

Exhibit B – PRICING

STATE AGENCIES

Pricing Per Agency					
Users		Annual Commercial Fee	Percent Discount	Dollar Discount	Annual Agency Fee
From	To				
2,000,000	>	\$90,000	25%	\$22,500	\$67,5000
1,000,000	1,999,999	\$75,600	25%	\$18,900	\$56,700
500,000	999,999	\$51,600	15%	\$7,740	\$43,860
250,000	499,999	\$35,088	15%	\$5,263	\$29,825
100,000	249,999	\$23,856	15%	\$3,578	\$20,278
50,000	99,999	\$16,224	5%	\$811	\$15,413
<	50,000	\$12,500	0%	\$ -	\$12,500

One-time setup fee is 15% of the Annual Fee and includes the following services:

- Setup of an unlimited number of administrators
- Site analysis and recommendations of where to add GovDelivery functionality
- Subscription functionality based on web publishing process
- Technical assistance with placement of HTML links to subscription functionality
- Unlimited online administration tools and training for staff
- Setup coordination from client services

Tier pricing is based on the number of Users for a specific state agency and is measured prior to implementation. Users are defined by the number of unique visits to the website on a quarterly basis. The number of unique visits is reported by a commercially validated tool. Once the price is set it remains the fixed annual price for the term of the agreement.

The above is fixed and guaranteed pricing that will last for the term of the contract.

NON-STATE AGENCIES

A [MASTER CONTRACTS USE AGREEMENT \(MCUA\)](#) MUST BE IN PLACE PRIOR TO UTILIZING THIS CONTRACT.

Pricing Per Political Subdivision					
Up to Population	Annual Commercial Fee	Percent Discount	Dollar Discount	Annual Fee	One-Time Setup Fee*
2,000,000	\$240,000	25%	\$60,000	\$180,000	\$21,600
1,750,000	\$210,000	25%	\$52,500	\$157,500	\$18,900
1,500,000	\$180,000	25%	\$45,000	\$135,000	\$16,200
1,250,000	\$150,000	25%	\$37,500	\$112,500	\$13,500
1,000,000	\$120,000	25%	\$30,000	\$90,000	\$12,600
900,000	\$95,295	15%	\$14,295	\$81,000	\$11,340
800,000	\$84,706	15%	\$12,706	\$72,000	\$10,080
700,000	\$74,118	15%	\$11,118	\$63,000	\$8,820
600,000	\$63,529	15%	\$9,529	\$54,000	\$7,560
500,000	\$52,941	15%	\$7,941	\$45,000	\$6,300
400,000	\$42,353	15%	\$6,353	\$36,000	\$5,040
300,000	\$31,764	15%	\$4,764	\$27,000	\$4,050
250,000	\$25,263	5%	\$1,263	\$24,000	\$3,600
200,000	\$24,211	5%	\$1,211	\$23,000	\$3,450
175,000	\$23,947	5%	\$1,197	\$22,750	\$3,413
150,000	\$22,105	5%	\$1,105	\$21,000	\$3,150
125,000	\$19,079	5%	\$954	\$18,125	\$2,719
100,000	\$17,368	5%	\$868	\$16,500	\$2,475
90,000	\$16,389	5%	\$819	\$15,570	\$2,336
80,000	\$16,253	5%	\$813	\$15,440	\$2,316
70,000	\$15,474	5%	\$774	\$14,700	\$2,205
60,000	\$14,842	5%	\$742	\$14,100	\$2,115
50,000	\$14,053	5%	\$703	\$13,350	\$2,003
40,000	\$12,800	0%	\$ -	\$12,800	\$1,920
30,000	\$12,000	0%	\$ -	\$12,000	\$1,800
20,000	\$10,000	0%	\$ -	\$10,000	\$1,500

*One-time setup fee includes the following services:

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