

Exhibit C

Discounts

Oracle Software Licensing and related Services

Delivery (If Applicable) Terms: F.O.B. Destination

Product Category	Spend (Per order)	Gov't Discount % <small>(Off Oracle Store List Price)</small>	Academic Discount % <small>(Off Oracle Store List Price)</small>
ALL OEM DISCOUNTS INDEXED FROM THE ORACLE STORE LINK/URL >		Oracle Store LINK/URL	Oracle Store LINK/URL
<u>DATABASE PRODUCTS</u>	\$1-\$100,000	32%	32%
	\$100,001- \$250,000	32%	32%
	\$250,001- \$375,000	40%	37%
	\$375,001- \$500,000	37%	37%
	\$500,001- Plus	40%	40%
<u>APPLICATION PRODUCTS</u>	\$1-\$100,000	32%	32%
	\$100,001- \$250,000	32%	32%
	\$250,001- \$375,000	37%	37%
	\$375,001- \$500,000	37%	37%
	\$500,001- Plus	40%	40%
<u>Software Update Maintenance and Support</u>	\$1-\$100,000	equals license discount*	equals license discount*
	\$100,001- \$250,000	equals license discount*	equals license discount*
	\$250,001- \$375,000	equals license discount*	equals license discount*
	\$375,001- \$500,000	equals license discount*	equals license discount*
	\$500,001- Plus	equals license discount*	equals license discount*
<u>ORACLE UNIVERSITY</u>	\$1-\$100,000	15%	15%
	\$100,001- \$250,000	30%	30%
	\$250,001- \$375,000	35%	35%
	\$375,001- \$500,000	35%	35%
	\$500,001- Plus		
RELATED SERVICES		See: Service Rate Sheet tab	
* Maintenance for the first year is calculated at 22% of the discounted license price.			
NOTE: Oracle Hardware, Cloud and Consulting Services categories are not authorized for purchase from this contract.			



ORACLE/OEM Service
Rate or Position
Description

List PRICE
(per hour, day,
etc.)

Option Year 1 **Option Year 2** **Option Year 3**

Oracle Services

per hour

NAC Consultants				
Level 9	\$ 4 33.80	\$ 446.81	\$ 460.22	\$ 474.02
Level 8	\$ 3 97.80	\$ 409.73	\$ 422.03	\$ 434.69
Level 7	\$ 3 49.80	\$ 360.29	\$ 371.10	\$ 382.24
Level 6	\$ 3 28.20	\$ 338.05	\$ 348.19	\$ 358.63
Level 5	\$ 2 92.20	\$ 300.97	\$ 309.99	\$ 319.29
Level 4	\$ 2 49.00	\$ 256.47	\$ 264.16	\$ 272.09
Level 3	\$ 2 22.60	\$ 229.28	\$ 236.16	\$ 243.24
Level 2	\$ 1 78.20	\$ 183.55	\$ 189.05	\$ 194.72
Reston Data Center				
Level 4	\$ 2 16.60	\$ 223.10	\$ 229.79	\$ 236.68
Level 3	\$ 1 87.80	\$ 193.43	\$ 199.24	\$ 205.21
Level 2	\$ 1 68.60	\$ 173.66	\$ 178.87	\$ 184.23
Level 1	\$ 1 49.40	\$ 153.88	\$ 158.50	\$ 163.25

Oracle Advanced Customer Services (ACS)

per hour

Technical Account Manager II	\$ 491.77	\$ 506.53	\$ 521.72	\$ 537.37
Technical Account Manager I	\$ 417.31	\$ 429.83	\$ 442.73	\$ 456.01
Sr. Adv Support Engineer	\$ 491.77	\$ 506.53	\$ 521.72	\$ 537.37
Adv Support Engineer	\$ 417.31	\$ 429.83	\$ 442.73	\$ 456.01
Sr. Datacenter Engineer	\$ 342.84	\$ 353.13	\$ 363.72	\$ 374.63
Datacenter Engineer	\$ 268.38	\$ 276.43	\$ 284.72	\$ 293.27

Supplier/Non-OEM Service
Rate or Position
Description

LIST PRICE
(per hour, day,
etc.)

Option Year 1 **Option Year 2** **Option Year 3**

Mythics Services

per hour

Senior Solution Architect	\$278.20	\$ 286.55	\$ 291.79	\$ 298.90
Solution Architect	\$267.40	\$ 275.42	\$ 283.68	\$ 292.20
Senior Principal Consultant	\$262.00	\$ 269.86	\$ 277.96	\$ 286.29
Principal Consultant II	\$241.30	\$ 248.54	\$ 256.00	\$ 263.68
Principal Consultant I	\$203.50	\$ 209.61	\$ 215.89	\$ 222.37
Senior Consultant	\$172.00	\$ 177.16	\$ 182.47	\$ 187.95
Staff Consultant	\$155.80	\$ 160.47	\$ 165.29	\$ 170.25
Associate Consultant	\$129.70	\$ 133.59	\$ 137.60	\$ 141.73
Program Manager	\$238.60	\$ 245.76	\$ 253.13	\$ 260.72
Project Manager II	\$227.80	\$ 234.63	\$ 241.67	\$ 248.92
Project Manager I	\$217.00	\$ 223.51	\$ 230.22	\$ 237.12
Contracts Administrator/Engagement Manager/Administration	\$130.60	\$ 134.52	\$ 138.55	\$ 142.71
Subject Matter Expert II	\$325.00	\$ 334.75	\$ 344.79	\$ 355.14
Subject Matter Expert I	\$308.80	\$ 318.06	\$ 327.61	\$ 337.43

ALL SERVICE RATES ARE TRAVEL AND EXPENSE INCLUSIVE. IF REMOTE WORK IS REQUESTED THE COST ASSOCIATED WITH THE TRAVEL AND EXPENSE WILL BE REMOVED FROM THE HOURLY RATE

Services rates are list price. Additional discounting may be negotiated at the task order level.