

Laserfiche[®]

Run Smarter[®]

Laserfiche Software Catalog and Pricing Scenarios

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Laserfiche Solutions Group
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Pricing Considerations

The Laserfiche Rio RME ECM platform offers unrivaled bundled functionality and deployment flexibility to meet the unique needs across the entire state of Alabama. Because Laserfiche Rio is licensed purely by named user and bundles all core system components the greatest value we can offer ISD is a discount at the named user license level. Additionally, we look to extend volume discount pricing based on the collective license volume across all state agencies. This makes for a more economical investment as each agency benefits from a lower unit license acquisition cost and annual unit license renewal cost for each agency as the system expands throughout the state.

Bundled functionality offered through the licensing of Laserfiche Rio named users includes:

- Unlimited Laserfiche application servers & repositories optimized for Oracle and MS SQL to support Production, COOP, DR, Test, DEV, and Training environments
- Records management functionality that is DoD 5015.2 certified as a stand-alone platform as well as jointly with Microsoft SharePoint 2010
- Laserfiche Advanced Audit Trail for comprehensive managerial and compliance oversight
- Laserfiche Workflow Suite for powerful business process management capabilities
- Laserfiche Web Access full-featured Web-based client interface
- Laserfiche & Microsoft SharePoint Integration
- Laserfiche Mobile client for iPhone and iPads
- Laserfiche Digital Signatures
- Laserfiche Forms
- Desktop and Web Administration Consoles

As detailed above, Laserfiche Rio offers all the core system components necessary to support the ECM requirements of a large enterprise. This section highlights key features available to the State with an investment in Laserfiche Rio. Extended functionality available as modular add-ons that enhances the core Laserfiche Rio platform has been denoted with an asterisk (*).

Laserfiche Workflow Suite

The Laserfiche Workflow system is built on the Windows Workflow Foundation, provides an intuitive graphical interface for defining business processes, bundles a comprehensive set of pre-configured activities and provides comprehensive search and reporting tools. Laserfiche Workflow is an extensible workflow platform providing an embedded script editor, supporting custom activities and bundling a SDK so workflows and activities can be triggered from other systems programmatically.

Formal Records Management Capabilities

Laserfiche Rio RME provides DoD certified records management capabilities that will allow the state to automatically adhere to record keeping rules. In reality, a majority of the records currently managed by Laserfiche have formal retention parameters, and the system can be configured to automatically classify and file all documents as they're captured and apply retention rules. By building out a formal file plan,



record keeping rules can be automatically enforced and the system's audit trail will provide transparency throughout the entire lifecycle for all content in the system. This forward looking strategy will provide compliance with current regulations and will simplify the adoption of any new regulations. Because Laserfiche provides the ability to implement records management "transparently," adding this functionality won't add additional overhead for the average users of the system.

Laserfiche Advanced Audit Trail

In today's evolving regulatory environment, customers are increasingly required to comply with a variety of regulations and have accurate knowledge of their business processes. Laserfiche Advanced Audit Trail meets the executive oversight and compliance needs of organizations no matter how strict their regulatory or internal auditing standards are. Advanced Audit Trail records all user activity and changes in security settings so that management and system administrators can monitor system activity from all angles including:

- Track who assigns which rights to which users
- Maintain records of searches performed in the Laserfiche repository
- Require users to submit reasons for printing, e-mailing and exporting documents
- Enforce the application of Watermarks containing the name of the user responsible for printing, or other information

The Advanced Audit Trail tracks what user accesses data in the repository, as well as changes made to the repository. Users can then generate reports on the life-cycle of documents and who has accessed them. Additionally, activity in the repository can set up event logging according to individual users. This allows a more finely grained auditing configuration that tracks only the data that a particular customer needs. Advanced Audit Trail also features the tracking of failed attempts to change content in the repository, giving more insight into user activities.

Unlimited Deployment Flexibility and Administration

Unlimited Servers and Repositories

Because Laserfiche Rio employs a named user model, the system bundles functionality and provides for the deployment of unlimited server components including the Laserfiche Server, Web Access servers, Workflow servers, and Forms servers. This model provides a great deal of deployment flexibility so the system can be scaled as usage grows, can be deployed to ensure business continuity in case of a disaster and allows for unlimited test, development and training environments.

Additionally, the Laserfiche Content Server provides document imaging, document management and records management capabilities baked into the core system architecture and is configured and managed through a single administration interface. The system has been certified as compliant with the DoD 5015.2 and VERS standards so Alabama can be confident that it provides the records management, security, auditing and information integrity functionality necessary.

License Manager

The Laserfiche Rio License Manager offers straightforward management of your Laserfiche licenses. Should the state require an additional production, development or test environment, administrators can



simply generate the necessary licenses without having to contact Laserfiche or waiting for a potentially lengthy procurement to complete.

Active Directory Synchronization

In order to streamline the management of named users the Laserfiche Rio License Manager provides native Active Directory subscriptions. Therefore, when changes are detected within monitored Active Directory groups, Laserfiche License Manager can update and reallocate user licenses accordingly.

Web Administration Console

The Laserfiche Web Administration Console is an administrative tool that provides secure access to your Laserfiche repository for authorized users via an Internet browser, making administration more flexible.

The Web Administration Console features all of the functionality of the desktop Laserfiche Administration Console in a more intuitive design. This means administrators can work in their repositories from anywhere, including remote sites, client computers, and even mobile devices, easily and securely. Because it is a Web-based application, Web Admin only needs to be installed once and then can be accessed by any authorized user at your organization using a Web browser.

Choice of Interface

Laserfiche Web Access

Laserfiche Web Access is a Web browser-based thin client offering virtually all of the document management capabilities of the standard Laserfiche interface. Web Access allows IT staff to roll out high-volume Laserfiche access without increasing your organization's application support burden. Authorized users organization-wide enjoy simultaneous access to documents, whether they are using the corporate intranet or logging in from a regional office. Implementation of Web Access is simple and can be completed in a matter of hours with no need for HTML coding. The Web Access interface is easily customized and can be tailored and integrated with any organization's own website for employee single sign-on. Web Access is a .NET application and requires Microsoft IIS (Internet Information Services).

Laserfiche Web Access also presents a host of integration capabilities. Each document and folder stored in Laserfiche is associated with a distinct URL that can easily be presented within a line of business applications for straight forward image-enablement.

Laserfiche Mobile

With Laserfiche Rio, Laserfiche Web Access becomes a mobile computing platform that provides much more functionality than simply providing access to information through a browser. The Laserfiche Mobile apps for the iPhone and iPad are bundled with the system. Both applications take advantage of the immersive user experience of each device and the integrated Laserfiche Photo Docs technology allows documents to be scanned directly into the system using the integrated cameras.



Laserfiche Forms

Laserfiche Forms is a Web application that enables you to capture and work with information via Web-based forms. In Laserfiche Forms, forms and their associated business processes are created within an intuitive designer that dictates how the collected information is routed and worked with. Laserfiche Forms allows you to:

- Capture and work with information in Web-based forms
- Use public forms to extend participation to users beyond your organization*
- Integrate with Workflow for processing outside of Laserfiche Forms
- Send e-mail notifications to participants
- Save submitted forms to your Laserfiche repository
- Attach documents for automated import and filing in the Laserfiche system

Digital Signatures

Laserfiche Rio provides native digital signature capabilities and signing documents is tied into the workflow system, so business processes requiring signature or formal approval can be automated through workflow. The system provides additional functionality to verify signatures which facilitates the ability to accept signed documents digitally and further extend the automation of business processes.

Laserfiche SDK*

Laserfiche presents a number of options for creating integrations with other software systems. At the most fundamental level we provide an SDK that has .NET, COM, and Java libraries. The .NET and COM interfaces are used by our own developers whenever they create software that communicates with the Laserfiche Server, so they are full featured and straight-forward to use. Beyond coding an integration using the SDK, Laserfiche is capable of both pulling data from other systems, and pushing data to other systems without any programming, with the use of pre-built Laserfiche Workflow activities.

The SDK is something that can be used by anyone with a basic knowledge of programming. We have over eighty integration partners, and they all remark on how straight-forward the SDK is to use. So, many customers elect to create, support and extend their own integrations themselves.

Laserfiche offers a number of self-help resources for people working with the SDK. We have a Code Library where developers can view sample code and projects for most common tasks, a Solution Exchange where users can learn how other users have implemented functionality, and an on-line forum, monitored daily by members of Development, where SDK related questions are asked and answered. Additionally, through our Certified Professional Program, we offer on-line training on the SDK that is self-paced.

Laserfiche Public Portal License*

The Laserfiche Public Portal Licenses for Rio combine unlimited Laserfiche WebLink server installations with licensing for external or unlicensed users to access a single Laserfiche server's contents through the WebLink software. There are four different Laserfiche Public Portal Licenses available to Rio customers. The appropriate option(s) depend on the number of simultaneous user connections through WebLink in



combination with the number of CPU's powering the Laserfiche Server that the Public Portal License is connected to.

Pilot Public Portal: 25 concurrent Portal connections; unlimited CPU Laserfiche Server

Public Portal - Single CPU: Unlimited Portal connections; single CPU Laserfiche Server

Public Portal - Dual CPU: Unlimited Public Portal connections; dual CPU Laserfiche Server

Public Portal - Multi CPU: Unlimited Portal connections; unlimited CPU Laserfiche Server

Enterprise Public Portal: Unlimited Portal connections to an unlimited number of Laserfiche Servers; unlimited CPU Laserfiche Server

Quick Fields Bundles*

Much like the bundled functionality of the core Rio offering, Laserfiche delivers its Quick Fields software for Rio in logical functional bundles. As we investigated the usage of Quick Fields in enterprise deployments it became apparent that we could offer customers more value by bundling together the functionality they really needed at an affordable price rather than forcing them to make a decision between two add-ons. Laserfiche Quick Fields is licensed per machine, not per user, so each work station will need its own license.

Quick Fields

Quick Fields Basic: Quick Fields and Validation packages for Bar Code and Real-Time Look Up

Quick Fields Core: Quick Fields Basic plus Quick Fields Scripting Kit and Zone OCR

Quick Fields Classify: Quick Fields Core plus Document Classification

Quick Fields Context: Quick Fields Core plus Forms Alignment, Forms Identification, Forms Extractor, Optical Mark Recognition and Auto Stamp/Redaction/Bates Numbering

Quick Fields Complete: All of the above

Quick Fields Agent: Paired with any of the above bundles allows for Quick Fields sessions to run unattended

Integration Tools

HDC Program

This program exports information from the Laserfiche template to a text file that is then able to be uploaded to TBA to create all patient records in TBA. The program is widely used to upload demographic data but can also be used for coding data as well. Using this program eliminates data entering the patient demographic information another separate system or systems.

Zero Page Program

This program creates a document within Laserfiche containing all patient demographic information and then adds this demographic data to a Laserfiche template. This process works by processing an HDC file (.txt, HL7, etc.) provided to you by a location (hospital, clinic, doctor's office, etc.) Using this program allows a document to be automatically created in Laserfiche and eliminates the need for data entry of the demographic data. Furthermore, the same file that is used with our program can be used with TBA, eliminating data entry of demographic data completely.



OCR Scheduler

OCR Scheduler, which works with Laserfiche and MS Windows Scheduler, searches for documents to OCR from the criteria you choose – by folder, creation date or other template fields – and runs this task when you decide. This gives you the option to OCR document batches in an automated fashion and even after hours to avoid delays during busy peak hours of the business day. The main benefit is that it requires no user interaction for documents to be OCR'd. Also, performance of document scanning typically increases, as indexing tends to slow down if turned on during the scanning of documents. Finally, it works as a self-auditing OCR tool by displaying which documents were or were not included in the scheduled OCR run.

Export Program

Export program allows documents to be manually or automatically exported from a Laserfiche repository to a predetermined network location. This utility also offers the option to dynamically update template data in real time for the documents which are being exported. The user can specify the frequency of the export routines through the MS Windows scheduled tasks utility. In addition to exporting the documents, the JPI Export utility also keeps an audit log of the activity so that users can verify that documents were exported successfully. This program exports documents based on whatever search criteria you choose out of Laserfiche in PDF format.

Ancora Software

AncoraDocs converts invoices to digital format, capturing data and posting payment information to ERP and accounting systems.

Tableau Software

Tableau complements your natural ability to understand data visually. The technology lets you create rich analyses and share your insights with colleagues in seconds.

Check 21 Solution

Check 21 allows for reading of scanned checks and has the ability to create a batch for deposit with your bank.



Laserfiche Software Catalog

The following pricing and discounts have been calculated at MSRP.

Product	Volume Tier	License Unit Cost	Basic LSAP	Premium LSAP	24/7 LSAP	Qty Discount	License Unit Cost	Basic LSAP	Premium LSAP	24/7 LSAP
Lf Rio RME Named Full Users with Forms for MS SQL										
		Catalog Pricing				%	Target Pricing			
ENFPL25	25 Users	\$1,296.00	\$216.00	\$291.60	\$378.00	44%	\$720.00	\$120.00	\$162.00	\$210.00
ENFPL50	50 Users	\$1,200.00	\$200.00	\$270.00	\$350.00	44%	\$720.00	\$120.00	\$162.00	\$210.00
ENF01	100 Users	\$1,008.00	\$168.00	\$226.80	\$294.00	44%	\$720.00	\$120.00	\$162.00	\$210.00
ENF02	200 Users	\$864.00	\$144.00	\$194.40	\$252.00	44%	\$720.00	\$120.00	\$162.00	\$210.00
ENF05	500 Users	\$720.00	\$120.00	\$162.00	\$210.00	56%	\$576.00	\$96.00	\$129.60	\$168.00
ENF10	1000 Users	\$576.00	\$96.00	\$129.60	\$168.00	61%	\$504.00	\$84.00	\$113.40	\$147.00
ENF15	1500 Users	\$504.00	\$84.00	\$113.40	\$147.00	67%	\$432.00	\$72.00	\$97.20	\$126.00
ENF20	2000 Users	\$432.00	\$72.00	\$97.20	\$126.00	71%	\$374.40	\$62.40	\$84.24	\$109.20
ENF30	3000 Users	\$374.40	\$62.40	\$84.24	\$109.20	74%	\$331.20	\$55.20	\$74.52	\$96.60
ENF40	4000 Users	\$331.20	\$55.20	\$74.52	\$96.60	78%	\$288.00	\$48.00	\$64.80	\$84.00
ENF50	5000 Users	\$288.00	\$48.00	\$64.80	\$84.00	79%	\$273.60	\$45.60	\$61.56	\$79.80
ENF60	6000 Users	\$273.60	\$45.60	\$61.56	\$79.80	80%	\$259.20	\$43.20	\$58.32	\$75.60
ENF70	7000 Users	\$259.20	\$43.20	\$58.32	\$75.60	81%	\$244.80	\$40.80	\$55.08	\$71.40
ENF80	8000 Users	\$244.80	\$40.80	\$55.08	\$71.40	82%	\$230.40	\$38.40	\$51.84	\$67.20
ENF90	9000 Users	\$230.40	\$38.40	\$51.84	\$67.20	83%	\$216.00	\$36.00	\$48.60	\$63.00
ENF100	10000 Users	\$216.00	\$36.00	\$48.60	\$63.00	85%	\$194.40	\$32.40	\$43.74	\$56.70
ENF200	20000 Users	\$194.40	\$32.40	\$43.74	\$56.70	87%	\$172.80	\$28.80	\$38.88	\$50.40
ENF300	30000 Users	\$172.80	\$28.80	\$38.88	\$50.40	88%	\$158.40	\$26.40	\$35.64	\$46.20
ENF400	40000 Users	\$158.40	\$26.40	\$35.64	\$46.20	89%	\$144.00	\$24.00	\$32.40	\$42.00
ENF500	50000 Users	\$144.00	\$24.00	\$32.40	\$42.00	89%	\$144.00	\$24.00	\$32.40	\$42.00



Product	Volume Tier	License Unit Cost	Basic LSAP	Premium LSAP	24/7 LSAP	Qty Discount	License Unit Cost	Basic LSAP	Premium LSAP	24/7 LSAP
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Lf Rio RME Named Retrieval Users for MS SQL

		Catalog Pricing				%	Target Pricing			
ENR2	200 Users	\$264.00	\$44.00	\$59.40	\$77.00	50%	\$132.00	\$22.00	\$29.70	\$38.50
ENR10	1000 Users	\$132.00	\$22.00	\$29.70	\$38.50	50%	\$132.00	\$22.00	\$29.70	\$38.50
ENR100	10000 Users	\$50.16	\$8.36	\$11.29	\$14.63	83%	\$44.88	\$7.48	\$10.10	\$13.09
ENR200	20000 Users	\$44.88	\$7.48	\$10.10	\$13.09	88%	\$33.00	\$5.50	\$7.43	\$9.63
ENR500	50000 Users	\$33.00	\$5.50	\$7.43	\$9.63	88%	\$33.00	\$5.50	\$7.43	\$9.63



Product	Volume Tier	License Unit Cost	Basic LSAP	Premium LSAP	24/7 LSAP	Qty Discount	License Unit Cost	Basic LSAP	Premium LSAP	24/7 LSAP
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Lf Rio RME Named Full Users with Forms for Oracle

		Catalog Pricing				%	Target Pricing			
ENFPL25	25 Users	\$1,404.00	\$234.00	\$315.90	\$409.50	44%	\$780.00	\$130.00	\$175.50	\$227.50
ENFPL50	50 Users	\$1,300.00	\$216.67	\$292.50	\$379.17	44%	\$780.00	\$130.00	\$175.50	\$227.50
ENF01	100 Users	\$1,092.00	\$182.00	\$245.70	\$318.50	44%	\$780.00	\$130.00	\$175.50	\$227.50
ENF02	200 Users	\$936.00	\$156.00	\$210.60	\$273.00	44%	\$780.00	\$130.00	\$175.50	\$227.50
ENF05	500 Users	\$780.00	\$130.00	\$175.50	\$227.50	56%	\$624.00	\$104.00	\$140.40	\$182.00
ENF10	1000 Users	\$624.00	\$104.00	\$140.40	\$182.00	61%	\$546.00	\$91.00	\$122.85	\$159.25
ENF15	1500 Users	\$546.00	\$91.00	\$122.85	\$159.25	67%	\$468.00	\$78.00	\$105.30	\$136.50
ENF20	2000 Users	\$468.00	\$78.00	\$105.30	\$136.50	71%	\$405.60	\$67.60	\$91.26	\$118.30
ENF30	3000 Users	\$405.60	\$67.60	\$91.26	\$118.30	74%	\$358.80	\$59.80	\$80.73	\$104.65
ENF40	4000 Users	\$358.80	\$59.80	\$80.73	\$104.65	78%	\$312.00	\$52.00	\$70.20	\$91.00
ENF50	5000 Users	\$312.00	\$52.00	\$70.20	\$91.00	79%	\$296.40	\$49.40	\$66.69	\$86.45
ENF60	6000 Users	\$296.40	\$49.40	\$66.69	\$86.45	80%	\$280.80	\$46.80	\$63.18	\$81.90
ENF70	7000 Users	\$280.80	\$46.80	\$63.18	\$81.90	81%	\$265.20	\$44.20	\$59.67	\$77.35
ENF80	8000 Users	\$265.20	\$44.20	\$59.67	\$77.35	82%	\$249.60	\$41.60	\$56.16	\$72.80
ENF90	9000 Users	\$249.60	\$41.60	\$56.16	\$72.80	83%	\$234.00	\$39.00	\$52.65	\$68.25
ENF100	10000 Users	\$234.00	\$39.00	\$52.65	\$68.25	85%	\$210.60	\$35.10	\$47.39	\$61.43
ENF200	20000 Users	\$210.60	\$35.10	\$47.39	\$61.43	87%	\$187.20	\$31.20	\$42.12	\$54.60
ENF300	30000 Users	\$187.20	\$31.20	\$42.12	\$54.60	88%	\$171.60	\$28.60	\$38.61	\$50.05
ENF400	40000 Users	\$171.60	\$28.60	\$38.61	\$50.05	89%	\$156.00	\$26.00	\$35.10	\$45.50
ENF500	50000 Users	\$156.00	\$26.00	\$35.10	\$45.50	89%	\$156.00	\$26.00	\$35.10	\$45.50



Product	Volume Tier	License Unit Cost	Basic LSAP	Premium LSAP	24/7 LSAP	Qty Discount	License Unit Cost	Basic LSAP	Premium LSAP	24/7 LSAP
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Lf Rio RME Named Retrieval Users for Oracle

Product	Volume Tier	Catalog Pricing				%	Target Pricing			
		License Unit Cost	Basic LSAP	Premium LSAP	24/7 LSAP		License Unit Cost	Basic LSAP	Premium LSAP	24/7 LSAP
ENR2	200 Users	\$288.00	\$48.00	\$64.80	\$84.00	50%	\$144.00	\$24.00	\$32.40	\$42.00
ENR10	1000 Users	\$144.00	\$24.00	\$32.40	\$42.00	50%	\$144.00	\$24.00	\$32.40	\$42.00
ENR100	10000 Users	\$54.72	\$9.12	\$12.31	\$15.96	83%	\$48.96	\$8.16	\$11.02	\$14.28
ENR200	20000 Users	\$48.96	\$8.16	\$11.02	\$14.28	88%	\$36.00	\$6.00	\$8.10	\$10.50
ENR500	50000 Users	\$36.00	\$6.00	\$8.10	\$10.50	88%	\$36.00	\$6.00	\$8.10	\$10.50

Product	Description	License Unit Cost	Basic LSAP	Premium LSAP	24/7 LSAP	Qty Discount
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Laserfiche Portal Licenses

EPFRM	Lf Forms Portal	\$9,594.00	\$1,599.00	\$2,158.65	\$2,798.25	0%
EPFRMX	Lf Enterprise Forms Portal	\$28,800.00	\$4,800.00	\$6,480.00	\$8,400.00	0%
PPM25	Lf Pilot Public Portal	\$30,000.00	\$5,000.00	\$6,750.00	\$8,750.00	0%
PPX	Lf Public Portal	\$54,000.00	\$9,000.00	\$12,150.00	\$15,750.00	0%
PPX2	Lf Public Portal for dual CPU machine	\$60,000.00	\$10,000.00	\$13,500.00	\$17,500.00	0%
PPMX	Lf Public Portal for multiprocessor machine	\$90,000.00	\$15,000.00	\$20,250.00	\$26,250.00	0%
EPPMX	Lf Enterprise Public Portal	\$270,000.00	\$45,000.00	\$60,750.00	\$78,750.00	0%



Product	Description	License Unit Cost	Basic LSAP	Premium LSAP	24/7 LSAP	Qty Discount
<i>Capture Tools</i>						
QC5	Lf Quick Fields	\$714.00	\$119.00	\$160.65	\$208.25	0%
QC4	Lf Quick Fields Basic	\$3,000.00	\$500.00	\$675.00	\$875.00	0%
QC1	Lf Quick Fields Core	\$6,000.00	\$1,000.00	\$1,350.00	\$1,750.00	0%
QC2	Lf Quick Fields Classify	\$9,000.00	\$1,500.00	\$2,025.00	\$2,625.00	0%
QC3	Lf Quick Fields Context	\$12,000.00	\$2,000.00	\$2,700.00	\$3,500.00	0%
QCX	Lf Quick Fields Complete	\$18,000.00	\$3,000.00	\$4,050.00	\$5,250.00	0%
QFA	Lf Quick Fields Agent	\$12,000.00	\$2,000.00	\$2,700.00	\$3,500.00	0%
IA	Lf Import Agent	\$1,800.00	\$300.00	\$405.00	\$525.00	0%
SC01	Lf ScanConnect	\$198.00	\$33.00	\$44.55	\$57.75	0%
SC05	Lf ScanConnect 5-pack	\$792.00	\$132.00	\$178.20	\$231.00	0%
SC10	Lf ScanConnect 10-pack	\$1,098.00	\$183.00	\$247.05	\$320.25	0%
<i>Additional Components</i>						
PLUS1	Laserfiche Plus - 5 Seats	\$12,000.00	\$2,000.00	\$2,700.00	\$3,500.00	0%
PLUS2	Laserfiche Plus - 1 Seat	\$5,400.00	\$1,600.00	\$1,900.00	\$2,200.00	0%
TK	Laserfiche SDK	\$3,250.00	\$750.00	\$1,000.00	\$1,250.00	0%
<i>Integration Tools</i>						
JPI1	HDC Program	\$5,400.00	\$900.00	\$1,215.00	\$1,575.00	0%
JPI2	Zero Page Program	\$5,400.00	\$900.00	\$1,215.00	\$1,575.00	0%
JPI3	OCR Scheduler	\$5,400.00	\$900.00	\$1,215.00	\$1,575.00	0%
JPI4	Export Program	\$5,400.00	\$900.00	\$1,215.00	\$1,575.00	0%
JPI5	Ancora Software	\$11,400.00	\$1,900.00	\$2,565.00	\$3,325.00	0%
JPI6	Tableau Software	\$3,600.00	\$600.00	\$810.00	\$1,050.00	0%
JPI7	Check 21 Solution	\$11,400.00	\$1,900.00	\$2,565.00	\$3,325.00	0%



Laserfiche Professional Services Catalog

This pricing outlines the professional services rates to implement, configure and support Laserfiche software.

Product	Description	Roles	Catalog Rate/hr.	Discount	Target Rate/hr.
Consulting Services					
Consult	Requirements Analysis & Solution Design	Solutions Engineer	\$195.00	5%	\$185.25
Consult	Implementation Consulting	Solutions Engineer	\$195.00	5%	\$185.25
PM	Project Management	Project Manager	\$195.00	5%	\$185.25
Installation & Implementation Services					
Install	Installation of Lf-related Software Components	Solutions Engineer, Technical Engineer	\$195.00	5%	\$185.25
Consult	Requirements Analysis & Solution Design		\$187.50	5%	\$178.13
PM	Project Management		\$187.50	5%	\$178.13
Training Services					
Train	End-User Training (10 people)	Solutions Engineer, Support Engineer	\$195.00	5%	\$185.25
Train	Quick Fields Training	Solutions Engineer, Support Engineer	\$195.00	5%	\$185.25
Train	Workflow Training	Solutions Engineer, Support Engineer	\$195.00	5%	\$185.25
Train	Advanced End-User Training (10 people)	Solutions Engineer, Support Engineer	\$195.00	5%	\$185.25
Train	System Administrator Training (2 people)*	Solutions Engineer	\$195.00	5%	\$185.25
Customization/Integration/Database Conversion					
Program 1	Integration Services & Database Migration	Solutions Engineer	\$260.00	5%	\$247.00
SDK Consult	SDK Consulting	Solutions Engineer	\$260.00	5%	\$247.00
Program 2	Core System Customization & Integration	Senior Software Engineer	\$390.00	5%	\$370.50
Product	Description	Roles	Catalog Rate	Discount	Target Rate
LSG Professional Services Post Implementation Support Services					
VIP001	VIP PS Support Package Level 1- Up to 80 hours	Solutions Engineer, Support Engineer	\$15,000.00	20%	\$12,000.00
VIP002	VIP PS Support Package Level 2- Up to 40 hours	Solutions Engineer, Support Engineer	\$7,500.00	20%	\$6,000.00
VIP003	VIP PS Support Package Level 3- Up to 24 hours	Solutions Engineer, Support Engineer	\$4,500.00	20%	\$3,600.00



Professional Services Roles

Project Manager

The Project Manager role involves coordinating day-to-day client project tasks and activities; monitoring and controlling timelines; project timelines; facilitating resolution of project issues; issue escalation; controlling project scope and changes; reviewing project deliverables, and obtaining internal approvals.

Senior Software Engineer

The type of work provided by this individual involves defining the initial scope of more complex customizations and integrations as well as management of Development personnel to perform the work required in those projects. These projects can involve re-architecting certain aspects of the Laserfiche Server or Client to provide extra functionality required by the end user or integrations with 3rd party products that require the use of higher level languages such as Visual C++, C#, or Java.

Software Engineer

The type of work provided by this individual involves the programming work required by more complex projects. The work entails defining the initial scope of more complex customizations and integrations as well as management of Development personnel to perform the work required in those projects. The work performed will usually involve someone with experience in a high level programming language such as Visual C++ or Java.

Solutions Engineer

The type of work provided by this individual can be considered the core set of services that the Professional Services Group provides. Billable work includes integrations with 3rd party products using Visual Basic, Laserfiche Integrator's Toolkit, database conversions from other document management products to Laserfiche, training on more complex products such as Quick fields and the Toolkit, and defining how a Laserfiche system is to be implemented within an organization.

Support Engineer

The type of work provided by this individual is primarily for training services on the entire suite of Laserfiche products, from standard end-user training to more advanced products such as Workflow and Quick Fields.



Attachment B - Simple/Centralized Licensing Target

Initial Software Acquisition Costs

Product	Description	Qty	Catalog Price	Discount	Extended Price	Target Price
Laserfiche User Licenses						
ENF05	Lf Rio RME Named Full Users for SQL	35	\$1,296.00	44.44%	\$720.00	\$25,200.00
Capture Tools						
QC2	Quick Fields Classify	1	\$9,000.00	0.00%	\$9,000.00	\$9,000.00
IA	Laserfiche Import Agent	1	\$1,800.00	0.00%	\$1,800.00	\$1,800.00
SC01	Laserfiche ScanConnect	2	\$198.00	0.00%	\$198.00	\$396.00
Software Total						\$36,396.00
First Year's Annual Maintenance Total						N/A

Annual Maintenance Renewal Costs

Product	Description	Qty	Catalog Price	Discount	Extended Price	Target Price
Laserfiche User Licenses						
ENF05B	Lf Rio RME Named Full Users for SQL LSAP	35	\$216.00	44.44%	\$120.00	\$4,200.00
Capture Tools						
QC2B	Quick Fields Classify LSAP	1	\$1,500.00	0.00%	\$1,500.00	\$1,500.00
IAB	Laserfiche Import Agent LSAP	1	\$300.00	0.00%	\$300.00	\$300.00
SC01B	Laserfiche ScanConnect LSAP	2	\$33.00	0.00%	\$33.00	\$66.00
Professional Services						
VIP	VIP Professional Services - Up to 24 hrs.	1	\$4,500.00	20.00%	\$3,600.00	\$3,600.00
Renewal Total						\$9,666.00

Professional Services

This pricing outlines the professional services rates to implement and configure Laserfiche software.

Product	Description	Qty Hrs.	Catalog Rate/Hr.	Discount	Extended Price	Target Price
Laserfiche Professional Services - Implementation						
ENF05	Technical Architecture	20	\$195.00	5.00%	\$185.25	\$3,705.00
QC2	Business Architecture	40	\$195.00	5.00%	\$185.25	\$7,800.00
IA	Solution Architecture	20	\$195.00	5.00%	\$185.25	\$3,900.00
SC01	Solution Development	100	\$195.00	5.00%	\$185.25	\$19,500.00
Implementation Services Total						\$34,905.00
Laserfiche Professional Services - Training						
ENF05	Training	18	\$195.00	5.00%	\$185.25	\$3,334.50
Training Total						\$3,334.50



Attachment C – Complex/Distributed Licensing Target

Initial Software Acquisition Costs

Product	Description	Qty	Catalog Price	Discount	Extended Price	Target Price
Laserfiche User Licenses						
ENF05	Lf Rio RME Named Full Users for SQL Lf Rio RME Named Retrieval Users for	126	\$1,008.00	28.57%	\$720.00	\$90,720.00
ENR10	SQL	574	\$264.00	50.00%	\$132.00	\$75,768.00
EPFRM	Lf Forms Portal Add-on	1	\$9,594.00	0.00%	\$9,594.00	\$9,594.00
Capture Tools						
QFA	Quick Fields Agent	1	\$12,000.00	0.00%	\$12,000.00	\$12,000.00
QCX	Quick Fields Complete	1	\$18,000.00	0.00%	\$18,000.00	\$18,000.00
IA	Laserfiche Import Agent	1	\$1,800.00	0.00%	\$1,800.00	\$1,800.00
SC10	Laserfiche ScanConnect 10-pack	1	\$1,098.00	0.00%	\$1,098.00	\$1,098.00
Additional Components						
TK	Laserfiche SDK	1	\$3,250.00	0.00%	\$3,250.00	\$3,250.00
Software Total						\$212,230.00
First Year's Annual Maintenance Total						N/A

Annual Maintenance Renewal Costs

Product	Description	Qty	Catalog Price	Discount	Extended Price	Target Price
Laserfiche User Licenses						
ENF05B	Lf Rio RME Named Full Users for SQL LSAP	126	\$168.00	28.57%	\$120.00	\$15,120.00
ENR10B	Lf Rio RME Named Retrieval Users for SQL LSAP	574	\$44.00	50.00%	\$22.00	\$12,628.00
EPFRMB	Lf Forms Portal Add-on LSAP	1	\$1,599.00	0.00%	\$1,599.00	\$1,599.00
Capture Tools						
QFAB	Quick Fields Agent LSAP	1	\$2,000.00	0.00%	\$2,000.00	\$2,000.00
QCXB	Quick Fields Complete LSAP	1	\$3,000.00	0.00%	\$3,000.00	\$3,000.00
IAB	Laserfiche Import Agent LSAP	1	\$300.00	0.00%	\$300.00	\$300.00
SC10B	Laserfiche ScanConnect 10-pack LSAP	1	\$183.00	0.00%	\$183.00	\$183.00
Additional Components						
TKB	Laserfiche SDK LSAP	1	\$750.00	0.00%	\$750.00	\$750.00
Professional Services						
VIP	VIP Professional Services - Up to 80 hrs.	1	\$15,000.00	20.00%	\$12,000.00	\$12,000.00
Renewal Total						\$47,580.00



Professional Services

This pricing outlines the professional services rates to implement and configure Laserfiche software.

Product	Description	Qty	Catalog Price	Discount	Extended Price	Target Price
<i>Laserfiche Professional Services - Implementation</i>						
ENF05	Technical Architecture	120	\$195.00	5.00%	\$185.25	\$22,230.00
QC2	Business Architecture	240	\$195.00	5.00%	\$185.25	\$46,800.00
IA	Solution Architecture	120	\$195.00	5.00%	\$185.25	\$23,400.00
SC01	Solution Development	700	\$195.00	5.00%	\$185.25	\$136,500.00
<i>Implementation Services Total</i>						\$228,930.00
<i>Laserfiche Professional Services - Training</i>						
ENF05	Training	392	\$195.00	5.00%	\$185.25	\$72,618.00
<i>Training Total</i>						\$72,618.00