

SmartBUY ESA Discounts, Concessions

(Describe here SmartBUY ESA discounts offered and/or concessions beyond GSA Schedule, including any adjustments in policies, prices, terms and conditions consistent with your proposed SmartBUY ESA Product and Price List.)

Merlin International, Inc. and GuardianEdge have put together a pricing program that will benefit the Federal Government. Our pricing structure will provide an additional 24% savings off of the GSA schedule price. Additional discounts for volume purchases are also provided. These discounts are equal to or better to other awarded contracts with like terms and conditions.

SmartBUY ESA Discounts Offered

A Standard ESA catalog discount of 24% below the Merlin published catalog price is provided for single user SKUs/products in this BPA. Additional Cost-Savings through volume discounts beyond the standard 24% offered are available. All discounts, quantities, T&Cs are TBD.

Concessions beyond GSA Schedule, including any adjustments in policies, prices, term and conditions

Licenses shall be transferable within each Federal Agency. The license owner is required to notify Merlin of the transfer.

GuardianEdge shall provide license pricing that is user based and includes secondary-use rights.

Maintenence shall commence according to our GSA Schedule.

GuardianEdge shall provide Home Use Rights for vaild Federal customers's home computers and are not transferable.

GuardianEdge will allow ESA customers who own Encryption Anywhere Hard Disk to exchange it for Encryption Plus Hard on a one for one basis at no addition costs.

SmartBUY ESA Product and Price List

SIN 132-	Part No. (same as GSA)	Description	List Price	GSA Price	SmartBUY ESA Price	New Proposed SmartBUY ESA Price
GuardianEdge Base SKUs						
132-33	EAHD 52HH-00713	Encryption Anywhere® Hard Disk 7.1.3 (256-bit) - 1 User	\$ 133.00	\$ 97.56	\$ 74.15	
132-34	AMS-EAHD	Encryption Anywhere® Hard Disk 7.1.3 (256-bit) Maintenance Price Per Unit - 1 User	\$ 26.60	\$ 23.58	\$ 14.83	
132-33	EPSE 53TK-00503	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit) - 1 User	\$ 64.00	\$ 46.94	\$ 35.67	
132-34	AMS-EPSE	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit) Maintenance Price - 1 User	\$ 12.80	\$ 11.35	\$ 7.13	
GuardianEdge Optional SKUs - Based on Volume Purchases						
132-33	EPSE 53TK-00503-51	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit) - 51-99 Users	\$ 59.50	\$ 43.64	\$ 43.64	\$ 33.59
132-34	AMS-EPSE-51	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit) Maintenance Price Per Unit - 51-99 Users	\$ 11.90	\$ 10.55	\$ 8.73	\$ 6.72
132-33	EPSE 53TK-00503-100	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit) - 100-249 Users	\$ 52.50	\$ 38.51	\$ 38.51	\$ 29.64
132-34	AMS-EPSE-100	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit) Maintenance Price Per Unit - 100-249 Users	\$ 10.50	\$ 9.31	\$ 7.70	\$ 5.93
132-33	EPSE 53TK-00503-250	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit) - 250-499 Users	\$ 45.50	\$ 33.37	\$ 33.37	\$ 25.69
132-34	AMS-EPSE-250	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit) Maintenance Price Per Unit - 250-499 Users	\$ 9.10	\$ 8.07	\$ 6.67	\$ 5.13
132-33	EPSE 53TK-00503-500	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit) - 500-999 Users	\$ 40.50	\$ 29.71	\$ 29.71	\$ 22.87
132-34	AMS-EPSE-500	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit) Maintenance Price Per Unit - 500-999 Users	\$ 8.10	\$ 7.18	\$ 5.94	\$ 4.57
132-33	EPSE 53TK-00503-1000	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit) - 1000-1999 Users	\$ 35.00	\$ 25.67	\$ 25.67	\$ 19.76
132-34	AMS-EPSE-1000	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit) Maintenance Price Per Unit - 1000-1999 Users	\$ 7.00	\$ 6.21	\$ 5.13	\$ 3.95
132-33	EPSE 53TK-00503-2000	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit) - 2000-2999 Users	\$ 32.00	\$ 23.47	\$ 23.47	\$ 18.07
132-34	AMS-EPSE-2000	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit) Maintenance Price Per Unit - 2000-2999 Users	\$ 6.40	\$ 5.67	\$ 4.69	\$ 3.61
132-33	EPSE 53TK-00503-3000	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit) - 3000-3999 Users	\$ 29.00	\$ 21.27	\$ 21.27	\$ 16.38
132-34	AMS-EPSE-3000	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit) Maintenance Price Per Unit - 3000-3999 Users	\$ 5.80	\$ 5.14	\$ 4.25	\$ 3.28
132-33	EPSE 53TK-00503-4000	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit) - 4000-4999 Users	\$ 26.50	\$ 19.44	\$ 19.44	\$ 14.96
132-34	AMS-EPSE-4000	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit) Maintenance Price Per Unit - 4000-4999 Users	\$ 5.30	\$ 4.70	\$ 3.89	\$ 2.99
132-33	EPSE 53TK-00503-5000	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit) - 5000+ Users	\$ 24.00	\$ 17.60	\$ 17.60	\$ 13.54
132-34	AMS-EPSE-5000	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit) Maintenance Price Per Unit - 5000+ Users	\$ 4.80	\$ 4.26	\$ 3.52	\$ 2.70
132-34	AMS-EAHD-51	Encryption Anywhere® Hard Disk 7.1.3 (256-bit) Maintenance Price Per Unit - 51-99 Users	\$ 25.80	\$ 22.88	\$ 18.92	\$ 14.57
132-34	AMS-EAHD-100	Encryption Anywhere® Hard Disk 7.1.3 (256-bit) Maintenance Price Per Unit - 100-249 Users	\$ 24.20	\$ 21.46	\$ 17.75	\$ 13.66
132-34	AMS-EAHD-250	Encryption Anywhere® Hard Disk 7.1.3 (256-bit) Maintenance Price Per Unit - 250-499 Users	\$ 23.20	\$ 20.57	\$ 17.02	\$ 13.10
132-34	AMS-EAHD-500	Encryption Anywhere® Hard Disk 7.1.3 (256-bit) Maintenance Price Per Unit - 500-999 Users	\$ 22.40	\$ 19.86	\$ 16.43	\$ 12.65
132-34	AMS-EAHD-1000	Encryption Anywhere® Hard Disk 7.1.3 (256-bit) Maintenance Price Per Unit - 1000-1999 Users	\$ 21.00	\$ 18.62	\$ 15.40	\$ 11.85
132-34	AMS-EAHD-2000	Encryption Anywhere® Hard Disk 7.1.3 (256-bit) Maintenance Price Per Unit - 2000-2999 Users	\$ 19.60	\$ 17.38	\$ 14.38	\$ 11.06
132-34	AMS-EAHD-3000	Encryption Anywhere® Hard Disk 7.1.3 (256-bit) Maintenance Price Per Unit - 3000-3999 Users	\$ 18.90	\$ 16.76	\$ 13.86	\$ 10.67
132-34	AMS-EAHD-4000	Encryption Anywhere® Hard Disk 7.1.3 (256-bit) Maintenance Price Per Unit - 4000-4999 Users	\$ 18.00	\$ 15.96	\$ 13.20	\$ 10.16
132-34	AMS-EAHD-5000	Encryption Anywhere® Hard Disk 7.1.3 (256-bit) Maintenance Price Per Unit - 5000+ Users	\$ 16.80	\$ 14.90	\$ 12.32	\$ 9.48
132-33	EAHD 52HH-00713-51	Encryption Anywhere® Hard Disk 7.1.3 (256-bit) - 51-99 Users	\$ 129.00	\$ 94.62	\$ 94.62	\$ 72.82
132-33	EAHD 52HH-00713-100	Encryption Anywhere® Hard Disk 7.1.3 (256-bit) - 100-249 Users	\$ 121.00	\$ 88.75	\$ 88.75	\$ 68.31
132-33	EAHD 52HH-00713-250	Encryption Anywhere® Hard Disk 7.1.3 (256-bit) - 250-499 Users	\$ 116.00	\$ 85.09	\$ 85.09	\$ 65.49
132-33	EAHD 52HH-00713-500	Encryption Anywhere® Hard Disk 7.1.3 (256-bit) - 500-999 Users	\$ 112.00	\$ 82.15	\$ 82.15	\$ 63.22
132-33	EAHD 52HH-00713-1000	Encryption Anywhere® Hard Disk 7.1.3 (256-bit) - 1000-1999 Users	\$ 105.00	\$ 77.02	\$ 77.02	\$ 59.28
132-33	EAHD 52HH-00713-2000	Encryption Anywhere® Hard Disk 7.1.3 (256-bit) - 2000-2999 Users	\$ 98.00	\$ 71.88	\$ 71.88	\$ 55.32
132-33	EAHD 52HH-00713-3000	Encryption Anywhere® Hard Disk 7.1.3 (256-bit) - 3000-3999 Users	\$ 94.50	\$ 69.32	\$ 69.32	\$ 53.35
132-33	EAHD 52HH-00713-4000	Encryption Anywhere® Hard Disk 7.1.3 (256-bit) - 4000-4999 Users	\$ 90.00	\$ 66.02	\$ 66.02	\$ 50.81
132-33	EAHD 52HH-00713-5000	Encryption Anywhere® Hard Disk 7.1.3 (256-bit) - 5000+ Users	\$ 84.00	\$ 61.61	\$ 61.61	\$ 47.41
Professional Services						
132-51	Program Manager	Program Manager	N/A	\$ 162.95	\$ 154.81	
132-51	Subject Matter Expert III	Subject Matter Expert III (Use for Training Purposes) (Hourly Rate)	N/A	\$ 249.22	\$ 236.76	
132-51	COTS Integrator Specialist II	COTS Integrator Specialist II (Use for Installation/Implementation purposes) (Hourly Rate)	N/A	\$ 247.50	\$ 235.13	

SmartBUY ESA Quotes for 10K, 33K, and 100K Users

(Provide three quotes of products and services necessary for successful Enterprise implementation and maintenance of organizations for 10,000, 33,000 or 100,000 users, including spot discounts and/or other concessions beyond those in your SmartBUY ESA Product and Price List. All products/services must track to your GSA Schedule(s) and prices, including spot discounts (and any items offered at no additional cost), and citing all concessions in policies, terms and conditions. Include all assumptions.)

Merlin Quote 10,000 Users						
SIN 132-	Part No. (same as GSA)	Description	List Price per User	GSA Price per User	GSA Price 10000 Users	SmartBUY ESA Price 10000 users
132-33	EAHD-52HH-00713-5000	Encryption Anywhere® Hard Disk 7.1.3 (256-bit), 5000 Users and over	\$84.00	\$61.61	\$616,100.00	\$443,592.00
132-33	EPSE 53TK-00503-5000	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit), 5000 Users and over	\$24.00	\$17.60	\$176,000.00	\$126,720.00
132-33	AMS-EAHD-5000	Encryption Anywhere® Hard Disk 7.1.3/8.0.1 (256-bit) Maintenance Price Per Unit - 5000 Users and over	\$ 16.80	\$ 14.90	\$ 149,000.00	\$107,280.00
132-33	AMS-EPSE-5000	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit) Maintenance Price Per Unit, 5000 Users and over	\$4.80	\$4.26	\$42,600.00	\$30,672.00
132-51	Subject Matter Expert III	Subject Matter Expert III (Use for Training Purposes) (8 Hours/1 Day required)	N/A	\$249.22	\$1,993.76	\$1,894.08
132-51	COTS Integrator Specialist II	COTS Integrator Specialist II (Use for Installation/Implementation purposes) (72 Hours/9 Days required)	N/A	\$247.50	\$17,820.00	\$16,929.36
132-51	Program Manager	Program Manager (16 Hours required)	N/A	\$ 162.95	\$ 2,607.27	\$2,476.96
	TOTAL COST 10,000 USERS	EA Hard Disk, EA Removable Storage, Management Console and all related maintenance.				\$729,564.40

Merlin Quote 33,000 Users

SIN 132	Part No. (same as GSA)	Description	List Price per User	GSA Price per User	GSA Price 33,000 Users	SmartBUY ESA Price 33,000 Users
132-33	EAHD-52HH-00713-5000	Encryption Anywhere® Hard Disk 7.1.3 (256-bit), 5000 Users and over	\$84.00	\$61.61	\$2,033,130.00	\$1,280,871.90
132-33	EPSE 53TK-00503-5000	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit), 5000 Users and over	\$24.00	\$17.60	\$580,800.00	\$365,904.00
132-33	AMS-EAHD-5000	Encryption Anywhere® Hard Disk 7.1.3/8.0.1 (256-bit) Maintenance Price Per Unit - 5000 Users and over	\$16.80	\$14.90	\$491,700.00	\$309,771.00
132-33	AMS-EPSE-5000	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit) Maintenance Price Per Unit, 5000 Users and over	\$4.80	\$4.26	\$140,580.00	\$88,565.40
132-51	Subject Matter Expert III	Subject Matter Expert III (Use for Training Purposes) (16 Hours/2 Days required)	N/A	\$249.22	\$3,987.52	\$3,788.16
132-51	COTS Integrator Specialist II	COTS Integrator Specialist II (Use for Installation/Implementation purposes) (104 Hours/13 Days required)	N/A	\$247.50	\$25,740.00	\$24,453.52
132-51	Program Manager	Program Manager (24 Hours required)	N/A	\$ 162.95	\$ 3,910.90	\$3,715.44
	TOTAL COST 33,000 USERS	EA Hard Disk, EA Removable Storage, Management Console and all related maintenance.				\$2,077,069.42

Merlin Quote 100,000 Users						
SIN 132	Part No. (same as GSA)	Description	List Price per User	GSA Price per User	GSA Price 100,000 Users	SmartBUY ESA Price 100,000 Users
132-33	EAHD-52HH-00713-5000	Encryption Anywhere® Hard Disk 7.1.3 (256-bit), 5000 Users and over	\$ 84.00	\$ 61.61	\$ 6,161,000.00	\$ 2,587,620.00
132-33	EPSE 53TK-00503-5000	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit), 5000 Users and over	\$ 24.00	\$ 17.60	\$ 1,760,000.00	\$ 739,200.00
132-33	AMS-EAHD-5000	Encryption Anywhere® Hard Disk 7.1.3/8.0.1 (256-bit) Maintenance Price Per Unit - 5000 Users and over	\$ 16.80	\$ 14.90	\$ 1,490,000.00	\$ 625,800.00

132-33	AMS-EPSE-5000	Encryption Plus® Encryption Anywhere Removable Storage (EARS) 5.0.3 (256-bit) Maintenance Price Per Unit, 5000 Users and over	\$ 4.80	\$ 4.26	\$ 426,000.00	\$ 178,920.00
132-51	Subject Matter Expert III	Subject Matter Expert III (Use for Training Purposes) (24 Hours/3 Days required)	N/A	\$249.22	\$5,981.28	\$5,682.24
132-51	COTS Integrator Specialist II	COTS Integrator Specialist II (Use for Installation/Implementation purposes) (176Hours/22 days required)	N/A	\$247.50	\$43,560.00	\$41,382.88
132-51	Program Manager	Program Manager (40 Hours required)	N/A	\$ 162.95	\$ 6,518.17	\$6,192.40
	TOTAL COST 100,000 USERS	EA Hard Disk, EA Removable Storage, Management Console and all related maintenance.				\$4,184,797.52

Merlin's quote include the following assumptions:

Products and Services Necessary for Enterprise implementation: This quote provides all combined elements necessary for a successful enterprise - scale implementation that relates to our Technical Response.

Software Maintenance (part of AMS): Includes software maintenance for one year upon purchase. Maintenance entitles the User to any and all upgrades, maintenance releases and major releases at no extra cost during the period of maintenance coverage.

Technical Support (part of AMS): Includes access to telephone technical support 24 X 7. Establishment of a Customer Support Portal and access for 5 individuals. Two hour response time to commitment to telephone, email or portal service requests. This service is renewable annually at the pricing shown above for AMS. Upon renewal, the Customer would be entitled to a refresher Administrator Refresher Training webinar, and a Professional Services consulting session.

Professional Services: This quote include professional services support. Includes anticipated services for solution implementation, including assignment of a Professional Services Project Manager for the tasks of environment assessment, project planning and deployment for this quantity. Administrator training is included. Services will be offered for on-site or remote support depending on Government requirements. Government will assume travel expenses for any on-site engagements, billed separately at the prevailing government rate. Assumptions for services: 10,000 User Quote - 72 hrs of installation/implementation, 8 hrs of Training, 16 hrs of Program Management; 33,000 User Quote - 104 hrs of installation/implementation, 16 hrs of Training, 24 hrs of Program Management; 100,000 User Quote - 176 hrs of installation/implementation, 24 hrs of Training, 40 hrs of Program Management. These estimates are worst case senario and would decrease in accordance with number of administrators and customer knowledge.

Assumptions: This quotation for professional services assumes implementations are centralized and that user licensing is capable of deployment via electronic means. Customers purchasing off GSA or this price list will receive latest available version of the product ordered.

Terms and Conditions: The attached pricing for this quantity represents a combined price quote for product and services as required. In order for this quote to remain valid, all products and services listed above must be acquired at the time of purchase and cannot be unbundled.