
City of Gallup - Negometrix Price Proposal

1 message

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Good Morning Frances,

Below is a break-down of the pricing for the buyer licenses. I know it's a bit lengthy, but I want you to be able to have all the information to make a decision that is best for your organization. As we discussed the information below will detail the pricing for 2 buyer's licenses. These prices would be applicable after the 6 months free trial. In response to the pandemic and in an effort to assist your organization in your switch to a digital platform, all implementation and training fees have been waived.

I'll first explain what a license subscription entails and next, I'll address our pricing component.

Lead-Buyer licenses (2x) - what it entails

Negometrix differentiates between the actual purchasing professionals and all other users. Purchasing professionals ('Lead-buyers'), need a named user license. All other users (e.g. initiators, evaluators, auditors, approval managers, etc.) use Negometrix free of charge; just like your suppliers. Lead buyers have access to all the functionalities you viewed in the demo.

A **Lead-buyer license** includes the ability to:

- Create an unlimited number of solicitations
- Add an unlimited amount of profiles for colleagues (without extra managerial or administrative fees) and set their rights in your organization's procurement activities.
- Broadcast solicitations for responses from suppliers (and/or by invitation)
- Activate and Manage the Question & Answer functionality (other users can view and respond!)
- Manage the evaluations: Assign weights and scoring rules to response sections, assign evaluators, monitor progress, edit evaluations, and share results
- Template functionality: Different types of solicitations can be templated for re-use in similar projects. They provide a quick and easy launch in your projects.
- Draft tabulations and reports
- Awarding Communications to internal and external stakeholders

With the purchase of at least 1 Lead-buyer license, all functionalities listed below are included for all other users for free (e.g. initiators, evaluators, auditors, approval managers, etc.).

Some of the key features for **non-licensees** are:

- Help plan and prepare solicitations
- Answer supplier questions (optional)
- Evaluate the responses of suppliers
- View critical steps in every solicitation
- Access to the automated decision-making tooling.
- Access to all solicitations of the organization: planned, current and archived
- A safe working environment. Negometrix is ISO certified, service and management of the platform meets the highest safety standards according to ISO 27001.

Pricing & Discounts

1. The first 6-months will be at no charge.
2. In response to the COVID pandemic, we will waive all implementation & training fees
3. Negometrix applies multi-year agreement discounts (if more than one license is purchased).

If you want to continue using our software after the initial 6-month trial, prices are quoted in line with the below table, in combination with the multi-year discounts.

Please reference the table below.

- The left column of the table shows the price per license per year, given the number of licenses in that row. (i.e. the first license base cost is \$3,900, the second one is discounted at \$2,900, the third is \$2,700, and so on...)

- The right column reflects the total cumulative price per year, for so many licenses. For 2 licenses the cumulative total is \$6,800 annually (i.e. \$3,900 + \$2,900 = \$6,800)

- Signing a multiple-year contract results in following discounts:

2 year contract = 30% Discount

3 year contract = 35% Discount

4 year contract = 40% Discount

These discounts are applied for the life of the contract.

Examples:

- 2 lead-buyer licenses under a **2-year contract** = $0.70 * \$6,800 = \$4,760$ per year

- 2 Lead-buyer licenses under a **3-year contract** = $0.65 * \$6,800 = \$4,425$ per year

- 2 Lead-buyer licenses a **4-year contract** = $0.60 * \$6,800 = \$4,080$ per year

Lead Buyer License		
Number of Licenses	Cost per License	Cumulative Price
1	\$3,900	\$3,900
2	\$2,900	\$6,800
3	\$2,700	\$9,500
4	\$2,500	\$12,000
5	\$2,300	\$14,300
6	\$2,200	\$16,500
7	\$2,100	\$18,600
8	\$2,000	\$20,600
9	\$1,900	\$22,500
10	\$1,900	\$24,400
11+	Custom Pricing	

I hope this helps. If you have any questions, suggestions or otherwise, please do not hesitate to contact me.

We are very flexible and genuinely would like to help your department. Have a great day.

Best Regards,
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