

**Arkansas CONTRACT PRICING**

*The following pricing for the State of Arkansas was negotiated based on a variety of factors, including volume per transaction. This pricing is only applicable to the State of Arkansas agencies and departments.*

<b>Product Number</b>	<b>Product Name</b>	<b>Description</b>	<b>Unit of Measure</b>	<b>Contract Price</b>
APT- 0011	DocuSign Retrieve	Windows-based tool that retrieves envelopes, documents, and data from DocuSign for use in external systems.	Per Product, Per Year	\$5,863.80
APT- 0016	Authentication – Knowledge-Based (ID Check) – Per Use	Deliver a knowledge based authentication (KBA) method called ID Check to ensure strong signer authentication through LexisNexis Risk Solutions.	Per Use, Per Contract Term	\$2.44
APT- 0017	Authentication – Phone – Per Envelope	Authentication through a phone call	Per Use, Per Contract Term	\$0.73
APT- 0018	Authentication – SMS – Per Envelope	Authentication through a SMS text	Per Use, Per Contract Term	\$0.20
APT- 0213	DocuSign Connector – Various Integrations	Access to Pre-Built Integrations including, Ariba, Google, Microsoft, Netsuite, Salesforce, SAP, Successfactors and others	Per License, Per Year	\$140.73
APT- 0234	eSignature Life Sciences Add-on for Seats	21CFR Part11 configuration upgrade (\$/seat/month). Requires Enterprise Edition or Platform. NOTE: Does not include incremental transactions beyond the 100 transactions / user / year already included in Enterprise Edition.	Per License, Per Year	\$287.28
APT- 0236	eSignature Life Sciences Add-on for Volume	21CFR Part11 configuration upgrade (\$/seat/month). Requires Enterprise Edition or Platform.	Per Envelope, Per Contract Term	\$2.87
APT- 0272	eSignature Enterprise Pro Edition – Seat Subscription	Base Edition. \$/seat includes an allocation of 100 transactions.	Per License, Per Year	\$762.29

DS-SEE	eSignature Enterprise Pro Edition for Salesforce – Seat Subscription	Base Edition including Enterprise Pro features plus Salesforce Connector. \$/seat includes an allocation of 100 transactions.	Per License, Per Year	\$537.53
APT- 0386	DocuSign Enterprise Pro with FedRAMP - Seats	Professional solution for State and Local agencies that need Federal Compliance Standards in the United States (seat-based). Includes sequestered keys and docs. Limit of 100 envelopes per user per year.	Per License, Per Year	\$114.91
APT - 0388	DocuSign Enterprise Pro with FedRAMP -	Professional solution for State and Local agencies that need Federal Compliance Standards in the United States (seat-based). Includes sequestered keys and docs.	Per Envelope, Per Contract Term	\$287.28
APT- 0462	eSignature Business Pro Edition – Envelope Subscription	Base Edition including Business Pro features. \$/envelope pricing metric.	Per Envelope, Per Contract Term	\$4.62
APT- 0463	eSignature Enterprise Pro Edition – Envelope Subscription	Base Edition including Enterprise Pro features. \$/envelope pricing metric.	Per Envelope, Per Contract Term	\$7.62
APT- 0466	eSignature Enterprise Pro Edition for Salesforce – Envelope Subscription	Base Edition including Enterprise Pro features plus	Per Envelope, Per Contract Term	\$9.03
APT- 0468	eSignature Business Pro Edition – Envelope Subscription (Adoption Accelerator)	Base Edition including Business Pro features. \$/envelope pricing metric. Adoption Accelerator version	Per Envelope, Per Contract Term	\$4.69
APT- 0469	eSignature Enterprise Pro Edition – Envelope Subscription (Adoption Accelerator)	Base Edition including Enterprise Pro features. \$/envelope pricing metric. Adoption Accelerator version	Per Envelope, Per Contract Term	\$7.62
APT- 0483	eSignature Business Pro for Gov – Seat Subscription	Professional solution for State and Local agencies in the United States (seat-based). Includes sequestered keys and	Per License, Per Year	\$527.74
APT- 0484	eSignature Business Pro for Gov – Envelope Subscription	Professional solution for State and Local agencies in the	Per Envelope, Per Contract Term	\$5.28

APT- 0485	eSignature Business Pro for Gov – Seats (Adoption Accelerator)	Professional solution for State and Local agencies in the United States (seat-based) -	Per License, Per Year	\$527.74
APT- 0486	eSignature Business Pro for Gov – Envelope (Adoption Accelerator)	Professional solution for State and Local agencies in the United States (envelope-	Per Envelope, Per Contract Term	\$5.28
APT- 0487	eSignature Enterprise Pro for Gov – Seat	Enterprise solution for State	Per License, Per Year	\$820.93
APT- 0488	eSignature Enterprise Pro for Gov –	Enterprise solution for State	Per Envelope, Per Contract Year	\$8.21
APT- 0489	eSignature Enterprise Pro for Gov – Seats (Adoption Accelerator)	Enterprise solution for State and Local agencies in the	Per License, Per Year	\$820.93
APT- 0490	eSignature Enterprise Pro for Gov – Envelope (Adoption Accelerator)	Enterprise solution for State and Local agencies in the United States (envelope-	Per Envelope, Per Contract Term	\$8.21
APT- 0520	DocuSign Validator for Life Sciences	Add-on available to Life	Per Product, Per Year	\$11,727.59
APT- 0521	eSignature Smart Sections Addon – Seat	Feature Addon to Business	Per License, Per Year	\$234.55
APT- 0522	eSignature Smart Sections Addon –	Feature Addon to Business	Per Envelope, Per Contract Term	\$2.35
APT- 0527	DocuSign Click – Per Clickwrap	DocuSign Click functionality	Per Clickwrap, Per Contract Term	\$1.95
APT- 0528	DocuSign Gen for Salesforce Addon –	Gen enables customers to	Per License, Per Year	\$234.55
APT-0276	eSignature Advanced Workflows Addon	Addon for Advanced	Per License, Per Year	\$234.55
APT-0470	eSignature Advanced Workflows Addon	Addon for Advanced	Per Envelope, Per Contract Term	\$2.35
APT-0494	eSignature QA Sandbox for Gov	Optional quality assurance	Monthly Fee (Flat Price)	Monthly Fee (Flat Price) 20%
APT-0495	High Performance Sandbox for Gov	Optional high performance	Monthly Fee (Flat Price)	Monthly Fee (Flat Price) 30%
APT-0497	eSignature Organization Management –	Offering will include	Per License, Per Year	\$175.91
APT-0498	eSignature Organization Management –	Offering will include	Per Envelope, Per Contract Term	\$21.11
APT-0500	eSignature Access Management with	Offering includes SSO and	Per License, Per Year	\$117.28
APT-0501	eSignature Access Management with	Offering includes Single Sign-	Per Envelope, Per Contract Term	\$14.07
APT-0574	ID Verification for Government ID and	Verified recipient	Per Unit	Transaction Fee (Per Unit) \$2.44
APT-0577	DocuSign Negotiate for Salesforce	Requires Gen offering, as well	Per License, Per Year	\$234.55
APT-0582	DocuSign CLM – Enterprise – Full Seat	DocuSign CLM offering.	Per License, Per Year	\$938.21
APT-0584	DocuSign CLM – Enterprise – View Only	DocuSign CLM offering.	Per License, Per Year	\$234.55
APT-0586	DocuSign CLM – Enterprise – Standard	DocuSign CLM offering.	Per License, Per Year	\$586.38
APT-0640	DocuSign Monitor	Using advanced analytics,	Monthly Fee (Flat Price)	30% of net fees
APT-0656	SMS Delivery - US/CAN	SMS Delivery enables	Per Envelope, Per Contract Term	Transaction Fee (Per Unit): \$0.39
APT -0658	DocuSign Notary for RON – Per Notarized Signer		Per Envelope, Per Year	\$14.66
APT-0662	DocuSign CLM for Gov for SFDC - Full	Provides Enterprise Contract	Per License, Per Year	\$1,266.58
APT-0663	DocuSign CLM for Gov - Full User - Seat	Provides Professional Contract	Per License, Per Year	\$1,055.48

APT-0664	DocuSign CLM for Gov - View Only User	Provides Enterprise features	Per License, Per Year	\$234.55
APT-0665	DocuSign CLM for Gov for SFDC - View	Provides Enterprise features	Per License, Per Year	\$281.46
APT-0666	DocuSign CLM for Gov - Standard User -	Provides Enterprise Contract	Per License, Per Year	\$797.48
APT-0667	DocuSign CLM for Gov for SFDC -	Provides Enterprise Contract	Per License, Per Year	\$961.66
APT-0668	DocuSign CLM for Gov UAT Sandbox	Provides ability to use a UAT	Monthly Fee (Flat Price)	20% of net price
APT-0669	DocuSign CLM for Gov Community User	Provides Enterprise Contract	Per License, Per Year	\$398.74
APT-0670	DocuSign CLM for Gov Community User	Provides Enterprise Contract	Per License, Per Year	Transaction Fee (Per Unit): \$6.65

Product Number	Product Name	Description	Unit of Measure	Contract Price
APT- 0075	Premier Support	Mandatory support for any	Per eSignature Product, Per Year	15% of Selected Product
APT- 0148	Enterprise Premier Support	Mandatory support for any	Per eSignature Product, Per Year	22% of Selected Product
APT- 0589	DocuSign CLM UAT Sandbox	DocuSign CLM offering.	Per CLM Product, Per Year	20% of Selected CLM

Product Number	Product Name	Description	Unit of Measure	Contract Price
APT- 0066	Launch – eSignature – API Integration	Hands-on implementation of a	One Time	\$15,441.34
APT- 0072	Consulting – 10 Hour Bundle	Staff aug / ad hoc support	Per Engagement	\$1,710.27
APT- 0145	Customer Success Architect	Full time resource to assist	One Time	\$31,273.50
APT- 0415	Customer Success Architect	Hourly resource to provide	Per Hour	\$244.32
APT- 0459	Adoption Consulting	1:1 consulting provided over	One-Time Fee for the First	\$1,221.63
APT-0062	Consulting - 20 Hour Bundle	Staff augmentation / ad hoc	One Time	\$4,500.05

*DocuSign's eSignature Business Proproducts will be available to State of Arkansas Agencies and Departments according to the discounts listed in the table below. Applicable Discounts for orders by Arkansas State Agencies or Departments are based exclusively on the Seats or Transactions included in that particular order (only). Prior transactions or cumulative volume of seats or envelopes have no bearing on applicable discounts for any order. Discounts listed below are minimum discounts and further discounts may be negotiated depending on the customer's use case.*

Seats	Transactions	Applicable Discounts	Business Pro Cost Per Env	Business Pro ForGov Cost Per
1 - 100 users	100 – 10,000 transactions	40%	\$3.00	\$3.38
101-250	10,001 -- 25,000 transactions	45%	\$2.75	\$3.10
250-500	25,001 - 50,000 transactions	50%	\$2.50	\$2.82
501-2500	50,001 – 250,000 transactions	55%	\$2.25	\$2.54
2500+	250,000+ transactions	60% or more depending on	\$2.00	\$2.25

\*For all other DocuSign solutions, DocuSign offers 25% off our commercial list price (excluding Support, Professional Services, Third Party, and Royalty-Bearing Products.)

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<b>Seats</b>	<b>Transactions</b>	<b>Applicable Discounts</b>	<b>Enterprise Pro Cost</b>	<b>Enterprise Pro ForGov Cost</b>
1 - 100 users	100 – 10,000 transactions	30%	\$5.69	\$6.13
101-250	10,001 -- 25,000 transactions	40%	\$4.88	\$6.13
250-500	25,001 - 50,000 transactions	45%	\$4.47	\$4.82
501-2500	50,001 – 250,000 transactions	50%	\$4.07	\$4.38
2500+	250,000+ transactions	50% or more depending on	see above	see above

\*For all other DocuSign solutions, DocuSign offers 25% off our commercial list price (excluding Support, Professional Services, Third Party, and Royalty-Bearing Products.)

This contract and the reflected pricing are based on preferred partnership with the State of Arkansas and DocuSign and shall not be extended to other parties or states.