

ATTACHMENT 1 - PRICING (Revised 05/13/2022)

**SOLICITATION 23260
BOOKS, SERIALS, DATABASES,
AND LIBRARY RESOURCE MANAGEMENT PRODUCTS**

Enter Bidder Contact Information:

Company Name:	Enformion LLC, formerly known as Confi-Chek, Inc.
Contact Name:	Scott Johnson
Phone Number:	916-250-2300
Address:	1915 21st Street
City, State, Zip:	Sacramento, CA 95811
E-Mail:	publicsector@enformion.com

Lot 3 - Databases - Pricelist Instructions

In accordance with Solicitation Section 5.1.3, Lot 3 - *Databases Award Methodology*, Bidders are requested to provide a List Price, Discount, and Net Price for each Product offered to the extent possible. If Bidder does not offer Products under a discount from List Price methodology, then just a Net Price should be provided and Bidder should list N/A in the List Price and Discount Columns. **Bidder shall provide a Database Name/Description for all Product offerings, including for any Products included as part of a bundle. Bidder should also provide an accompanying Product Code or Stock Keeping Unit (SKU), if applicable, for each Product.** Bidders are not required to offer all the pricing options listed below, but are highly encouraged to offer all available pricing options offered by Bidder. The pricing submitted should include multiple pricing options, including, but not limited to, the following options.

1. Fixed Price - Unlimited End Users and Usage

This will provide unlimited access to the Contractor's Database(s) for an annual fixed fee that will be based on Full Time Equivalents (FTEs). FTEs are based on one of the following factors: number of End Users at an entity, enrollment, book budget, IP class, per site charges or other standard pricing for unlimited access licensing by the Authorized User utilizing the Contract. If the Authorized User diminishes the specified number of FTEs authorized to access the Licensed Database during the license term, Authorized User would be entitled to a credit for the price difference for the applicable time period (i.e., from the start date of the lower usage to the end of the license term).

2. Unlimited Usage - Limited Concurrent Users

Where Contractor provides a Database or Databases based upon "Maximum Simultaneous or Concurrent User Session", Contractor will grant license rights to the specified maximum number of Concurrent Users authorized to access the Database simultaneously without reference to location or named End Users in accordance with the specific terms of the applicable license. If the Authorized User diminishes the specified maximum number of simultaneous End Users authorized to access the Licensed Database during the license term, Authorized User would be entitled to a credit for the price difference for the applicable time period (i.e., from the start date of the lower usage to the end of the license term).

3. Transactional Charges for Occasional End Users

This option is intended to address the needs of an occasional End User of a Database for instances where Authorized User's Database access does not justify the fixed fee for unlimited access based on FTEs or simultaneous End User approaches. The desired approach is a solution that is results oriented (e.g., per citation charge).

4. A La Carte Pricing/Customized Options

A la carte, customized, or bundled pricing is designed for Authorized Users who may not require all the resources in a Database or do require a customized Database bundle. This enables Authorized Users to select resources to best fit their needs. If a Bidder elects to include this pricing model, they must provide a complete breakdown of the pricing model and offerings must be composed of individual items on the pricelist. The breakdown must include all SKUs, Product Codes and Descriptions.

If Bidder offers bundled pricing, the pricing for each individual Product that's part of a bundle shall not exceed the base Net Price listed on the Bidder's pricelist. Any cumulative bundled pricing shall not exceed the sum of the individual Products that make up the bundle. Bidder shall be required to identify on their pricelist all individual Products and associated pricing that are part of a bundle.

Worksheet Modification: Pricelists may be segmented by Product or service type at the discretion of the Bidder by inserting new rows below Row 14 and formatting them (i.e. by using highlighting/shading, italics, bold, and/or color fonts). Contractor may also add tiers to the Tiered Pricing chart, as described below. Any attempt to alter or modify the Worksheet beyond what is allowed may result in a bid being deemed non-responsive and rejected.

Library Type: If Bidder offers Products to all library types at the same cost, enter "All Libraries" in the library type column.

Library Tiers: If Bidder offers Products to libraries at varying price points based on FTE, Bidder shall completed the Tiered Pricing chart and enter a corresponding tier number in the Library Tiers column. If Bidder offers pricing in more than 6 tiers, Bidder may add additional tiers to the Tiered Pricing chart beginning in J14.

If Bidder does not offer tiered pricing based on FTE, Bidder shall enter "N/A" in the Library Tier column for each product.

Other Pricing Notes: Bidder may include further information regarding their pricing in the gray shaded Notes section.

Optional Products and Services

In accordance with Solicitation Section 5.1.3.5, *Optional Products and Services*, Bidders are encouraged to offer Optional Products and Services if they pertain to the provision of Database Products identified to be within scope pursuant to Section 1.2.3, *Lot 3 - Databases*. Bidder must bid and be awarded a Contract for at least one Database Product to be awarded a Contract that includes Optional Products and Services. Bidders may not bid Optional Products and Services alone, nor will Bidders be awarded a Contract only for Optional Products and Services.

Contractor shall identify Optional Products and Services by adding a section to the pricelist titled "Optional Products and Services" as described in the instructions above for Worksheet Modification. If a Bidder is offering an Optional Product or Service at no additional charge, Bidder shall list the Contract Net Price as "\$0.00" on the corresponding pricing line.