

The following tables represent the ESI Enterprise Software Agreement discounts below Telos' GSA offering.

Xacta IA Product Offering	BPA Disc Price
<b>Xacta IA Manager Software</b> Covers the full Xacta IA Manager Software offering on GSA to include but not limited to Assessment Engine, Continuum, and Process Enforcer licenses.	<b>6.5%</b>
<b>Xacta IA Manager Software Maintenance</b> Covers the annual maintenance and reinstatement of maintenance of the Xacta IA Manager Software offering on GSA.	<b>5%</b>

**NOTE:**  
1. Discounts are applied to GSA price. Resulting BPA price will include the ACT Fee.

Automated Messaging (AMHS) Product Offering	BPA Disc Price 1 - 4	BPA Disc Price 5 +
<b>AMHS</b> - family product line to include: small, medium, and large software suites, automatic failover suite, user packs, certificate reader, legacy interface, lab suite, Tactical messaging capability, and upgrades.	<b>4%</b>	<b>4%</b>
<b>AMHS Maintenance</b> - annual maintenance for small, medium, and large suites, as well as applicable reinstatement of maintenance fees.	<b>5%</b>	<b>5%</b>
<b>AMHS Regional Messaging Node</b> - product line items	<b>10%</b>	<b>40%</b>
<b>AMHS Regional Messaging Node</b> - annual maintenance	<b>4%</b>	<b>4%</b>
<b>AMHS Regional Messaging Node</b> - reinstatement of maintenance	<b>4%</b>	<b>4%</b>

**NOTE:**  
1. Discounts apply only at time of purchase and are not cumulative to quantities purchased previously.  
2. Discounts are applied to GSA price. Resulting BPA price will include the ACT Fee.

Professional Services	BPA Disc Price
<b>All Professional Services</b>	<b>4%</b>

**NOTE:**  
1. Orders for professional services will be placed in accordance with the instructions contained in Telos' GSA Schedule.  
2. Orders for professional services may be time and material (T&M) or firm-fixed price (FFP).  
3. Additional spot discounting may be offered on an individual order basis.  
4. Discounts are applied to GSA price. Resulting BPA price will include the ACT Fee.

Training	BPA Disc Price
<b>Xacta IA Manager Training Credits</b>	<b>5%</b>
<b>AMHS Training</b>	<b>5%</b>

**NOTE:**  
1. Discounts are applied to GSA price. Resulting BPA price will include the ACT Fee.