



SAMPLE PRICING: HELIX DISCOVERY



Pricing Dialogue:

For the 'clients' you will encounter this semester, the following pricing structure will adequately address any of your clients' needs. Included in this pricing is a 15% buffer within the 5,000 total nodes presented to allow for temporary expansion and growth during day-to-day operations. In addition, you may offer the Capacity Table that will allow the client to add additional capacity on a fixed Per Node/Month Basis should the client acquire or grow organically (e.g., acquire a start-up, add a division, build a new building, etc.).

Pricing Table

Year 1	5,000 Nodes	\$110,000 (due on execution)
Year 2	5,000 Nodes	\$110,000 (billed annually)
Year 3	5,000 Nodes	\$110,000 (billed annually)

Capacity Table* (For additional growth or acquisitions)

Helix-Discovery Node	Qty 1	\$26.40/annually
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*Must match full remaining term of the contract

Example:

The client adds 100 Nodes Capacity during the middle of the contract 12 months remaining in the term. Costs would be levied in a lump sum of \$2,640 due upon execution.

Notes

BMC would typically require a base purchase of 5000 nodes. Discounting applies with further capacity. Nodes can be any end point device or application that requires management, i.e., laptop, network router, database server, operating system, internet server, etc.