



## ***Information Technology Commercial Pricelist***

**October 2020**

*This document contains the approved commercial prices of the products and services offered by Gradkell Systems, Inc. It shall remain valid from the date above until superseded by a pricelist of a later date. The information herein is the proprietary property of Gradkell Systems, Inc.*

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## **1.0 Commercial Price list Information Technology Professional Services:**

Gradkell's current (2020) IT price list for commercial customers is displayed below .

### **Gradkell Systems, Inc. Commercial Rates for IT services (Effective June 1, 2020):**

<b>Job Title</b>	Hourly Rate for commitment of less than 40 hrs (1 week)	Discount Rate for commitment of 40 hours (1 week) to 480 hrs. (3 months)	Discount Rate for commitment of 480 hrs. (3 months) to 960 hrs. (6 months)	Discount Rate for commitment of 960 hrs. (6 months) or more
Program Manager	\$240	\$218	\$198	\$181
Project Manager	\$204	\$185	\$166	\$150
Senior Consultant	\$208	\$189	\$173	\$157
Consultant	\$184	\$167	\$150	\$136
Senior Database Administrator	\$227	\$206	\$197	\$185
Senior Integration Analyst	\$195	\$177	\$160	\$146
Integration Analyst	\$170	\$154	\$138	\$126
Junior Integration Analyst	\$124	\$112	\$101	\$92
Senior Financial Analyst	\$153	\$139	\$128	\$116
Senior Computer Systems Analyst	\$179	\$162	\$144	\$133
Computer Systems Analyst	\$161	\$146	\$132	\$118
Junior Computer Systems Analyst	\$113	\$103	\$95	\$86
Senior Computer Engineer	\$195	\$177	\$160	\$146
Computer Engineer	\$167	\$152	\$136	\$126
Junior Computer Engineer	\$124	\$112	\$101	\$92
Application Programmer	\$148	\$134	\$122	\$111
Senior Computer Programmer	\$171	\$155	\$139	\$128
Computer Programmer	\$145	\$132	\$117	\$108
Junior Computer Programmer	\$112	\$102	\$93	\$82

## **2.0 DBsign Data Security Suite Licenses**

### **2.1 Product Name: DBsign Server-Side License**

Manufacturer's Part Number: **DBS-SSM-001**

Product Description: The DB<sup>sign</sup> Server-Side License includes the following modules: DB<sup>sign</sup> Core Module, DB<sup>sign</sup> Audit Logging Module, DB<sup>sign</sup> Resolution Module, DB<sup>sign</sup> Administrator.

The DB<sup>sign</sup> Core Module allows an application to use Digital Signature Templates to retrieve data to be signed from the database. It facilitates the storage of digital signature information in the database to be used in signature verification. DB<sup>sign</sup> Core Module also manages data that are necessary for strong certificate-based authentication.

The DB<sup>sign</sup> Audit Logging Module enables the audit logging feature of DB<sup>sign</sup>. The audit log records the operations and transactions a user makes while using the system. Other DB<sup>sign</sup> modules use the audit logging feature to record security related actions, but applications can also define their own custom audit log events.

The DB<sup>sign</sup> Resolution Module uses both the DB<sup>sign</sup> Core Module, and the DB<sup>sign</sup> Audit Logging Module. When a digital signature fails to verify, this module allows the user to see the data change(s) causing the failure. The DB<sup>sign</sup> Administrator module makes it easy to create and manage every aspect of the DB<sup>sign</sup> Data Security Suite. It includes a Signature Template Designer to speed up the process of identifying the data to be digitally signed.

Warranty: See DB<sup>sign</sup> Data Security Suite Warranty.

Country of Origin: U.S.A.

See the following table for the associated prices for this product:

Product Name	Manufacturer Part No.	Product Description	Additional Costs	Total Cost
DBsign Data Security Suite, Small	DBS-SSM-001-1A	Description above with less than 5001 users	None	\$31,750.00
DBsign Data Security Suite, Small + 1	DBS-SSM-001-1B	Description above with less than 5001 users plus one additional cost	●	\$46,200.00
DBsign Data Security Suite, Small + 2	DBS-SSM-001-1C	Description above with less than 5001 users and any combination of two add'l costs	● ●	\$60,750.00
DBsign Data Security Suite, Small + 3	DBS-SSM-001-1D	Description above with less than 5001 users and all 3 additional costs	● ● ●	\$74,250.00
<p><b>Additional Cost Descriptions</b></p> <ul style="list-style-type: none"> <li>● <b>Product Server Installations:</b> Added cost if installed on more than one server (cannot exceed 3 servers)</li> <li>● <b>Product Site Installations:</b> Added cost if installed at more than one location (e.g. redundant operations, COOP, etc.)</li> <li>● <b>Product Usage:</b> Added cost if estimated annual digital signatures exceeds 250,000 (cannot exceed 3 million)</li> </ul> <p><b>Additional Cost (any combination of the above)</b></p> <ul style="list-style-type: none"> <li>● \$14,450.00</li> <li>● ● \$29,000.00</li> <li>● ● ● \$42,500.00</li> </ul>				
Product Name	Manufacturer Part No.	Product Description	Additional Costs	Total Cost
DBsign Data Security Suite, Medium	DBS-SSM-001-2A	Description above with less than 30,001 users	None	\$75,000.00
DBsign Data Security Suite, Medium + 1	DBS-SSM-001-2B	Description above with less than 30,001 users plus one additional cost	●	\$95,625.00
DBsign Data Security Suite, Medium + 2	DBS-SSM-001-2C	Description above with less than 30,001 users and any combination of two add'l costs	● ●	\$121,125.00
DBsign Data Security Suite, Medium + 3	DBS-SSM-001-2D	Description above with less than 30,001 users and all 3 additional costs	● ● ●	\$162,500.00
<p><b>Additional Cost Descriptions</b></p> <ul style="list-style-type: none"> <li>● <b>Product Server Installations:</b> Added cost if installed on more than three servers (cannot exceed 8 servers)</li> <li>● <b>Product Site Installations:</b> Added cost if installed at more than two locations (e.g. redundant operations, COOP, etc.)</li> <li>● <b>Product Usage:</b> Added cost if estimated annual digital signatures exceeds 250,000 (cannot exceed 3 million)</li> </ul> <p><b>Additional Cost (any combination of the above)</b></p> <ul style="list-style-type: none"> <li>● \$20,625.00</li> <li>● ● \$46,125.00</li> <li>● ● ● \$87,500.00</li> </ul>				
Product Name	Manufacturer Part No.	Product Description	Additional Costs	Total Cost
DBsign Data Security Suite, Large	DBS-SSM-001-3A	Description above with more than 30,000 users	None	\$169,000.00
DBsign Data Security Suite, Large + 1	DBS-SSM-001-3B	Description above with more than 30,000 users plus one additional cost	●	\$214,500.00
DBsign Data Security Suite, Large + 2	DBS-SSM-001-3C	Description above with more than 30,000 users and any combination of two add'l costs	● ●	\$247,000.00
DBsign Data Security Suite, Large + 3	DBS-SSM-001-3D	Description above with more than 30,000 users and all 3 additional costs	● ● ●	\$292,500.00
<p><b>Additional Cost Descriptions</b></p> <ul style="list-style-type: none"> <li>● <b>Product Server Installations:</b> Added cost if installed on more than eight servers</li> <li>● <b>Product Site Installations:</b> Added cost if installed at more than six locations (e.g. redundant operations, COOP, etc.)</li> <li>● <b>Product Usage:</b> Added cost if estimated annual digital signatures exceeds 3 million</li> </ul> <p><b>Additional Cost (any combination of the above)</b></p> <ul style="list-style-type: none"> <li>● \$45,500.00</li> <li>● ● \$78,000.00</li> <li>● ● ● \$123,500.00</li> </ul>				

## 2.2 Product Name: DBsign JavaScript Web Signer (JSWS)

Manufacturer's Part Number: **DBS-JSWS-001**

Product Description: The DB<sup>sign</sup> JavaScript Web Signer runs in the Client-Side web browser and performs SSL communication via the user's web browser for authentication purposes, and expands the operations of DBsign to include mobile devices and DBsign Derived Signatures™ processing.

The DBsign Derived Signature processes include identification and authentication of the user; the generation of CMS/PKCS #7 digital signatures; and the verification of such signatures. The Derived Signature process

works similarly to duties of a Notary Public. First, your proof of identification is presented to the Notary Public. Then, the Notary Public serves as a witness that you signed the document and puts the Notary Public stamp on it.

Warranty: See DB<sup>sign</sup> Data Security Suite Warranty.

Country of Origin: U.S.A.

Product Name	Manufacturer Part No.	Product Description	Additional Costs	Total Cost
DBsign JavaScript Web Signer, Small	DBS-JSWS-001-1A	Description above with less than 5001 users	None	\$14,700.00
DBsign JavaScript Web Signer, Small + 1	DBS-JSWS-001-1B	Description above with less than 5001 users plus one additional cost	●	\$18,800.00
DBsign JavaScript Web Signer, Small + 2	DBS-JSWS-001-1C	Description above with less than 5001 users and any combination of two add'l costs	● ●	\$22,900.00
DBsign JavaScript Web Signer, Small + 3	DBS-JSWS-001-1D	Description above with less than 5001 users and all 3 additional costs	● ● ●	\$25,000.00
<p style="text-align: center;"><b>Additional Cost Descriptions</b></p> <ul style="list-style-type: none"> <li>● <b>Product Server Installations:</b> Added cost if installed on more than one server (cannot exceed 3 servers)</li> <li>● <b>Product Site Installations:</b> Added cost if installed at more than one location (e.g. redundant operations, COOP, etc.)</li> <li>● <b>Product Usage:</b> Added cost if estimated annual digital signatures exceeds 250,000 (cannot exceed 3 million)</li> </ul> <p style="text-align: center;"><b>Additional Cost (any combination of the above)</b></p> <p>● <b>\$4,100.00</b></p> <p>● ● <b>\$8,200.00</b></p> <p>● ● ● <b>\$10,300.00</b></p>				
Product Name	Manufacturer Part No.	Product Description	Additional Costs	Total Cost
DBsign JavaScript Web Signer, Medium	DBS-JSWS-001-2A	Description above with less than 30,001 users	None	\$31,100.00
DBsign JavaScript Web Signer, Medium + 1	DBS-JSWS-001-2B	Description above with less than 30,001 users plus one additional cost	●	\$37,200.00
DBsign JavaScript Web Signer, Medium + 2	DBS-JSWS-001-2C	Description above with less than 30,001 users and any combination of two add'l costs	● ●	\$41,800.00
DBsign JavaScript Web Signer, Medium + 3	DBS-JSWS-001-2D	Description above with less than 30,001 users and all 3 additional costs	● ● ●	\$43,300.00
<p style="text-align: center;"><b>Additional Cost Descriptions</b></p> <ul style="list-style-type: none"> <li>● <b>Product Server Installations:</b> Added cost if installed on more than three servers (cannot exceed 8 servers)</li> <li>● <b>Product Site Installations:</b> Added cost if installed at more than two locations (e.g. redundant operations, COOP, etc.)</li> <li>● <b>Product Usage:</b> Added cost if estimated annual digital signatures exceeds 250,000 (cannot exceed 3 million)</li> </ul> <p style="text-align: center;"><b>Additional Cost (any combination of the above)</b></p> <p>● <b>\$6,100.00</b></p> <p>● ● <b>\$10,700.00</b></p> <p>● ● ● <b>\$12,200.00</b></p>				
Product Name	Manufacturer Part No.	Product Description	Additional Costs	Total Cost
DBsign JavaScript Web Signer, Large	DBS-JSWS-001-3A	Description above with more than 30,000 users	None	\$43,700.00
DBsign JavaScript Web Signer, Large + 1	DBS-JSWS-001-3B	Description above with more than 30,000 users plus one additional cost	●	\$45,600.00
DBsign JavaScript Web Signer, Large + 2	DBS-JSWS-001-3C	Description above with more than 30,000 users and any combination of two add'l costs	● ●	\$47,500.00
DBsign JavaScript Web Signer, Large + 3	DBS-JSWS-001-3D	Description above with more than 30,000 users and all 3 additional costs	● ● ●	\$49,400.00
<p style="text-align: center;"><b>Additional Cost Descriptions</b></p> <ul style="list-style-type: none"> <li>● <b>Product Server Installations:</b> Added cost if installed on more than eight servers</li> <li>● <b>Product Site Installations:</b> Added cost if installed at more than six locations (e.g. redundant operations, COOP, etc.)</li> <li>● <b>Product Usage:</b> Added cost if estimated annual digital signatures exceeds 3 million</li> </ul> <p style="text-align: center;"><b>Additional Cost (any combination of the above)</b></p> <p>● <b>\$1,900.00</b></p> <p>● ● <b>\$3,800.00</b></p> <p>● ● ● <b>\$5,700.00</b></p>				

## **2.3 Product Name: DBsign PDF Document Signer License**

Product Description: The DB<sup>sign</sup> PDF Signer License extends DBsign's capabilities of digitally signing to include the Adobe® Portable Document Format (PDF) thus having one tool to sign databases, executable files, and documents. One advantage is the ability to sign the PDF documents as they are generated by a database application without leaving the web browser and opening a client-side application.

The license allows two types of signatures to sign PDF documents: Visible signatures and invisible signatures. Visible signatures appear as a PDF signature field in the visible, printable PDF document itself. Invisible signatures only appear within the Graphical User Interface (GUI) of a PDF reader application. The difference between signing visible and invisible signatures with DBsign is that for visible signatures, the PDF document must contain a named blank signature field, and DBsign must be given the name of that signature field. For more information see the *DBsign for HTML Applications Integration Manual*.

Warranty: See DB<sup>sign</sup> Data Security Suite Warranty.

Country of Origin: U.S.A.

Energy Star: Not Applicable

See the following table for the associated prices for this product:

Product Name	Manufacturer Part No.	Product Description	Additional Costs	Total Cost
DBsign DBsign PDF Signer, Small	DBS-DOCS-001-1A	Description above with less than 5001 users	None	\$6,350.00
DBsign DBsign PDF Signer, Small + 1	DBS-DOCS-001-1B	Description above with less than 5001 users plus one additional cost	●	\$9,240.00
DBsign DBsign PDF Signer, Small + 2	DBS-DOCS-001-1C	Description above with less than 5001 users and any combination of two add'l costs	●●	\$12,150.00
DBsign DBsign PDF Signer, Small + 3	DBS-DOCS-001-1D	Description above with less than 5001 users and all 3 additional costs	●●●	\$14,850.00
<p><b>Additional Cost Descriptions</b></p> <ul style="list-style-type: none"> <li>● <b>Product Server Installations:</b> Added cost if installed on more than one server (cannot exceed 3 servers)</li> <li>● <b>Product Site Installations:</b> Added cost if installed at more than one location (e.g. redundant operations, COOP, etc.)</li> <li>● <b>Product Usage:</b> Added cost if estimated annual digital signatures exceeds 250,000 (cannot exceed 3 million)</li> </ul> <p><b>Additional Cost (any combination of the above)</b></p> <ul style="list-style-type: none"> <li>● \$2,890.00</li> <li>●● \$5,800.00</li> <li>●●● \$8,500.00</li> </ul>				
Product Name	Manufacturer Part No.	Product Description	Additional Costs	Total Cost
DBsign DBsign PDF Signer, Medium	DBS-DOCS-001-2A	Description above with less than 30,001 users	None	\$15,000.00
DBsign DBsign PDF Signer, Medium + 1	DBS-DOCS-001-2B	Description above with less than 30,001 users plus one additional cost	●	\$19,125.00
DBsign DBsign PDF Signer, Medium + 2	DBS-DOCS-001-2C	Description above with less than 30,001 users and any combination of two add'l costs	●●	\$24,225.00
DBsign DBsign PDF Signer, Medium + 3	DBS-DOCS-001-2D	Description above with less than 30,001 users and all 3 additional costs	●●●	\$32,500.00
<p><b>Additional Cost Descriptions</b></p> <ul style="list-style-type: none"> <li>● <b>Product Server Installations:</b> Added cost if installed on more than three servers (cannot exceed 8 servers)</li> <li>● <b>Product Site Installations:</b> Added cost if installed at more than two locations (e.g. redundant operations, COOP, etc.)</li> <li>● <b>Product Usage:</b> Added cost if estimated annual digital signatures exceeds 250,000 (cannot exceed 3 million)</li> </ul> <p><b>Additional Cost (any combination of the above)</b></p> <ul style="list-style-type: none"> <li>● \$4,125.00</li> <li>●● \$9,225.00</li> <li>●●● \$17,500.00</li> </ul>				
Product Name	Manufacturer Part No.	Product Description	Additional Costs	Total Cost
DBsign DBsign PDF Signer, Large	DBS-DOCS-001-3A	Description above with more than 30,000 users	None	\$33,800.00
DBsign DBsign PDF Signer, Large + 1	DBS-DOCS-001-3B	Description above with more than 30,000 users plus one additional cost	●	\$42,900.00
DBsign DBsign PDF Signer, Large + 2	DBS-DOCS-001-3C	Description above with more than 30,000 users and any combination of two add'l costs	●●	\$49,400.00
DBsign DBsign PDF Signer, Large + 3	DBS-DOCS-001-3D	Description above with more than 30,000 users and all 3 additional costs	●●●	\$58,500.00
<p><b>Additional Cost Descriptions</b></p> <ul style="list-style-type: none"> <li>● <b>Product Server Installations:</b> Added cost if installed on more than eight servers</li> <li>● <b>Product Site Installations:</b> Added cost if installed at more than six locations (e.g. redundant operations, COOP, etc.)</li> <li>● <b>Product Usage:</b> Added cost if estimated annual digital signatures exceeds 3 million</li> </ul> <p><b>Additional Cost (any combination of the above)</b></p> <ul style="list-style-type: none"> <li>● \$9,100.00</li> <li>●● \$15,600.00</li> <li>●●● \$24,700.00</li> </ul>				



### **3.0 DBsign Annual Maintenance Subscriptions**

Manufacturer's Part Number: **DBS-AM-HTML**

Product Description: The DBsign maintenance subscription provides the customer with the latest release for their version, and with a one-year warranty including technical support services via email, fax, or telephone. Within a major release, a Customer who subscribes to the maintenance may download, free of charge, from the DBsign® web site (www.dbsign.com), any or all upgrades to their version of DBsign® Data Security Suite. A "major release" is determined by the version number of the software product. For example, if the Customer's DBsign® version number is 2.12, the customer may download any or all upgrades while the DBsign® version number is 2.%. When the DBsign® version number changes to 3%, constituting a "major release", *free* downloads will no longer be available to the customer.

Product Price: Maintenance Subscription Pricing is calculated as 8% of the total cost of the license(s) with the minimum price being \$12,000.00. An escalation for inflation of 3% is used for out-years.

Warranty: See DBsign Data Security Suite Warranty (below).

Country of Origin: U.S.A.

Energy Star: Not Applicable

### **5.0 ORDERING ADDRESS AND PAYMENT INFORMATION:**

**Gradkell Systems, Inc. (GSI)  
4910 University Square Suite 5  
Huntsville, AL, USA 35816-1846**

Gradkell Systems, Inc. accepts credit cards for payments equal to or less than the micro-purchase threshold for oral or written delivery orders. In addition, bank account information for wire transfer payments can be shown on the invoice if requested.

The following telephone number(s) can be used by ordering activities to obtain technical and/or ordering assistance:

1-866-GRADKELL (472-3535)

### **7.0 LIABILITY FOR INJURY OR DAMAGE**

Gradkell Systems, Inc. shall not be liable for any injury to ordering activity personnel or damage to ordering activity property arising from the use of equipment maintained by the company, unless such injury or damage is due to the company's the fault or negligence.