

| SKU                                                     | Unit                 | GBP   | Prerequisite / Additional Comments                                                                                                                          |
|---------------------------------------------------------|----------------------|-------|-------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Core User Bundles</b>                                |                      |       |                                                                                                                                                             |
| Certinia Suite User - Standard                          | Per User             | 239   | User has Full rights to Subscription & Usage Billing and/or Planning with additional Engine purchase.<br>Includes only Procurement, not full OPI.           |
| FM Cloud Full User - Standard                           | Per User             | 219   | User has Full rights to Subscription & Usage Billing and/or Planning with additional Engine purchase.<br>Includes only Procurement, not full OPI.           |
| Certinia Suite View User - Standard                     | Per User             | 36    | In order to use View Planning rights, user must also purchase Certinia Analytics View User.                                                                 |
| PS Cloud Premium User - Standard                        | Per User             | 132   | Note - User has Full rights to Subscription & Usage Billing with additional Engine purchase.                                                                |
| PS Cloud Full User - Standard                           | Per User             | 79    |                                                                                                                                                             |
| PS Cloud End User - Standard                            | Per User             | 36    | formerly PSA T&E User                                                                                                                                       |
| PS Cloud View User - Standard                           | Per User             | 24    |                                                                                                                                                             |
| PSA Resource                                            | Per User             | 8     | Does not include OEM Embedded license / no login.                                                                                                           |
| <b>FM Cloud Capability Add-ons</b>                      |                      |       |                                                                                                                                                             |
| Conga Engine for Financial Management                   | Per Customer         | 0     | Can only be used for FM Cloud                                                                                                                               |
| Subscription & Usage Billing Engine - Standard          | Per Customer         | 1,596 | Full use rights included with Certinia Suite User, FM Cloud Full User, and PS Cloud Premium User if purchased.                                              |
| Planning Engine - Standard                              | Per Customer         | 1,596 | Must also be utilizing Accounting Engine. Full use rights included with Certinia Suite User and FM Cloud Full User if engine is purchased.                  |
| Planning Contributor User                               | Per User             | 65    | Must purchase planning engine. Must purchase Certinia Analytics View User.                                                                                  |
| <b>Services Estimator</b>                               |                      |       |                                                                                                                                                             |
| Full Services Estimator Add-on for Full PSA User        | Per User             | 59    | Must have a Standard bundle inclusive of a PS Cloud Full User. Also need a SF Sales Cloud license.                                                          |
| View and Approve Services Estimator Add-on for PSA User | Per User             | 12    | Must have a Standard bundle inclusive of a PS Cloud Full User, PS Cloud End User, or PS Cloud View User.                                                    |
| <b>Certinia Analytics</b>                               |                      |       |                                                                                                                                                             |
| Certinia Analytics Full User                            | Per User             | 51    | Requires user to also have a license type with full use rights to the underlying product. (ie Full PS Cloud and/or Accounting use rights as applicable).    |
| Certinia Analytics View User                            | Per User             | 31    |                                                                                                                                                             |
| PSA Analytics View User                                 | Per User             | 16    |                                                                                                                                                             |
| Certinia Analytics Plus Starter Pack Add-on             | Per Initial 10 Users | 310   | Add-on requires user to have 10 Certinia Analytics Full Users.                                                                                              |
| Certinia Analytics Plus Add-on User                     | Per User             | 31    | Add-on requires user to have Certinia Analytics Full User rights.                                                                                           |
| <b>Communities</b>                                      |                      |       |                                                                                                                                                             |
| Certinia Community Member - Access                      | Per User             | 4     | Requires user to have the appropriate underlying SF Community license                                                                                       |
| Certinia Community Login - Access                       | Per Login            | 1     | Requires user to have the appropriate underlying SF Community license                                                                                       |
| Certinia Community Member                               | Per User             | 5     | Will include SF Customer license                                                                                                                            |
| Certinia Community Login                                | Per Login            | 1.5   | Will include SF Customer license                                                                                                                            |
| Certinia Community Premium Member                       | Per User             | 16    | Will include SF Customer Plus license                                                                                                                       |
| Certinia Community Premium Login                        | Per Login            | 4     | Will include SF Customer Plus license                                                                                                                       |
| <b>OPI</b>                                              |                      |       |                                                                                                                                                             |
| Order Procurement & Inventory Full User                 | Per User             | 77    |                                                                                                                                                             |
| Quoting/Sales Order User                                | Per User             | 39    |                                                                                                                                                             |
| Procurement User                                        | Per User             | 30    |                                                                                                                                                             |
| Self Service Requisition User                           | Per User             | 4     |                                                                                                                                                             |
| <b>Integration</b>                                      |                      |       |                                                                                                                                                             |
| Certinia Integration User                               | Per User             | 30    | No discounts allowed. Used for 3rd party integrations                                                                                                       |
| PSA Direct for Concur - Tier 1                          | Per Customer         | 310   | Less than 100 total PS Cloud Users (of any type, including PSA Resource). Any Concur user integrating to PSA needs to have at least a PSA resource license. |
| PSA Direct for Concur - Tier 2                          | Per Customer         | 692   | 100 to 499 total PS Cloud Users (of any type, including PSA Resource). Any Concur user integrating to PSA needs to have at least a PSA resource license.    |
| PSA Direct for Concur Tier 3                            | Per Customer         | 940   | 500 or more total PS Cloud Users (of any type, including PSA Resource). Any Concur user integrating to PSA needs to have at least a PSA resource license.   |
| PSA Direct for Jira - Tier 1                            | Per Integration      | 310   | Less than 50 integrating Jira users. Any Jira user integrating to PSA needs to have at least a PSA Resource license.                                        |
| PSA Direct for Jira - Tier 2                            | Per Integration      | 692   | 50 to 99 integrating Jira users. Any Jira user integrating to PSA needs to have at least a PSA Resource license.                                            |
| PSA Direct for Jira - Tier 3                            | Per Integration      | 940   | 100 or more integrating Jira users. Any Jira user integrating to PSA needs to have at least a PSA Resource license.                                         |

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|------------------------------------------------------|--------------|-------|--------------------------------------------------------------------------------------------------|
| <b>Sandboxes</b>                                     |              |       |                                                                                                  |
| Certinia Only OEM Full Sandbox                       | Per Sandbox  | 30%   | No discounts allowed. % of License Total.                                                        |
| Certinia Restricted Push Update Only Sandbox         | Per Sandbox  | 5%    | No discounts allowed. % of License Total.                                                        |
| Partial Sandbox                                      | Per Sandbox  | 15%   | No discounts allowed. % of License Total.                                                        |
| Developer Pro Sandbox                                | Per Sandbox  | 5%    | No discounts allowed. % of License Total.                                                        |
| <b>Storage</b>                                       |              |       |                                                                                                  |
| Data Storage - 500MB                                 | Per 500MB    | 96    | No discounts allowed                                                                             |
| Data Storage - 10GB                                  | Per 10GB     | 750   | No discounts allowed                                                                             |
| File Storage - 10 GB                                 | Per 10GB     | 160   | No discounts allowed                                                                             |
| <b>Training &amp; Support Offers</b>                 |              |       |                                                                                                  |
| Navigator Premier                                    | Per Customer | 20%   | Charged as % of license or \$10,000 annual minimum.                                              |
| Navigator Premier (minimum)                          | Per Customer | 7,890 | Reflects annual charge                                                                           |
|                                                      |              |       |                                                                                                  |
| On-Demand Training                                   | Per Customer |       | Included with all regular internal user licenses (excluding Communities, Analytics, PS Resource) |
| PSA Fundamentals Training                            | Per Seat     | 1,400 | No discounts allowed                                                                             |
| Accounting Fundamentals Training                     | Per Seat     | 1,400 | No discounts allowed                                                                             |
| BC Fundamentals Training                             | Per Seat     | 1,400 | No discounts allowed                                                                             |
| Accounting System Administration Essentials Training | Per Seat     | 1,400 | No discounts allowed                                                                             |
| PSA System Administrator Essentials                  | Per Seat     | 1,400 | No discounts allowed                                                                             |
| PSA Revenue Forecasting Workshop                     | Per Seat     | 370   | No discounts allowed                                                                             |
| Services Estimator Workshop                          | Per Seat     | 370   | No discounts allowed                                                                             |
| CS Cloud Fundamentals Workshop                       | Per Seat     | 370   | No discounts allowed                                                                             |