

DOE- National Lab Pricing

Blue Jeans Network

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BlueJeans

Goals

- Attractive entry; works for Labs of all sizes.
- 3 different structures to choose from: Named Hosts (NH), Ports, or Enterprise Unlimited.
- Help encourage and realize adoption.
- Only pay for what you use.
- Feature Add-ons for specific needs.
- Year over year predictability.

Volume Based Named Host Pricing Schedule

Volume*	\$ per Named Host / Mo.	NL Named Host Pricing	Min Month	Min Annual	NL Discount	ICPT Total (Annual)
10-14	\$99	\$88.11	\$990	\$11,880	\$1,306.80	\$10,573.20
15-24	\$83	\$73.87	\$1,245	\$14,940	\$1,643.40	\$13,296.60
25-39	\$80	\$59.00	\$2,000	\$24,000	\$6,300.00	\$17,700.00
40-69	\$75	\$59.00	\$3,000	\$36,000	\$3,960.00	\$32,040.00
70-99	\$58	\$49.00	\$4,060	\$48,720	\$7,560.00	\$41,160.00
100-249	\$49	\$39.00	\$4,900	\$58,800	\$12,000.00	\$46,800.00
250-499	\$39	\$29.00	\$9,750	\$117,000	\$30,000.00	\$87,000.00
500-999	\$35	\$25.00	\$17,500	\$210,000	\$60,000.00	\$150,000.00
1000-2499	\$29	\$19.00	\$29,000	\$348,000	\$120,000.00	\$228,000.00
2500-4999	\$25	\$16.00	\$62,500	\$750,000	\$270,000.00	\$480,000.00
5000-9999	\$19	\$12.00	\$95,000	\$1,140,000	\$420,000.00	\$720,000.00

*Minimum 10 Named Hosts

Ports Pricing

- 4 port minimum

Ports	Per Port	NL Per Port Pricing	Monthly	Annual	Discount	Total
4	\$250	\$222.50	\$1000	\$12,000	\$1,320	\$10,680
≥10	\$225	\$200.25	\$2,250	\$27,000	\$2,970	\$24,030
≥20+	\$199	\$177.11	\$3,980	\$47,760	\$5,253.60	\$42,506.40

Port quantities are measured as simultaneous concurrent connections via video or audio to the BlueJeans service.

Example: 12 ports can be broken down into the following call scenarios:

- 1 call of 12 participants
- 2 separate calls of 6 participants (taking place concurrently)
- 3 separate calls of 4 participants (taking place concurrently)
- 4 separate calls of 3 participants (taking place concurrently)
- 6 separate calls of 2 participants (taking place concurrently)
- Any other combinations where the total number of endpoints connected to BlueJeans at any given time is equal to or less than 12.

Enterprise Unlimited Usage - Special Offer

- DOE NL - Special Offer
 - Unlimited usage
 - Unlimited users
 - Renewal to minimum NH plan identified on schedule or desired # of Named Hosts
 - Named host plan.
 - Each lab must purchase separately

PROPOSED BY BJN 8/2015 (PRICING BELOW IS BEFORE ANY BUNDLES OR ADD ONS)					
# of Employees	NH	Year 1	Year 2	Year 3	Steady State
100 or less	\$59	\$ 12,000	\$ 20,000	\$ 30,000	same as year 3
101-249	\$50	\$ 15,000	35%	55%	same as year 3
250-499	\$42	\$ 24,000	30%	50%	same as year 3
500-999	\$30	\$ 36,000	25%	45%	same as year 3
1,000-2,499	\$25	\$ 50,000	\$ 87,087	\$ 139,339	same as year 3
2,500-4,999	\$20	\$ 90,000	\$ 120,000	\$ 180,000	same as year 3

Note: Option to renew and maintain unlimited usage for subsequent years for all employees at specified tiers.

Enterprise Unlimited - Multi Year Schedule

All prices are 12 month prepaid. Corporate Access Plans are not offered on a month by month basis.

10% discount will be applied to a three years upfront payment

Tiers are based on total employee count. Prices do not include any of the packages or value add features.

Year 2 and Year 3 Prices calculated as (Employee Count * NH price per month for Tier * 12 * X%) where X% is the entry in the table.

For example, 600 person company would pay ($\$30 * 600 * 25% * 12 = \$45,000$) in year 2

"Steady State" is default for customers after their multi-year commitment is over.

Purchasing Example

- A Lab having 2501-5000 employees leverages the Enterprise unlimited offer.

Cost Breakdown:

Year 1: \$90,000

After analyzing actual usage data for the first year, the lab has 3 options for year 2 renewal.

Year 2 renewal options:

1. Renew to Named Hosts plan - Look at active number of named hosts and choose how many Named Hosts to pay for in year 2. See “Volume Based Named Host Pricing Schedule” for pricing.
(Example: Renewing at 150 Named Hosts: $150 \text{ NH} \times \$39/\text{NH} \times 12 \text{ months} = \$70,200$)
2. Renew to ports – Look at peak port usage over previous year and decide how many ports to renew with. See “Ports Pricing” for pricing options.
(Example: Renewing at 25 ports: $25 \text{ ports} \times \$177.11/\text{port} \times 12 \text{ months} = \$53,133$)
3. Continue on Enterprise Unlimited Plan – Continue to have Enterprise wide unlimited usage for all employees. See corresponding Unlimited Usage Year 2 & 3 pricing options.
(Example: Year 2 renewal cost: \$120,000)

Add On Feature Bundles

Bundle #1 25% Uplift	Bundle #2 25% Uplift	Bundle #3 40% Uplift
Enhanced Recording	Advance Services Co-branding	Bundle #1
Large Meeting (100)	2 Meeting Assists hours per month	Bundle #2
Co-Branding	API Support	

Add On	Add-ons Ala-Carte
Meeting Assist	By hour rate
Co - branding	\$500 - \$5K
Premium Calling	By minute rate

Blue Jeans Recording Comparison

Feature	Base Recording	Enhanced Recording
Recording in a Blue Jeans Meeting	Included	Included
Auto Record Meeting when scheduling Meeting	Can only manually enable recording while in Meeting	Included
Recording Storage	Limited (5 Hours of Recording per user)	Unlimited
Download Options	Download Blue Jeans Single file that includes content and video - MP4	Download content file and video file separately for editing
Recording Playback	Download and playback on desktop or upload in Blue Jeans meeting to watch	Streaming Video from Blue Jeans Cloud
Recording Sharing	Have to download and upload to your own storage	URL & Email from Blue Jeans for sharing with access permissions

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