495.00	9.75%	1,349.24	9.75%	1,349.24
Data Consolidation Client	600.00	9.75%	541.50	9.75%	541.50
Data Consolidation Manager	995.00	9.75%	897.99	9.75%	897.99
Direct Deposit for Payroll	495.00	9.75%	446.74	9.75%	446.74
Electronic Funds Transfer (EFT) for Accounts Payable	495.00	9.75%	446.74	9.75%	446.74
Electronic Requisitions (eReq.)	995.00	9.75%	897.99	9.75%	897.99
Encumbrances	495.00	9.75%	446.74	9.75%	446.74
Fixed Assets	995.00	9.75%	897.99	9.75%	897.99
GASB Reporting	495.00	9.75%	446.74	9.75%	446.74
Scheduler	995.00	9.75%	897.99	9.75%	897.99
Payroll	1,695.00	9.75%	1,529.74	9.75%	1,529.74
Purchase Orders with Encumbrances	1,495.00	9.75%	1,349.24	9.75%	1,349.24
Multicurrency	1,895.00	9.75%	1,710.24	9.75%	1,710.24
Visual Analyzer 'Digital Dashboard' (One (1) License)	1,895.00	9.75%	1,710.24	9.75%	1,710.24
Additional Databases	250.00	9.75%	225.63	9.75%	225.63
Additional eReq.Users	150.00	9.75%	135.38	9.75%	135.38
Executive View Only Users	295.00	9.75%	266.24	9.75%	266.24

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Abila Fundraising Online	\$29 + 3.75% per trans	0.00%		0.00%	
Abila Fundraising 50 (10 Users) (On Premise)	11,850.00	9.75%	10,694.63	9.75%	10,694.63
Abila Fundraising 50 (10 Users) (Hosted) SaaS	990.00/mo	0.00%		0.00%	
Ziegner USAS Interface	7,500.00	9.75%	6,768.75	9.75%	6,768.75
Ziegner Voucher Print-Single form or similar custom form	2,750.00	9.75%	2,481.88	9.75%	2,481.88
Austera Constituent Relationship Management (CRM)/Software	15,500.00	9.75%	13,988.75	9.75%	13,988.75
Austera Accounting	18,500.00	9.75%	16,696.25	9.75%	16,696.25
Austera Client Tracking	12,500.00	9.75%	11,281.25	9.75%	11,281.25
Austera Donor Management	11,500.00	9.75%	10,378.75	9.75%	10,378.75
Austera Human Resources	14,500.00	9.75%	13,086.25	9.75%	13,086.25
Austera Payroll	14,500.00	9.75%	13,086.25	9.75%	13,086.25
Austera Procurement	18,500.00	9.75%	16,696.25	9.75%	16,696.25
Austera Timesheet	11,500.00	9.75%	10,378.75	9.75%	10,378.75
Austera Add-on	11,500.00	9.75%	10,378.75	9.75%	10,378.75

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Software as a Service (SaaS) Description	MSRP	DIR Discount % off MSRP	DIR Discounted Price (MSRP - Discount %)	DIR Discount % off MSRP for FFP	DIR Firm Fixed Price (FFP)
Abila MIP Advance (Monthly Prices):					
Single User Basic (GL, AP, BR)	\$ 99.00	0.00%	\$ 450.00	0.00%	\$ 450.00
Single User Standard (GL, AP, BR, BU, AR, FD API, IE)	\$ 199.00	0.00%	\$ 199.00	0.00%	\$ 199.00
Single User Pro (GL, AP, BR, BU, AR, FD, API, IE, AB, EF, FA)	\$ 399.00	0.00%	\$ 399.00	0.00%	\$ 399.00
Multi User-5 Silver (GL, AP, BR)	\$ 599.00	0.00%	\$ 599.00	0.00%	\$ 599.00
Multi User-5 Gold (GL, AP, BR, BU, AR, FD API, IE)	\$ 799.00	0.00%	\$ 799.00	0.00%	\$ 799.00
Multi User-5 Platinum (GL, AP, BR, BU, AR, FD, API, IE, AB, FA, AL,ER,AS, PO)	\$ 1,099.00	0.00%	\$ 1,099.00	0.00%	\$ 1,099.00
Additional Licenses (Single or Multi) Full MIP	\$ 149.00	0.00%	\$ 149.00	0.00%	\$ 149.00
Blocks of three eReq or Exec View	\$ 99.00	0.00%	\$ 99.00	0.00%	\$ 99.00
Allocations	\$ 109.00	0.00%	\$ 109.00	0.00%	\$ 109.00
Encumbrances	\$ 39.00	0.00%	\$ 39.00	0.00%	\$ 39.00
Data Consolidation Client	\$ 49.00	0.00%	\$ 49.00	0.00%	\$ 49.00
Data Consolidation Manager	\$ 89.00	0.00%	\$ 89.00	0.00%	\$ 89.00
Report Binder	\$ 69.00	0.00%	\$ 99.00	0.00%	\$ 99.00
GASB Reporting	\$ 49.00	0.00%	\$ 49.00	0.00%	\$ 49.00
Abila MIP Advance (Setup & Support Prices):					
Setup Organization (per Organization) one-time fee	\$ 450.00	0.00%	\$ 450.00	0.00%	\$ 450.00
Setup Database (per Database) one-time fee	\$ 100.00	0.00%	\$ 100.00	0.00%	\$ 100.00
User Setup (Full, Exec and eRea – one-time fee per user)	\$ 85.00	0.00%	\$ 85.00	0.00%	\$ 85.00
OEM Module Setup - one-time fee	\$ 250.00	0.00%	\$ 250.00	0.00%	\$ 250.00
Gold Level Support Service (Annual Fee)	\$ 995.00	0.00%	\$ 995.00	0.00%	\$ 995.00

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DrillPoint Reports (2 Designers, 5 Viewers)	\$ 249.00	0.00%	\$ 249.00	0.00%	\$ 249.00
Additional Databases	\$ 10.00	0.00%	\$ 10.00	0.00%	\$ 10.00
Additional eReq.Users	\$ 34.00	0.00%	\$ 34.00	0.00%	\$ 34.00
Additional Concurrent Users	\$ 149.00	0.00%	\$ 149.00	0.00%	\$ 149.00
Executive View Only Users	\$ 39.00	0.00%	\$ 39.00	0.00%	\$ 39.00
Payroll with Direct Deposit	\$ 149.00	0.00%	\$ 149.00	0.00%	\$ 149.00
Human Resources (1001+ Employees)	\$ 529.00	0.00%	\$ 529.00	0.00%	\$ 529.00
Employee Web Services (EWS) (1001+ Employees)	\$ 449.00	0.00%	\$ 449.00	0.00%	\$ 449.00
Benefit Enrollment (1001+ Employees)	\$ 109.00	0.00%	\$ 109.00	0.00%	\$ 109.00
HR Users	\$ 15.00	0.00%	\$ 15.00	0.00%	\$ 15.00
HR Export (transfer to 3rd Party)	\$ 39.00	0.00%	\$ 39.00	0.00%	\$ 39.00
HR Payroll Link	\$ 29.00	0.00%	\$ 29.00	0.00%	\$ 29.00
Austera Constituent Relationship Management Software	\$ 65.00	9.75%	\$ 58.66	9.75%	\$ 58.66
Austera Accounting	\$ 89.00	9.75%	\$ 80.32	9.75%	\$ 80.32
Austera Client Tracking	\$ 89.00	9.75%	\$ 80.32	9.75%	\$ 80.32
Austera Donor Management	\$ 89.00	9.75%	\$ 80.32	9.75%	\$ 80.32
Austera Human Resources	\$ 75.00	9.75%	\$ 67.69	9.75%	\$ 67.69
Austera Payroll	\$ 50.00	9.75%	\$ 45.13	9.75%	\$ 45.13
Austera Procurement	\$ 75.00	9.75%	\$ 67.69	9.75%	\$ 67.69
Austera Timesheet	\$ 29.00	9.75%	\$ 26.17	9.75%	\$ 26.17
Austera Add-on	\$ 89.00	9.75%	\$ 80.32	9.75%	\$ 80.32

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Related Services Description	MSRP	DIR Discount % off MSRP	DIR Discounted Price (MSRP - Discount %)	DIR Discount % off MSRP for FFP	DIR Firm Fixed Price (FFP)
Current hourly rate	\$ 175.00	2.75%	\$170.19	2.75%	170.19
Technical Services	Curr Hrly Rate	2.75%	170.19	2.75%	170.19
Publisher Maintenance and Support	Based on Value	0.00%	Based on Value	0.00%	Based on Value
Optional Description	MSRP	DIR Discount % off MSRP	DIR Discounted Price (MSRP - Discount %)	DIR Discount % off MSRP for FFP	DIR Firm Fixed Price (FFP)
Setup Hosting Services (for owned licensing)					
Setup Fee (Primary application and 2 user logins)	\$ 995.00	9.75%	897.99	9.75%	897.99
Other application setup, if suitable (\$395 per app)	\$ 395.00	9.75%	356.49	9.75%	356.49
Additional User Setup (\$85 per Name):	\$ 85.00	9.75%	76.71	9.75%	76.71
Monthly Hosting Costs Based on Quantity of Users:					
Up to 2 Users	\$ 400.00	9.75%	361.00	9.75%	361.00
Additional Users (\$25 per User):	\$ 30.00	9.75%	27.08	9.75%	27.08

