



**FULLY EXECUTED - CHANGE 3**

Contract Number: 4400024096

Original Contract Effective Date: 05/03/2021

Valid From: 06/01/2021 To: 05/31/2025

All using Agencies of the Commonwealth, Participating Political Subdivision, Authorities, Private Colleges and Universities

**Purchasing Agent**

Name: Trevenen Peggy

Phone: 717-703-2943

Fax: 717-214-9505

Your SAP Vendor Number with us: 116384

**Supplier Name/Address:**

DUN & BRADSTREET  
DUN & BRADSTREET INC  
3 SYLVAN WAY FL 1 E  
PARSIPPANY NJ 07054-3805 US

Supplier Phone Number: 973-605-6399

**Please Deliver To:**

To be determined at the time of the Purchase Order unless specified below.

**Contract Name:**

Business Financial Reporting

**Payment Terms**

NET 30

Solicitation No.:

Issuance Date:

Supplier Bid or Proposal No. (if applicable):

Solicitation Submission Date:

This contract is comprised of: The above referenced Solicitation, the Supplier's Bid or Proposal, and any documents attached to this Contract or incorporated by reference.

Item	Material/Service Desc	Qty	UOM	Price	Per Unit	Total
1	Don't use after 06/30/23	0.000	Each	0.00	1	0.00
2	New Pricing/Product List as of 07/01/23	0.000	Each	0.00	1	0.00

**General Requirements for all Items:**

**Information:**

Supplier's Signature \_\_\_\_\_

Title \_\_\_\_\_

Printed Name \_\_\_\_\_

Date \_\_\_\_\_



**FULLY EXECUTED - CHANGE 3**  
Contract Number: 4400024096  
Original Contract Effective Date: 05/03/2021  
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**Supplier Name:**  
DUN & BRADSTREET

**Header Text**

Update of price list for products and services. Effective 07/01/23 Peg

CO#1- Added Cyber security risk product. CZ 7.6.2021

Business Financial Reporting Services  
3 year contract with 2, 1 year renewals.

This Contract will cover the requirements to provide Commonwealth agencies with market research and business intelligence information. The Pennsylvania Department of General Services ("DGS") is seeking qualified Suppliers with the technology and experience in providing commercial information and insight on businesses, which allows customers to make information-based business decisions. The Awarded Supplier(s) must be able to supply On-Line, Report, and/or Subscription services, which may include, but not limited to, Business Reports, Company Reports, Country Reports, Commodity Reports, Industry Standards, Economic Reports, Price Indexes etc. The market research and business intelligence should provide descriptions of markets, business trends, current conditions and forecasts and should provide quantitative and qualitative research on topics required. Reporting should include details on industries, technologies, and companies, as well as population demographics and country profiles.

On March 19, 2020, the Governor's Office issued a General Purchasing Ban to limit spending of goods or services that are not critical to operations. The agency has determined through its internal approval process that this contract is absolutely critical to operations and the purchase does not violate the Governor's General Purchasing Ban. Additionally, the issuing agency conducted due diligence before issuing a solicitation via positive vendor affirmation and determined that there was sufficient competition due to the prevalence of teleworking allowing a preponderance of suppliers to have access to respond to the solicitation. The phased reopening of counties across the Commonwealth also allowed suppliers to respond to the solicitation in advance of execution of this Contract and work initiation dates. However, this does not alleviate agency responsibility to request approval to issue purchase orders against this Contract.

Supplier POC:  
Kellee Osborne-Kloppel  
D&B Public Sector  
osbornek@dnb.com

Contract renewed through May 31, 2024. Renewal docs can be found in Records Management. Peg  
No further information for this Contract

**Information:**



**FULLY EXECUTED - CHANGE 2**

Contract Number: 4400024096

Original Contract Effective Date: 05/03/2021

Valid From: 06/01/2021 To: 05/31/2024

All using Agencies of the Commonwealth, Participating Political  
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To be determined at  
the time of the Purchase Order  
unless specified below.

**Contract Name:**

Business Financial Reporting

**Payment Terms**

NET 30

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**General Requirements for all Items:**

**Information:**

Supplier's Signature \_\_\_\_\_

Title \_\_\_\_\_

Printed Name \_\_\_\_\_

Date \_\_\_\_\_



**FULLY EXECUTED - CHANGE 2**  
Contract Number: 4400024096  
Original Contract Effective Date: 05/03/2021  
Valid From: 06/01/2021 To: 05/31/2024

**Supplier Name:**  
DUN & BRADSTREET

**Header Text**

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Supplier POC:  
Kellee Osborne-Kloppel  
D&B Public Sector  
osbornek@dnb.com

No further information for this Contract

**Information:**



Dun & Bradstreet, Inc. (D&B)  
**Products & Services Price Guide**

Commonwealth of Pennsylvania  
Department of General Services

Business Credit Reporting Services IFB: 6100051574

Period of Performance: June 1, 2021 – May 31, 2024

25 May 2023  
Prepared by:  
Kellee Osborne-Kloppel  
Government Contracting Specialist  
D&B Public Sector  
[osbornek@dnb.com](mailto:osbornek@dnb.com)

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<b>TABLE OF CONTENTS</b>	<b>PAGE NUMBER</b>
D&B Public Sector Solution Overview	3
Price Guide	7
D&B Finance Analytics (formerly DNBi)	8
D&B Risk Analytics (RA)	12
D&B Fortify	13
Labor Categories for Professional Services	22
Data Deployed in Analytics (DDA)	27
D&B Investigate	28
D&B Risk Monitoring Services	40
D&B Sales & Marketing Solutions	47
Single elements	61
Single elements Max Prices	76
Data Suites	78
Data Suites Max Prices	91
WorldBase Marketing Records & Solutions	92
Optimizer (match)	98
D&B Integration Batch (DIB)	103
Data Blocks Overview	104
Data Blocks: Company Entity Resolution; Company Financials	105
Data Blocks: Company Information; Company News	106
Data Blocks: Diversity Insights; Filings and Events	107
Data Blocks: Financial Strength Insights	108
Data Blocks: Hierarchies and Connections	109
Data Blocks: Industry Profile; Ownership Insights; Control and Ownership	110
Data Blocks: Payment Insights	111
Data Blocks: Principals and Contacts	112
Data Blocks: Third Party Risk Insights; Business Activity Insights	113
Data Blocks: Inquiry Insights	114
Data Blocks: Derived Trade Insights	115
Data Blocks: External Disruption Insights; Foot Traffic	116
Data Blocks: Shipping Insights; Sales and Marketing Insights	117
Direct +	118
D&B Onboard	123
D&B EconoVue	126
D&B Hoovers	128
Sales & Marketing Analytics – Custom Marketing Models	131
Archive Data (CSAD & SMAD)	136
Material Change	137
Supply Management Solutions (SMS)	138
Debarment Process	141
Market Insight	142
Appendix – Master Agreement; Order Forms	

# **D&B Public Sector Solution Overview**

## **D&B: A Corporate Profile**

D&B (NYSE:DNB) is the world's leading source of commercial information and insight on businesses, enabling companies and government entities to Decide with Confidence for over 180 years. D&B's global commercial database contains more than 500 million business records and is perpetually maintained and enhanced by D&B's proprietary DUNSRIGHT Quality Process. D&B data provides our commercial and public sector customers with the quality business intelligence they rely on to make critical business decisions, and to improve process and operations worldwide.

Founded in 1841, and headquartered in Jacksonville, FL, D&B employs approximately 6,000 associates worldwide, and maintains a World Wide Network of business and information partners to provide information coverage globally. To help ensure the accuracy and completeness of our information, we use sophisticated data collection tools and update our database over 5 million times a day.

Our exclusive nine-digit D&B D-U-N-S® Number, assigned to each business location in our global database, is widely used as a tool for identifying, organizing and consolidating information about businesses. Companies and government agencies worldwide use it to link information about suppliers, customers and trading partners; business taxpayers, regulated business entities, contractors and vendors, providing them a more complete picture of the business entities with whom they deal.

## **D&B Public Sector Solutions**

For over 30 years D&B has supported and assisted Federal, State and local government departments and agencies in the mission critical areas of Data Management, financial Oversight, Homeland Security, Acquisition Management, Law Enforcement/Intelligence and Regulatory compliance. D&B's Public Sector division has over 70 government-dedicated team members, physically located in nine states nationwide and supported by the technology and information powerhouse that is the D&B Corporation. All 15 Federal Cabinet-level departments and all states rely on D&B as a trusted partner to make confident business and operational decisions, as well as for support in the information, analysis and governmental planning processes.

# Make Confident Decisions that Drive Business Performance

*Put the world's most comprehensive commercial data and insights to work. Your agency's performance depends on it.*






The nature of business risk is shifting and expanding on an almost daily basis, and the responsibilities of finance leaders are increasing. They are asked to do more with less. But, human minds alone are no longer a match for risk. Neither are machines alone. The two must work together. For government leaders in particular, the promises of new developments in machine learning, technology, predictive analytics, and automation seem endless. Government leaders need to integrate the best of human and machine intelligence to improve their business performance—with a foundation of the right data and insights.

## THE POWER OF THE DUN & BRADSTREET DATA CLOUD FOR FINANCE TEAMS

The Dun & Bradstreet Data Cloud offers the world's most Comprehensive business data and analytical insights to power

today's most crucial business needs for government leaders. Our Data Cloud includes the world's largest trade payment network, and insights on over 400 million businesses. Insights include analytical scores relating to risk and fraud, as well as information on how companies are connected, such as through legal entities or other connections. We continually monitor our data for change, verify that change, then update the Data Cloud accordingly.

This unparalleled depth and breadth of business information provides a unique lens into the business activity and associations that can help inform more confident and timely decisions about risk, create efficiency, and help government achieve its mission.

<p>500M+ BUSINESS RECORDS</p>  <p>WORLD'S MOST COMPREHENSIVE BUSINESS DATA &amp; INSIGHTS</p>	<p>WORLD'S LARGEST COMMERCIAL TRADE PAYMENT NETWORK</p>  <ul style="list-style-type: none"> <li>200M+ Unique Global Payment Experiences</li> <li>2x Trade Payment Experiences of Competitors</li> </ul>	<p>1.3 BILLION MATCH POINTS</p> 
<p>EXPANSIVE SMALL BUSINESS DATA</p> <p>~80% companies in the Data Cloud globally have fewer than 11 employees</p>	<p>RESULTS THAT WORK</p> <p>7 Days Reduced DSO* for Workflows Leveraging Predictive Analytics</p> <p>50% Auto Approval Rate*</p>	<p>90% OF THE FORTUNE 500, and companies of all sizes around the world, rely on Dun &amp; Bradstreet to help grow and protect their business</p> 
 <p>THE WORLD'S LEADING SOURCE OF HIERARCHY &amp; LINKAGE</p>		



Our commitment to help government agencies with their mission means that we continually invest in the power of our [Data Cloud](#). We combine the best of human and machine intelligence to analyze and monitor opportunities to extend and enhance our Data Cloud, investing more in our Data Cloud than several of our leading competitors make in revenue in a given year. Some specific areas of Data Cloud strength include:



## THE WORLD'S LARGEST COMMERCIAL TRADE PAYMENT NETWORK

Our customers benefit from the world's largest commercial trade payment network—with over 200 million trade payment experiences in our Data Cloud, updated 2 billion times a year. Our cross-border World Wide Network trade partnership allows us to collect and share data in 55 markets, covering 190 countries. We cover 128 detailed trade variables and 10 years' worth of credit score history.



## HIERARCHIES AND LINKAGE

Hierarchies help you understand how your customers are linked. Knowing the majority ownership relationship between two or more business entities is critical to understanding corporate exposure and uncovering untapped growth potential.



## DUNSRight® QUALITY PROCESS

Our ability to turn an enormous stream of data into high quality business information is part of our legacy that extends almost two centuries. The foundation of DUNSRight is data governance, which includes thousands of separate automated checks, plus many manual ones, to ensure that data in the Dun & Bradstreet Data Cloud meets our standards. Once the DUNSRight process is complete, any given entity has a Live Business Identity which is kept current through our continual monitoring of business activity.



## INDUSTRY-LEADING RISK MONITORING & ALERTS

Dun & Bradstreet has a dedicated team of US and UK-based fraud examiners who monitor current events and public filings to issue Severe Risk Alerts. These special investigators update the Dun & Bradstreet Data Cloud with noteworthy signals of business deterioration that may impact risk. We also use powerful artificial intelligence to provide ongoing updates to our Data Cloud to complement our risk monitoring.



## COMPREHENSIVE SMALL BUSINESS COVERAGE

Nearly 80% of Dun & Bradstreet's Data Cloud consists of companies with fewer than 11 employees. We have the most comprehensive coverage of small, private businesses.



## GLOBAL, COMPREHENSIVE BUSINESS COVERAGE

We offer coverage of 220 markets globally. Dun & Bradstreet's Worldwide Network is an unrivalled alliance of leading business information providers across the globe.



## PROPRIETARY ANALYTICS & SCORES FOR PROFOUND BUSINESS INSIGHTS

With a world-class team of data scientists and analysts, we illuminate the path to growth and uncover business risks through unique, global scores. We're well-known for the Descriptive, Prescriptive and Predictive analytics that are provided as part of most of our software solutions and are also available stand-alone.



## ARCHIVE DATA

Our Data Cloud is unique in that it contains a vast amount of archive—or historical—data. Archive data harmonizes information on businesses across the globe and enables the development of robust global predictive and prescriptive models with greater precision.



### **LAWSUITS & FINANCIAL STATEMENTS**

Dun & Bradstreet is the leading provider of private company financial statements, bankruptcies, judgments, and lawsuits. We offer financial statements on both public and private companies.

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### **DUN & BRADSTREET IS ONE OF FOUR SBFE-CERTIFIED VENDORS**

We were the first Certified Vendor of the Small Business Financial Exchange (SBFE)®, a business data exchange governed by the small business lending industry. Dun & Bradstreet combines SBFE data with our proprietary data to provide innovative analytic solutions—such as D&B® SBRI (Small Business Risk Insight)—that help financial institutions across the credit lifecycle.

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### **TRUSTED FOR OVER 180 YEARS**

We are trusted by over 90% of the Fortune 500, and companies of all sizes around the world.

# D&B Pricing Guide

The purpose of this Pricing Guide is to provide a comprehensive listing of all D&B products, services and pricing available to Commonwealth of Pennsylvania Agencies through Commonwealth of Pennsylvania.

This Guide contains four sections:

- D&B Finance Analytics (formerly DNBi)
- D&B Risk Monitoring Services
- D&B Third Party Risk and Compliance Solutions
- D&B Sales & Marketing Solutions

***NOTE: Pricing in the Price Guide is commercial list price. Commonwealth of Pennsylvania agencies procuring via this schedule will receive a 2% discount off of commercial list price EXCEPT for Risk Analytics (RA). RA pricing is already discounted and is government specific pricing.***

If the products or services you require are not listed, please contact Michelle Scagliotti, Client Director, at 610-882-7148 / [derrm@dnb.com](mailto:derrm@dnb.com).

# D&B Finance Analytics

## (formerly DNBI)

D&B Finance Analytics is the next generation solution from D&B that will provide customers with the information needed to support financial analysis of businesses in mission-critical contexts. Finance Analytics delivers industry-leading data and analytics in a modern, easy-to-use web interface. Unlike other data providers that only offer aggregated, third-party data, Finance Analytics provides proprietary information that presents a clear picture of risk. Our world-renowned reports feature:

Risk Assessment – Finance Analytics features proprietary data, including D&B’s most popular risk scores and ratings – the D&B Failure Score, the D&B Delinquency Score, the D&B PAYDEX rating, the D&B Viability Rating, and the D&B Rating. Individual score availability varies by country.

Trade Payments – The D&B Data Cloud has the world’s largest commercial trade data network, with 16,000 companies from 700 different industries reporting accounts receivable data. Our trade payment data helps to indicate how quickly a company is likely to pay its bills in the future by reviewing its payment patterns with others in the past. Summary data offers key trade elements including average DBT (days beyond terms), highest credit amount currently owed, highest amount received, highest past due, and total placed for collections. Drill down to detailed lists to see trade lines by industry, range of credit extended, and each individual payment experience.

Ownership – Dun & Bradstreet has the largest and most complete collection of corporate family tree information. In Finance Analytics, you can view the corporate family tree of more than 120 million linked companies around the world. By understanding corporate exposure across these hierarchies, you can uncover new revenue opportunities and hidden risks.

Legal Events – Past and present legal activities can impact a company’s financial stability and operations. Here you’ll discover lawsuits, resulting judgments, liens, and UCC filings. D&B is the only credit data provider that offers US lawsuit data to alert you to potential risk much sooner than providers that only maintain resulting judgments, which can take years. In addition, many cases are settled out of court or dismissed and may never have a resulting judgment issued.

Financial Information – D&B has 100% coverage of public company financial statements, as well as the most complete listing of private company financial statements available anywhere. The Financial Information section also lets you compare key business ratios to industry norms, analyze trends, and set benchmarks for evaluating a company’s stability.

## D&B Finance Analytics (formerly DNBi)

D&B's web-based subscription service that offers unprecedented access to D&B's global database. DNBi / Finance Analytics will support Commonwealth of Pennsylvania Agencies by providing access to information to enhance:

### Commonwealth Departments that would benefit from these services:

- Contracts, Purchasing and Procurement / Vendor Responsibility Determinations
- Law Enforcement, Intelligence and Counter-Terrorism
- Inspectors' General
- Economic Development for review of loans and grants applications
- Workforce Development for Business Engagement
- Tax and Revenue Collections

### Benefits:

- ✓ DNBi / Finance Analytics Live Report - D&B's most in-depth report
- ✓ Modeled after D&B's Comprehensive Report but with more data and insight
- ✓ Corporate Family Tree Graphical Display with Risk
- ✓ More in-depth financial ratios
- ✓ Ability to upload vendor / company financials
- ✓ Ability to create notes and audit trail
- ✓ Integrated Alert Services to provide tracking and monitoring on accounts that matter most to you
- ✓ Customized dashboard views to monitor your entire portfolio in one screen
- ✓ Ability to save snapshots – date and time stamp reports ordered for audit trails
- ✓ Ability to work collaboratively with other colleagues – create workspaces to share notes on common accounts, groups or vendors
- ✓ Interactive Family Tree - allows users to view - graphically and interactively - entire corporate family trees.
- ✓ Also included as part of the DNBi /Finance Analytics service **at no additional cost** are:
  - Integrated Alerts
  - Customized dashboard views
  - Report Snapshots
  - Ability to work collaboratively with other colleagues
  - Interactive family tree

### D&B Finance Analytics (formerly DNBi) Key Features and Benefits

#### I. Get the Most Up-To-Date Information Available

DNBi/D&B Finance Analytics provides the most complete and up-to-date information D&B has on the millions of businesses in the DUNSRight™ database every time you view information on a company, to ensure users have the information they need to make a confident analysis or decision. users no longer need to select static reports to get the latest business information.

#### II. Monitor What's Important

The Dashboard provides a quick way to monitor companies that are most important, displaying an overview of portfolio's current portfolio risk, trends in business portfolio risk, and the top 10 riskiest companies in a business file. From the Dashboard, users are no more than two clicks away from detailed information on businesses.

#### III. Analyze Total Risk Exposure

D&B is the most reliable source of information on millions of businesses worldwide. The D-U-N-S Number, a nine-digit business identification number, tracks corporate family relationships across the 400 million companies in the D&B Global Database allowing state agencies to investigate the total risk within a corporate family.

DNBi/D&B Finance Analytics includes an interactive global family tree that allows users, researchers and analysts to understand the entire corporate family structure on an entity with a few simple key strokes. The D&B Family Tree can be used to:

- View related companies within the corporate family tree
- Understand your possible risk exposure across a corporate tree, to assess indirect risk
- Recognize the relationship between risk levels in one company and the rest of the organization
- Identify linked suppliers, employers or business taxpayers

IV. *Be Notified of Changes When They Occur*

The D&B database is updated 5 million times each day. To keep users up-to-date with the changes affecting the companies they do business with, D&B Finance Analytics (formerly DNBI) includes alert notifications on all companies / vendors in the portfolio. D&B Finance Analytics (formerly DNBI) will keep you up to date when changes occur that would cause you to revisit your decisions; giving you the early warning system you need to manage risk effectively. For example, alerts inform you when a company's Financial Stress Score/Failure Class (long-term risk) or Commercial Credit Score/Delinquency Class (short-term risk) changes; if a vendor is filing for bankruptcy; or if special events such as disbarment or criminal proceedings occur. The alerts are prominently displayed in D&B Finance Analytics (formerly DNBI) and can be emailed directly to you.

V. *Create and Organize Your Portfolio*

The D&B Finance Analytics (formerly DNBI) Portfolio gives you a holistic view of your portfolio, providing you with current statistics on all of the companies/vendors you have reviewed and filed. By using folders in D&B Finance Analytics (formerly DNBI), you can categorize companies according to your own choosing. Folders allow you to group companies and track their risk as a group. For example, you might add folders for various commodities purchased, geographies covered, purchasing officers, dollar amount of award, critical projects, etc. You can create as many folders as you want and add as many companies as you want to each folder. For any folder you create, you can specify which users can view it, which roles can view it and whether users have read-only or read/write access to it.

VI. *Capture Company Snapshots*

D&B Finance Analytics (formerly DNBI) provides the most up to date DUNSRight™ information every time users perform a company/vendor/ bidder search or view a vendor that is being monitored in DNBI/D&B Finance Analytics. Snapshots allow users to save a —point in time archive of D&B data on a business. For example, if you make a decision to award a contract for a particular company, you can create a Snapshot of that company at time of award to document your decision. This provides you with an audit trail should the award be challenged or protested. Snapshots are saved in D&B Finance Analytics (formerly DNBI) and can be viewed and e-mailed any time, eliminating the need to print reports and save them in binders.

VII. *Enterprise Access Pricing Models*

At the appropriate time and when end user adaptation of the D&B Finance Analytics (formerly DNBI) service is deemed sufficient by both Pennsylvania and D&B, D&B is open to discussing enterprise access and pricing models that would further increase the ability for the Commonwealth to share information in an open and transparent manner – thereby mitigating vendor risk at a Commonwealth level not just an agency level.

**Tiers 2-5 Include 10 hours of professional service. Additional hours are available at \$250.00 per hour.  
Tier 2-5 only—portfolio monitoring @ additional 40%. Includes two days of service per quarter. Step down pricing;  
Prices are commercial. A 2% discount to be applied in quote.**

PRODUCT DESCRIPTION	Tier 1	Tier 2	Tier 3	Tier 4	Tier 5
Finance Analytics (Records Under Management-RUM) US/CA; 1-50 records	\$59.00	\$61.95	\$67.85	\$66.38	\$70.80
Finance Analytics (Records Under Management-RUM) US/CA; 50-100 records	\$26.55	\$27.88	\$30.53	\$29.87	\$31.86
Finance Analytics (Records Under Management-RUM) US/CA; 101-250 records	\$20.65	\$21.68	\$23.75	\$23.23	\$24.78
Finance Analytics (Records Under Management-RUM) US/CA; 251-750 records	\$17.70	\$18.59	\$20.36	\$19.91	\$21.24
Finance Analytics (Records Under Management-RUM) US/CA; 751-2,500 records	\$12.98	\$13.63	\$14.93	\$14.60	\$15.58
Finance Analytics (Records Under Management-RUM) US/CA; 2,501-5,000 records	\$11.80	\$12.39	\$13.57	\$13.28	\$14.16
Finance Analytics (Records Under Management-RUM) US/CA; 5,001-10,000 records	\$7.67	\$8.05	\$8.82	\$8.63	\$9.20
Finance Analytics (Records Under Management-RUM) US/CA; 10,001-25,000 records	\$7.38	\$7.75	\$8.49	\$8.30	\$8.86
Finance Analytics (Records Under Management-RUM) US/CA; 25,001-50,000 records	\$4.72	\$4.96	\$5.43	\$5.31	\$5.66
Finance Analytics (Records Under Management-RUM) US/CA; 50,001-75,000 records	\$4.57	\$4.80	\$5.26	\$5.14	\$5.48
Finance Analytics (Records Under Management-RUM) US/CA; 75,001-100,000 records	\$3.84	\$4.03	\$4.42	\$4.32	\$4.61
Finance Analytics (Records Under Management-RUM) US/CA; 100,001-200,000 records	\$2.66	\$2.79	\$3.06	\$2.99	\$3.19
Finance Analytics (Records Under Management-RUM) US/CA; 200,000+ records	\$1.77	\$1.86	\$2.04	\$1.99	\$2.12
Finance Analytics (Records Under Management-RUM); Rest of World (ROW); 1-25 records	\$80.00	\$84.00	\$92.00	\$90.00	\$96.00
Finance Analytics (Records Under Management-RUM); Rest of World (ROW) 26-50 records	\$78.00	\$81.90	\$89.70	\$87.75	\$93.60
Finance Analytics (Records Under Management-RUM); Rest of World (ROW) 51-100 records	\$75.00	\$78.75	\$86.25	\$84.38	\$90.00
Finance Analytics (Records Under Management-RUM); Rest of World (ROW) 101-150 records	\$72.00	\$75.60	\$82.80	\$81.00	\$86.40
Finance Analytics (Records Under Management-RUM); Rest of World (ROW) 151-250 records	\$66.00	\$69.30	\$75.90	\$74.25	\$79.20
Finance Analytics (Records Under Management-RUM); Rest of World (ROW) 251-500 records	\$62.00	\$65.10	\$71.30	\$69.75	\$74.40
Finance Analytics (Records Under Management-RUM); Rest of World (ROW) 501-1,000 records	\$56.00	\$58.80	\$64.40	\$63.00	\$67.20
Finance Analytics (Records Under Management-RUM); Rest of World (ROW); 1,001-2,500 records	\$52.00	\$54.60	\$59.80	\$58.50	\$62.40
Finance Analytics (Records Under Management-RUM); Rest of World (ROW) 2,500+ records	\$50.00	\$52.50	\$57.50	\$56.25	\$60.00

## D&B Risk Analytics (RA)

D&B Risk Analytics is a web-based solution for monitoring supplier relationships and helping to avoid costly disruptions. This third-party risk solution is powered by the D&B predictive, AI-driven global insights and data to include the proprietary predictive risk scores D&B Supplier Evaluation Risk (SER), D&B Supplier Stability Indicator (SII) and the D&B Cyber Risk Score.

D&B Risk Analytics consists of the following components:

- Packages based on the #Of Supplier Records
- Add-On's
- US/Canada Data
- Rest Of World Data

### PACKAGES

There are 5 package options available for D&B Risk Analytics as outlined below. Each package consists of a base set of data allowing for additions or add-ons.

Customers are charged at the total RUM count of the package; individual customer RUM is not calculated in this offering and the RUM split between DOM and ROW is set. Customers can purchase additional bundles of 50 RUM Records with a limit of 4 packages, if a 5<sup>th</sup> is needed the Customer is required to upgrade to the next level package.

### Government Risk Analytics Pricing

(15% discount off of commercial included)

Core and Core+ RUM					Add ons			Request for additional RUM in 50 count increments		
								US/CN (45) & ROW (5)	50	50
	US/CN	ROW	Total RUM	Price	ESG Module	Enhanced Restricted Party Screening	Cyber Risk Rating	Supplier Core and Core+	Supplier Intelligence Screening	Supplier Intelligence Cyber Risk
Package 1	180	20	200	\$18,408.45	\$ 278.80	\$ 1,446.70	\$ 1,046.35	\$ 2,746.00	\$ 361.00	\$261.00
Package 2	450	50	500	\$27,933.55	\$ 697.85	\$ 3,548.75	\$ 2,370.65	\$ 2,146.00	\$ 361.00	\$237.00
Package 3	1,350	150	1,500	\$51,059.50	\$ 2,093.55	\$ 9,115.40	\$ 6,380.10	\$ 1,570.00	\$ 361.00	\$213.00
Package 4	2,700	300	3,000	\$84,991.50	\$ 4,187.10	\$ 16,541.00	\$ 12,036.00	\$ 1,357.00	\$ 361.00	\$201.00
Package 5	4,500	500	5,000	\$129,751.65	\$ 6,978.50	\$ 25,821.30	\$ 19,057.00	\$ 1,241.00	\$ 361.00	\$191.00
Note: 5,001+ requires Custom price										

**NOTES:**

- All packages have equal amounts of Core & Core + RUM split across US/CN & ROW
- Screening, if chosen, is D&B RPS
- Beyond 5k RUM would require custom pricing
- Request for additional RUM in 50 count increments is based on overage pricing. For the 50 RUM, assume 10% is ROW (5) and remainder NA (45)
  - Limit to be applied for a max of 4 additional 50 RUM bundles will include in the contract language.



## D&B Fortify™

D&B Fortify is a new platform, purpose built to deliver deep business insights with intuitive visualizations enabling timely decision making during critical events and inside complex business environments. D&B Fortify supports government agencies with the breadth and depth of the Dun & Bradstreet Data Cloud delivered in a visual experience and customizable to their unique imperatives. Built on the largest set of B2B data available, covering over 455M businesses across the globe, D&B Fortify provides access into deep business details and Dun & Bradstreet's priority ratings and scores around dimensions such as financial health, business activity, ESG ratings, and event specific risks. Agencies select components and modules most suited to their missions including interactive dashboards for Emergency Management, Workforce Development, ESG Ratings or custom-built modules. Pricing is in the Price Proposal Template.

D&B Fortify offers customers the ability to leverage existing dashboards to view the data or to customize the dashboard based on their unique mission needs. The customer can offer their users multiple dashboards based on their responsibilities using a single product interface. For custom dashboards, D&B's technical team will work with the customer to create automated data flows based on the data elements required to support the customers' visualizations and the frequency with which users require updates.

Fortify dashboards feature dynamic visualizations that allow users to interrogate their data and answer critical mission questions. Fortify also features search functions that allow users to get additional information on companies that are included in their data set, or others found within Dun & Bradstreet's data cloud. Users also have the option to download lists of entities identified through their visualizations for use in other applications.

Pricing consists of:

- Seat price (first 10 are included)
- Geographic region (US/Canada; Rest of World (ROW))
- Product Options: Modules or Dashboards
  - A Module is a collection of data visualization dashboards
  - A Dashboard is a single data visualization view up (Records Under Management)
- Custom Dashboard Option

D&B Fortify	
Product Description	Commercial List Price
Seat license 11 or more seats-per seat charge	\$1,500.00
Business Lookup US/Canada RUM 1-49 records	\$18.00
Business Lookup US/Canada RUM 50-99 records	\$8.10
Business Lookup US/Canada RUM 100-249 records	\$6.30
Business Lookup US/Canada RUM 250-749 records	\$5.40
Business Lookup US/Canada RUM 750-2,499 records	\$3.96
Business Lookup US/Canada RUM 2,500-4,999 records	\$3.60
Business Lookup US/Canada RUM 5,000-9,999 records	\$2.34
Business Lookup US/Canada RUM 10,000-24,999 records	\$2.27
Business Lookup US/Canada RUM 25,000-49,999 records	\$1.44
Business Lookup US/Canada RUM 50,000-74,999 records	\$1.39
Business Lookup US/Canada RUM 75,000-99,999 records	\$1.19
Business Lookup US/Canada RUM 100,000-199,999 records	\$0.83
Business Lookup US/Canada RUM 200,000-499,999 records	\$0.54
Business Lookup US/Canada RUM 500,000-999,999 records	\$0.36
Business Lookup US/Canada RUM 1,000,000-4,999,999 records	\$0.13
Business Lookup US/Canada RUM 5,000,000-14,999,999 records	\$0.11
Business Lookup US/Canada RUM 15,000,000-29,999,999 records	\$0.07
Business Lookup US/Canada RUM 30,000,000+ records	\$0.06
Business Lookup ROW RUM 1-49 records	\$18.00
Business Lookup ROW RUM 50-99 records	\$8.10
Business Lookup ROW RUM 100-249 records	\$6.30
Business Lookup ROW RUM 250-749 records	\$5.40
Business Lookup ROW RUM 750-2,499 records	\$3.96
Business Lookup ROW RUM 2,500-4,999 records	\$3.60
Business Lookup ROW RUM 5,000-9,999 records	\$2.34
Business Lookup ROW RUM 10,000-24,999 records	\$2.27
Business Lookup ROW RUM 25,000-49,999 records	\$1.44
Business Lookup ROW RUM 50,000-74,999 records	\$1.39
Business Lookup ROW RUM 75,000-99,999 records	\$1.19
Business Lookup ROW RUM 100,000-199,999 records	\$0.83
Business Lookup ROW RUM 200,000-499,999 records	\$0.57
Business Lookup ROW RUM 500,000-999,999 records	\$0.42
Business Lookup ROW RUM 1,000,000-4,999,999 records	\$0.23
Business Lookup ROW RUM 5,000,000-14,999,999 records	\$0.21
Business Lookup ROW RUM 15,000,000-29,999,999 records	\$0.18
Business Lookup ROW RUM 30,000,000+ records	\$0.17
Full Module: Emergency Management; US/Canada RUM 1-49 records	\$28.47
Full Module: Emergency Management; US/Canada RUM 50-99 records	\$12.81
Full Module: Emergency Management; US/Canada RUM 100-249 records	\$9.96

<b>Product Description</b>	<b>Commercial List Price</b>
Full Module: Emergency Management; US/Canada RUM 250-749 records	\$8.54
Full Module: Emergency Management; US/Canada RUM 750-2,499 records	\$6.27
Full Module: Emergency Management; US/Canada RUM 2,500-4,999 records	\$5.69
Full Module: Emergency Management; US/Canada RUM 5,000-9,999 records	\$3.69
Full Module: Emergency Management; US/Canada RUM 10,000-24,999 records	\$3.58
Full Module: Emergency Management; US/Canada RUM 25,000-49,999 records	\$2.28
Full Module: Emergency Management; US/Canada RUM 50,000-74,999 records	\$2.20
Full Module: Emergency Management; US/Canada RUM 75,000-99,999 records	\$1.86
Full Module: Emergency Management; US/Canada RUM 100,000-199,999 records	\$1.29
Full Module: Emergency Management; US/Canada RUM 200,000-499,999 records	\$0.85
Full Module: Emergency Management; US/Canada RUM 500,000-999,999 records	\$0.57
Full Module: Emergency Management; US/Canada RUM 1,000,000-4,999,999 records	\$0.23
Full Module: Emergency Management; US/Canada RUM 5,000,000-14,999,999 records	\$0.16
Full Module: Emergency Management; US/Canada RUM 15,000,000-29,999,999 records	\$0.13
Full Module: Emergency Management; US/Canada RUM 30,000,000+ records	\$0.12
Full Module: Emergency Management; ROW RUM 1-49 records	\$14.90
Full Module: Emergency Management; ROW RUM 50-99 records	\$6.70
Full Module: Emergency Management; ROW RUM 100-249 records	\$5.21
Full Module: Emergency Management; ROW RUM 250-749 records	\$4.47
Full Module: Emergency Management; ROW RUM 750-2,499 records	\$3.28
Full Module: Emergency Management; ROW RUM 2,500-4,999 records	\$2.98
Full Module: Emergency Management; ROW RUM 5,000-9,999 records	\$1.93
Full Module: Emergency Management; ROW RUM 10,000-24,999 records	\$1.87
Full Module: Emergency Management; ROW RUM 25,000-49,999 records	\$1.19
Full Module: Emergency Management; ROW RUM 50,000-74,999 records	\$1.15
Full Module: Emergency Management; ROW RUM 75,000-99,999 records	\$0.97
Full Module: Emergency Management; ROW RUM 100,000-199,999 records	\$0.67
Full Module: Emergency Management; ROW RUM 200,000-499,999 records	\$0.44
Full Module: Emergency Management; ROW RUM 500,000-999,999 records	\$0.30
Full Module: Emergency Management; ROW RUM 1,000,000-4,999,999 records	\$0.12
Full Module: Emergency Management; ROW RUM 5,000,000-14,999,999 records	\$0.08
Full Module: Emergency Management; ROW RUM 15,000,000-29,999,999 records	\$0.07
Full Module: Emergency Management; ROW RUM 30,000,000+ records	\$0.06
Full Module: Workforce Development; US/Canada 1-49 records	\$28.47
Full Module: Workforce Development; US/Canada 50-99 records	\$12.81
Full Module: Workforce Development; US/Canada 100-249 records	\$9.96
Full Module: Workforce Development; US/Canada 250-749 records	\$8.54
Full Module: Workforce Development; US/Canada 750-2,499 records	\$6.27
Full Module: Workforce Development; US/Canada 2,500-4,999 records	\$5.69
Full Module: Workforce Development; US/Canada 5,000-9,999 records	\$3.69
Full Module: Workforce Development; US/Canada 10,000-24,999 records	\$3.58

<b>Product Description</b>	<b>Commercial List Price</b>
Full Module: Workforce Development; US/Canada 25,000-49,999 records	\$2.28
Full Module: Workforce Development; US/Canada 50,000-74,999 records	\$2.20
Full Module: Workforce Development; US/Canada 75,000-99,999 records	\$1.86
Full Module: Workforce Development; US/Canada 100,000-199,999 records	\$1.29
Full Module: Workforce Development; US/Canada 200,000-499,999 records	\$0.85
Full Module: Workforce Development; US/Canada 500,000-999,999 records	\$0.57
Full Module: Workforce Development; US/Canada 1,000,000-4,999,999 records	\$0.23
Full Module: Workforce Development; US/Canada 5,000,000-14,999,999 records	\$0.16
Full Module: Workforce Development; US/Canada 15,000,000-29,999,999 records	\$0.13
Full Module: Workforce Development; US/Canada 30,000,000+ records	\$0.12
Full Module: Workforce Development; ROW RUM 1-49 records	\$14.90
Full Module: Workforce Development; ROW RUM 50-99 records	\$6.70
Full Module: Workforce Development; ROW RUM 100-249 records	\$5.21
Full Module: Workforce Development; ROW RUM 250-749 records	\$4.47
Full Module: Workforce Development; ROW RUM 750-2,499 records	\$3.28
Full Module: Workforce Development; ROW RUM 2,500-4,999 records	\$2.98
Full Module: Workforce Development; ROW RUM 5,000-9,999 records	\$1.93
Full Module: Workforce Development; ROW RUM 10,000-24,999 records	\$1.87
Full Module: Workforce Development; ROW RUM 25,000-49,999 records	\$1.19
Full Module: Workforce Development; ROW RUM 50,000-74,999 records	\$1.15
Full Module: Workforce Development; ROW RUM 75,000-99,999 records	\$0.97
Full Module: Workforce Development; ROW RUM 100,000-199,999 records	\$0.67
Full Module: Workforce Development; ROW RUM 200,000-499,999 records	\$0.44
Full Module: Workforce Development; ROW RUM 500,000-999,999 records	\$0.30
Full Module: Workforce Development; ROW RUM 1,000,000-4,999,999 records	\$0.12
Full Module: Workforce Development; ROW RUM 5,000,000-14,999,999 records	\$0.08
Full Module: Workforce Development; ROW RUM 15,000,000-29,999,999 records	\$0.07
Full Module: Workforce Development; ROW RUM 30,000,000+ records	\$0.06
Full Module: Metro Appeal; US/Canada 1-49 records	\$28.47
Full Module: Metro Appeal; US/Canada 50-99 records	\$12.81
Full Module: Metro Appeal; US/Canada 100-249 records	\$9.96
Full Module: Metro Appeal; US/Canada 250-749 records	\$8.54
Full Module: Metro Appeal; US/Canada 750-2,499 records	\$6.27
Full Module: Metro Appeal; US/Canada 2,500-4,999 records	\$5.69
Full Module: Metro Appeal; US/Canada 5,000-9,999 records	\$3.69
Full Module: Metro Appeal; US/Canada 10,000-24,999 records	\$3.58
Full Module: Metro Appeal; US/Canada 25,000-49,999 records	\$2.28
Full Module: Metro Appeal; US/Canada 50,000-74,999 records	\$2.20
Full Module: Metro Appeal; US/Canada 75,000-99,999 records	\$1.86
Full Module: Metro Appeal; US/Canada 100,000-199,999 records	\$1.29
Full Module: Metro Appeal; US/Canada 200,000-499,999 records	\$0.85

<b>Product Description</b>	<b>Commercial List Price</b>
Full Module: Metro Appeal; US/Canada 500,000-999,999 records	\$0.57
Full Module: Metro Appeal; US/Canada 1,000,000-4,999,999 records	\$0.23
Full Module: Metro Appeal; US/Canada 5,000,000-14,999,999 records	\$0.16
Full Module: Metro Appeal; US/Canada 15,000,000-29,999,999 records	\$0.13
Full Module: Metro Appeal; US/Canada 30,000,000 records	\$0.12
Full Module: Metro Appeal; ROW RUM 1-49 records	\$14.90
Full Module: Metro Appeal; ROW RUM 50-99 records	\$6.70
Full Module: Metro Appeal; ROW RUM 100-249 records	\$5.21
Full Module: Metro Appeal; ROW RUM 250-749 records	\$4.47
Full Module: Metro Appeal; ROW RUM 750-2,499 records	\$3.28
Full Module: Metro Appeal; ROW RUM 2,500-4,999 records	\$2.98
Full Module: Metro Appeal; ROW RUM 5,000-9,999 records	\$1.93
Full Module: Metro Appeal; ROW RUM 10,000-24,999 records	\$1.87
Full Module: Metro Appeal; ROW RUM 25,000-49,999 records	\$1.19
Full Module: Metro Appeal; ROW RUM 50,000-74,999 records	\$1.15
Full Module: Metro Appeal; ROW RUM 75,000-99,999 records	\$0.97
Full Module: Metro Appeal; ROW RUM 100,000-199,999 records	\$0.67
Full Module: Metro Appeal; ROW RUM 200,000-499,999 records	\$0.44
Full Module: Metro Appeal; ROW RUM 500,000-999,999 records	\$0.30
Full Module: Metro Appeal; ROW RUM 1,000,000-4,999,999 records	\$0.12
Full Module: Metro Appeal; ROW RUM 5,000,000-14,999,999 records	\$0.08
Full Module: Metro Appeal; ROW RUM 15,000,000-29,999,999 records	\$0.07
Full Module: Metro Appeal; ROW RUM 30,000,000+ records	\$0.06
Dashboard: Critical Infrastructure US/Canada RUM 1-49 records	\$25.19
Dashboard: Critical Infrastructure US/Canada RUM 50-99 records	\$11.33
Dashboard: Critical Infrastructure US/Canada RUM 100-249 records	\$8.81
Dashboard: Critical Infrastructure US/Canada RUM 250-749 records	\$7.56
Dashboard: Critical Infrastructure US/Canada RUM 750-2,499 records	\$5.54
Dashboard: Critical Infrastructure US/Canada RUM 2,500-4,999 records	\$5.04
Dashboard: Critical Infrastructure US/Canada RUM 5,000-9,999 records	\$3.27
Dashboard: Critical Infrastructure US/Canada RUM 10,000-24,999 records	\$3.16
Dashboard: Critical Infrastructure US/Canada RUM 25,000-49,999 records	\$2.01
Dashboard: Critical Infrastructure US/Canada RUM 50,000-74,999 records	\$1.94
Dashboard: Critical Infrastructure US/Canada RUM 75,000-99,999 records	\$1.64
Dashboard: Critical Infrastructure US/Canada RUM 100,000-199,999 records	\$1.14
Dashboard: Critical Infrastructure US/Canada RUM 200,000-499,999 records	\$0.75
Dashboard: Critical Infrastructure US/Canada RUM 500,000-999,999 records	\$0.51
Dashboard: Critical Infrastructure US/Canada RUM 1,000,000-4,999,999 records	\$0.21
Dashboard: Critical Infrastructure US/Canada RUM 5,000,000-14,999,999 records	\$0.14
Dashboard: Critical Infrastructure US/Canada RUM 15,000,000-29,999,999 records	\$0.12
Dashboard: Critical Infrastructure US/Canada RUM 30,000,000+ records	\$0.10

Product Description	Commercial List Price
Dashboard: Critical Infrastructure ROW RUM 1-49 records	\$17.14
Dashboard: Critical Infrastructure ROW RUM 50-99 records	\$7.71
Dashboard: Critical Infrastructure ROW RUM 100-249 records	\$5.99
Dashboard: Critical Infrastructure ROW RUM 250-749 records	\$5.14
Dashboard: Critical Infrastructure ROW RUM 750-2,499 records	\$3.77
Dashboard: Critical Infrastructure ROW RUM 2,500-4,999 records	\$3.43
Dashboard: Critical Infrastructure ROW RUM 5,000-9,999 records	\$2.22
Dashboard: Critical Infrastructure ROW RUM 10,000-24,999 records	\$2.15
Dashboard: Critical Infrastructure ROW RUM 25,000-49,999 records	\$1.37
Dashboard: Critical Infrastructure ROW RUM 50,000-74,999 records	\$1.32
Dashboard: Critical Infrastructure ROW RUM 75,000-99,999 records	\$1.12
Dashboard: Critical Infrastructure ROW RUM 100,000-199,999 records	\$0.77
Dashboard: Critical Infrastructure ROW RUM 200,000-499,999 records	\$0.51
Dashboard: Critical Infrastructure ROW RUM 500,000-999,999 records	\$0.35
Dashboard: Critical Infrastructure ROW RUM 1,000,000-4,999,999 records	\$0.14
Dashboard: Critical Infrastructure ROW RUM 5,000,000-14,999,999 records	\$0.09
Dashboard: Critical Infrastructure ROW RUM 15,000,000-29,999,999 records	\$0.08
Dashboard: Critical Infrastructure ROW RUM 30,000,000+ records	\$0.07
Dashboard: Lifelines US/Canada RUM 1-49 records	\$25.19
Dashboard: Lifelines US/Canada RUM 50-99 records	\$11.33
Dashboard: Lifelines US/Canada RUM 100-249 records	\$8.81
Dashboard: Lifelines US/Canada RUM 250-749 records	\$7.56
Dashboard: Lifelines US/Canada RUM 750-2,499 records	\$5.54
Dashboard: Lifelines US/Canada RUM 2,500-4,999 records	\$5.04
Dashboard: Lifelines US/Canada RUM 5,000-9,999 records	\$3.27
Dashboard: Lifelines US/Canada RUM 10,000-24,999 records	\$3.16
Dashboard: Lifelines US/Canada RUM 25,000-49,999 records	\$2.01
Dashboard: Lifelines US/Canada RUM 50,000-74,999 records	\$1.94
Dashboard: Lifelines US/Canada RUM 75,000-99,999 records	\$1.64
Dashboard: Lifelines US/Canada RUM 100,000-199,999 records	\$1.14
Dashboard: Lifelines US/Canada RUM 200,000-499,999 records	\$0.75
Dashboard: Lifelines US/Canada RUM 500,000-999,999 records	\$0.51
Dashboard: Lifelines US/Canada RUM 1,000,000-4,999,999 records	\$0.21
Dashboard: Lifelines US/Canada RUM 5,000,000-14,999,999 records	\$0.14
Dashboard: Lifelines US/Canada RUM 15,000,000-29,999,999 records	\$0.12
Dashboard: Lifelines US/Canada RUM 30,000,000+ records	\$0.10
Dashboard: Lifelines ROW RUM 1-49 records	\$17.14
Dashboard: Lifelines ROW RUM 50-99 records	\$7.71
Dashboard: Lifelines ROW RUM 100-249 records	\$5.99
Dashboard: Lifelines ROW RUM 250-749 records	\$5.14
Dashboard: Lifelines ROW RUM 750-2,499 records	\$3.77

<b>Product Description</b>	<b>Commercial List Price</b>
Dashboard: Lifelines ROW RUM 2,500-4,999 records	\$3.43
Dashboard: Lifelines ROW RUM 5,000-9,999 records	\$2.22
Dashboard: Lifelines ROW RUM 10,000-24,999 records	\$2.15
Dashboard: Lifelines ROW RUM 25,000-49,999 records	\$1.37
Dashboard: Lifelines ROW RUM 50,000-74,999 records	\$1.32
Dashboard: Lifelines ROW RUM 75,000-99,999 records	\$1.12
Dashboard: Lifelines ROW RUM 100,000-199,999 records	\$0.77
Dashboard: Lifelines ROW RUM 200,000-499,999 records	\$0.51
Dashboard: Lifelines ROW RUM 500,000-999,999 records	\$0.35
Dashboard: Lifelines ROW RUM 1,000,000-4,999,999 records	\$0.14
Dashboard: Lifelines ROW RUM 5,000,000-14,999,999 records	\$0.09
Dashboard: Lifelines ROW RUM 15,000,000-29,999,999 records	\$0.08
Dashboard: Lifelines ROW RUM 30,000,000+ records	\$0.07
Dashboard: Business Landscape US/Canada RUM 1-49 records	\$25.19
Dashboard: Business Landscape US/Canada RUM 50-99 records	\$11.33
Dashboard: Business Landscape US/Canada RUM 100-249 records	\$8.81
Dashboard: Business Landscape US/Canada RUM 250-749 records	\$7.56
Dashboard: Business Landscape US/Canada RUM 750-2,499 records	\$5.54
Dashboard: Business Landscape US/Canada RUM 2,500-4,999 records	\$5.04
Dashboard: Business Landscape US/Canada RUM 5,000-9,999 records	\$3.27
Dashboard: Business Landscape US/Canada RUM 10,000-24,999 records	\$3.16
Dashboard: Business Landscape US/Canada RUM 25,000-49,999 records	\$2.01
Dashboard: Business Landscape US/Canada RUM 50,000-74,999 records	\$1.94
Dashboard: Business Landscape US/Canada RUM 75,000-99,999 records	\$1.64
Dashboard: Business Landscape US/Canada RUM 100,000-199,999 records	\$1.14
Dashboard: Business Landscape US/Canada RUM 200,000-499,999 records	\$0.75
Dashboard: Business Landscape US/Canada RUM 500,000-999,999 records	\$0.51
Dashboard: Business Landscape US/Canada RUM 1,000,000-4,999,999 records	\$0.21
Dashboard: Business Landscape US/Canada RUM 5,000,000-14,999,999 records	\$0.14
Dashboard: Business Landscape US/Canada RUM 15,000,000-29,999,999 records	\$0.12
Dashboard: Business Landscape US/Canada RUM 30,000,000+ records	\$0.10
Dashboard: Business Landscape ROW RUM 1-49 records	\$17.14
Dashboard: Business Landscape ROW RUM 50-99 records	\$7.71
Dashboard: Business Landscape ROW RUM 100-249 records	\$5.99
Dashboard: Business Landscape ROW RUM 250-749 records	\$5.14
Dashboard: Business Landscape ROW RUM 750-2,499 records	\$3.77
Dashboard: Business Landscape ROW RUM 2,500-4,999 records	\$3.43
Dashboard: Business Landscape ROW RUM 5,000-9,999 records	\$2.22
Dashboard: Business Landscape ROW RUM 10,000-24,999 records	\$2.15
Dashboard: Business Landscape ROW RUM 25,000-49,999 records	\$1.37
Dashboard: Business Landscape ROW RUM 50,000-74,999 records	\$1.32

Product Description	Commercial List Price
Dashboard: Business Landscape ROW RUM 75,000-99,999 records	\$1.12
Dashboard: Business Landscape ROW RUM 100,000-199,999 records	\$0.77
Dashboard: Business Landscape ROW RUM 200,000-499,999 records	\$0.51
Dashboard: Business Landscape ROW RUM 500,000-999,999 records	\$0.35
Dashboard: Business Landscape ROW RUM 1,000,000-4,999,999 records	\$0.14
Dashboard: Business Landscape ROW RUM 5,000,000-14,999,999 records	\$0.09
Dashboard: Business Landscape ROW RUM 15,000,000-29,999,999 records	\$0.08
Dashboard: Business Landscape ROW RUM 30,000,000+ records	\$0.07
Custom Dashboard -- hourly rate for D&B to develop a custom dashboard; additional terms and conditions may apply.	\$250.00
ESG: Full module US/Canada RUM 1-49 records	\$30.19
ESG: Full module US/Canada RUM 50-99 records	\$14.53
ESG: Full module US/Canada RUM 100-249 records	\$11.68
ESG: Full module US/Canada RUM 250-749 records	\$10.26
ESG: Full module US/Canada RUM 750-2,499 records	\$7.99
ESG: Full module US/Canada RUM 2,500-4,999 records	\$7.41
ESG: Full module US/Canada RUM 5,000-9,999 records	\$4.84
ESG: Full module US/Canada RUM 10,000-24,999 records	\$4.01
ESG: Full module US/Canada RUM 25,000-49,999 records	\$2.45
ESG: Full module US/Canada RUM 50,000-74,999 records	\$2.31
ESG: Full module US/Canada RUM 75,000-99,999 records	\$1.97
ESG: Full module US/Canada RUM 100,000-199,999 records	\$1.35
ESG: Full module US/Canada RUM 200,000-499,999 records	\$0.89
ESG: Full module US/Canada RUM 500,000-999,999 records	\$0.59
ESG: Full module US/Canada RUM 1,000,000-4,999,999 records	\$0.24
ESG: Full module US/Canada RUM 5,000,000-14,999,999 records	\$0.17
ESG: Full module US/Canada RUM 15,000,000-29,999,999 records	\$0.14
ESG: Full module US/Canada RUM 30,000,000+ records	\$0.13
ESG: Full module ROW RUM 1-49 records	\$20.31
ESG: Full module ROW RUM 50-99 records	\$9.65
ESG: Full module ROW RUM 100-249 records	\$7.71
ESG: Full module ROW RUM 250-749 records	\$6.75
ESG: Full module ROW RUM 750-2,499 records	\$5.20
ESG: Full module ROW RUM 2,500-4,999 records	\$4.81
ESG: Full module ROW RUM 5,000-9,999 records	\$3.14
ESG: Full module ROW RUM 10,000-24,999 records	\$2.66
ESG: Full module ROW RUM 25,000-49,999 records	\$1.64
ESG: Full module ROW RUM 50,000-74,999 records	\$1.56
ESG: Full module ROW RUM 75,000-99,999 records	\$1.32
ESG: Full module ROW RUM 100,000-199,999 records	\$0.90
ESG: Full module ROW RUM 200,000-499,999 records	\$0.59



Product Description	Commercial List Price
ESG: Full module ROW RUM 500,000-999,999 records	\$0.40
ESG: Full module ROW RUM 1,000,000-4,999,999 records	\$0.17
ESG: Full module ROW RUM 5,000,000-14,999,999 records	\$0.11
ESG: Full module ROW RUM 15,000,000-29,999,999 records	\$0.10
ESG: Full module ROW RUM 30,000,000+ records	\$0.09

## Dun & Bradstreet Public Sector Labor Category Descriptions For Professional Services

Labor Category/Service Title	Labor Category/Service Description	Commercial Price List
Data Engineer 1	Provides guidance on technical data issues to satisfy customer requirements. Advises on and performs cleanse, match, append, and possesses a detailed knowledge of data curation, provenance, fields, and layouts. Develops interfaces to access and store information. Responsibilities may include, but not limited to, workflow analysis and re-design, ETL and API development, and database design. Creates all the necessary and required documentation to capture workflow and data process designs, and any development. Work complexity, and the associated levels of responsibility and independence, will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master's, PhD) and/or certifications (e.g. PMP).	\$1,235.78
Data Engineer 2	Provides guidance on technical data issues to satisfy customer requirements. Advises on and performs cleanse, match, append, and possesses a detailed knowledge of data curation, provenance, fields, and layouts. Develops interfaces to access and store information. Responsibilities may include, but not limited to, workflow analysis and re-design, ETL and API development, and database design. Creates all the necessary and required documentation to capture workflow and data process designs, and any development. Work complexity, and the associated levels of responsibility and independence, will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master's, PhD) and/or certifications (e.g. PMP).	\$1,603.18
Data Engineer 3	Provides guidance on technical data issues to satisfy customer requirements. Advises on and performs cleanse, match, append, and possesses a detailed knowledge of data curation, provenance, fields, and layouts. Develops interfaces to access and store information. Responsibilities may include, but not limited to, workflow analysis and re-design, ETL and API development, and database design. Creates all the necessary and required documentation to capture workflow and data process designs, and any development. Work complexity, and the associated levels of responsibility and independence, will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master's, PhD) and/or certifications (e.g. PMP).	\$2,070.41
Data Scientist 1	Lead the identification of opportunities to apply industry knowledge and expertise of deep learning technologies to prototype analytic algorithms that address mission-critical customer challenges. Analyzes data to obtain a rational basis for decision making and solution development. Data Scientist 1 – 3 define business problems, analyze workflow processes, develop statistical and machine-learning models, and infuse artificial intelligence solutions into production environments. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master's, PhD) and/or certifications (e.g. PMP).	\$1,068.78
Data Scientist 2	Lead the identification of opportunities to apply industry knowledge and expertise of deep learning technologies to prototype analytic algorithms that address mission-critical customer challenges. Analyzes data to obtain a rational basis for decision making and solution development. Data Scientist 1 – 3 define business problems, analyze workflow processes, develop statistical and machine-learning models, and infuse artificial intelligence solutions into production environments. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master's, PhD) and/or certifications (e.g. PMP).	\$1,436.18
Data Scientist 3	Lead the identification of opportunities to apply industry knowledge and expertise of deep learning technologies to prototype analytic algorithms that address mission-critical customer challenges. Analyzes data to obtain a rational basis for decision making and solution development. Data Scientist 1 – 3 define business problems, analyze workflow processes, develop statistical and machine-learning models, and infuse artificial intelligence solutions into production environments. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master's, PhD) and/or certifications (e.g. PMP).	\$2,001.39
Data Scientist 4	Lead the identification of opportunities to apply industry knowledge and expertise of deep learning technologies to prototype analytic algorithms that address mission-critical customer challenges. Analyzes data to obtain a rational basis for decision making and solution development. Data Scientist 4 – 6 also provide guidance and direction to other statisticians in a supervisory capacity and coordinate resolution of highly complex solutions. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master's, PhD) and/or certifications (e.g. PMP).	\$2,492.98

Labor Category/Service Title	Labor Category/Service Description	Commercial Price List
Data Scientist 5	Lead the identification of opportunities to apply industry knowledge and expertise of deep learning technologies to prototype analytic algorithms that address mission-critical customer challenges. Analyzes data to obtain a rational basis for decision making and solution development. Data Scientist 4 – 6 also provide guidance and direction to other statisticians in a supervisory capacity and coordinate resolution of highly complex solutions. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master’s, PhD) and/or certifications (e.g. PMP).	\$2,849.12
Data Scientist 6	Lead the identification of opportunities to apply industry knowledge and expertise of deep learning technologies to prototype analytic algorithms that address mission-critical customer challenges. Analyzes data to obtain a rational basis for decision making and solution development. Data Scientist 4 – 6 also provide guidance and direction to other statisticians in a supervisory capacity and coordinate resolution of highly complex solutions. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master’s, PhD) and/or certifications (e.g. PMP).	\$5,963.53
Lead Consultant	Strategic data and analytics thought leader. Acts as a trusted advisor specializing in the design and delivery of Next-Gen Data Analytics Platforms. Collaborates with both Technical and Business leaders to demonstrate the value of data analytics. Acts in a consulting, or advisory, capacity to identify options in areas such as workflow integration and implementation or guiding the development of strategic roadmaps or project ROIs. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. PhD) and/or certifications (e.g. PMP).	\$3,437.11
Principal Consultant	Strategic data and analytics thought leader. Acts as a trusted advisor specializing in the design and delivery of Next-Gen Data Analytics Platforms. Collaborates with both Technical and Business leaders to demonstrate the value of data analytics. Acts in a consulting, or advisory, capacity to identify options in areas such as workflow integration and implementation or guiding the development of strategic roadmaps or project ROIs. Principal Consultant is typically involved in highly complex engagements or those involving more senior interfaces. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. PhD) and/or certifications (e.g. PMP).	\$4,494.68
Program Manager 1	Manages complex, cross-functional, engagements involving multiple projects, and serves as the point of contact for all client activities related to the program. Leverages leadership, business, technical, and financial acumen to deliver complex strategic objectives. Ensures proper governance of all schedule, budget, and quality aspects to meet all contact terms and customer expectations. Program scope and complexity will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. Project/Program management certification, e.g. PMP. May have advanced degrees (e.g. Master’s, PhD).	\$1,794.35
Program Manager 2	Manages complex, cross-functional, engagements involving multiple projects, and serves as the point of contact for all client activities related to the program. Leverages leadership, business, technical, and financial acumen to deliver complex strategic objectives. Ensures proper governance of all schedule, budget, and quality aspects to meet all contact terms and customer expectations. Program scope and complexity will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. Project/Program management certification, e.g. PMP. May have advanced degrees (e.g. Master’s, PhD).	\$2,070.41
Program Manager 3	Manages complex, cross-functional, engagements involving multiple projects, and serves as the point of contact for all client activities related to the program. Leverages leadership, business, technical, and financial acumen to deliver complex strategic objectives. Ensures proper governance of all schedule, budget, and quality aspects to meet all contact terms and customer expectations. Program scope and complexity will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. Project/Program management certification, e.g. PMP. May have advanced degrees (e.g. Master’s, PhD).	\$2,277.45
Project Manager 1	Manages engagement projects from concept through final delivery. Works with project stakeholders to define project scope and objectives, develop detailed work plans, define schedules, create resource plans, issue status reports, perform project tracking and analysis. Conducts project meetings and ensures stakeholder communications. Project scope and complexity will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. Project/Program management certification, e.g. PMP. May have advanced degrees (e.g. Master’s, PhD).	\$1,068.78
Project Manager 2	Manages engagement projects from concept through final delivery. Works with project stakeholders to define project scope and objectives, develop detailed work plans, define schedules, create resource plans, issue status reports, perform project tracking and analysis. Conducts project meetings and ensures stakeholder communications. Project scope and complexity will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. Project/Program management certification, e.g. PMP. May have advanced degrees (e.g. Master’s, PhD).	\$1,502.98

Labor Category/Service Title	Labor Category/Service Description	Commercial Price List
Project Manager 3	Manages engagement projects from concept through final delivery. Works with project stakeholders to define project scope and objectives, develop detailed work plans, define schedules, create resource plans, issue status reports, perform project tracking and analysis. Conducts project meetings and ensures stakeholder communications. Project scope and complexity will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. Project/Program management certification, e.g. PMP. May have advanced degrees (e.g. Master's, PhD).	\$1,863.36
Research Analyst 1	Employ industry experience to capture problem definition, define scope, and analyze activities related to businesses, persons, and devices to obtain a rational basis for decision making and resource allocation. Applies advanced technical and analytical research techniques to determine solutions based on client requirements. Creates project plans to manage complex engagements and control quality, cost, and schedule. Prepares comprehensive reports to document findings. The scope and complexity of associated work will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master's, PhD) and/or certifications (e.g. PMP).	\$1,235.78
Research Analyst 2	Employ industry experience to capture problem definition, define scope, and analyze activities related to businesses, persons, and devices to obtain a rational basis for decision making and resource allocation. Applies advanced technical and analytical research techniques to determine solutions based on client requirements. Creates project plans to manage complex engagements and control quality, cost, and schedule. Prepares comprehensive reports to document findings. The scope and complexity of associated work will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master's, PhD) and/or certifications (e.g. PMP).	\$1,603.18
Research Analyst 3	Employ industry experience to capture problem definition, define scope, and analyze activities related to businesses, persons, and devices to obtain a rational basis for decision making and resource allocation. Applies advanced technical and analytical research techniques to determine solutions based on client requirements. Creates project plans to manage complex engagements and control quality, cost, and schedule. Prepares comprehensive reports to document findings. The scope and complexity of associated work will generally be greater at higher levels. Research Analyst 3 - 4 may provide guidance and direction to other professionals in a supervisory capacity and coordinate resolution of highly complex solutions. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master's, PhD) and/or certifications (e.g. PMP).	\$2,001.39
Research Analyst 4	Employ industry experience to capture problem definition, define scope, and analyze activities related to businesses, persons, and devices to obtain a rational basis for decision making and resource allocation. Applies advanced technical and analytical research techniques to determine solutions based on client requirements. Creates project plans to manage complex engagements and control quality, cost, and schedule. Prepares comprehensive reports to document findings. The scope and complexity of associated work will generally be greater at higher levels. Research Analyst 3 - 4 may provide guidance and direction to other professionals in a supervisory capacity and coordinate resolution of highly complex solutions. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master's, PhD) and/or certifications (e.g. PMP).	\$2,492.98
Software Developer 1	Develops ecosystems and interfaces to access information. Responsibilities may include, but not limited to full-stack, user interface, ETL, API, and tool development; DevOps engineering; and application programming. May perform cleanse, match, append, and possesses a detailed knowledge of data, fields, and layouts. Creates all the necessary and required documentation to capture the development. The scope and complexity of associated work will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master's, PhD) and/or certifications (e.g. PMP).	\$333.99
Software Developer 2	Develops ecosystems and interfaces to access information. Responsibilities may include, but not limited to full-stack, user interface, ETL, API, and tool development; DevOps engineering; and application programming. May perform cleanse, match, append, and possesses a detailed knowledge of data, fields, and layouts. Creates all the necessary and required documentation to capture the development. The scope and complexity of associated work will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master's, PhD) and/or certifications (e.g. PMP).	\$534.39
Software Developer 3	Develops ecosystems and interfaces to access information. Responsibilities may include, but not limited to full-stack, user interface, ETL, API, and tool development; DevOps engineering; and application programming. May perform cleanse, match, append, and possesses a detailed knowledge of data, fields, and layouts. Creates all the necessary and required documentation to capture the development. The scope and complexity of associated work will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master's, PhD) and/or certifications (e.g. PMP).	\$759.15

Labor Category/Service Title	Labor Category/Service Description	Commercial Price List
Software Engineer 1	Provides guidance on technical data issues to satisfy customer requirements. Develops the ecosystem and interfaces to access information. Responsibilities may include, but not limited to full-stack, user interface, ETL, API, and tool development; DevOps engineering; system security; and application programming. Creates all the necessary and required documentation to capture the development. The scope and complexity of associated work will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master's, PhD) and/or certifications (e.g. PMP).	\$1,770.17
Software Engineer 2	Provides guidance on technical data issues to satisfy customer requirements. Develops the ecosystem and interfaces to access information. Responsibilities may include, but not limited to full-stack, user interface, ETL, API, and tool development; DevOps engineering; system security; and application programming. Creates all the necessary and required documentation to capture the development. The scope and complexity of associated work will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master's, PhD) and/or certifications (e.g. PMP).	\$2,277.45
Software Engineer 3	Provides guidance on technical data issues to satisfy customer requirements. Develops the ecosystem and interfaces to access information. Responsibilities may include, but not limited to full-stack, user interface, ETL, API, and tool development; DevOps engineering; system security; and application programming. Creates all the necessary and required documentation to capture the development. The scope and complexity of associated work will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master's, PhD) and/or certifications (e.g. PMP).	\$2,564.21
Subject Matter Expert 1	Leverages industry experience and subject matter expertise to provide capture customer requirements and transform them into an enterprise view that addresses critical business needs. Acts in a managerial, consulting, or advisory capacity to guide professional resources that implement complex solutions to strategic mission objectives. The scope and complexity of associated work will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master's, PhD) and/or certifications (e.g. PMP).	\$1,836.97
Subject Matter Expert 2	Leverages industry experience and subject matter expertise to provide capture customer requirements and transform them into an enterprise view that addresses critical business needs. Acts in a managerial, consulting, or advisory capacity to guide professional resources that implement complex solutions to strategic mission objectives. The scope and complexity of associated work will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master's, PhD) and/or certifications (e.g. PMP).	\$2,277.45
Subject Matter Expert 3	Leverages industry experience and subject matter expertise to provide capture customer requirements and transform them into an enterprise view that addresses critical business needs. Acts in a managerial, consulting, or advisory capacity to guide professional resources that implement complex solutions to strategic mission objectives. The scope and complexity of associated work will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master's, PhD) and/or certifications (e.g. PMP).	\$2,706.66
Technical Architect 1	Provides guidance on the overall strategic vision and integration of technical platform solutions that support mission critical customer requirements. Defines all aspects of the system pertaining to interfaces, applications, delivery, and data warehousing that leverage innovative advanced technologies to provide intuitive solutions. Responsibilities may include, but not limited to, concept development, defining requirements, systems architecture and integration, ETL design, data structure design, API development, tool development, and application programming. Creates all the necessary and required documentation to capture the architecture and design. Manages all aspects of the technical engagement. The scope and complexity of associated work will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. masters, PhD) and/or certifications (e.g. PMP).	\$1,770.17
Technical Architect 2	Provides guidance on the overall strategic vision and integration of technical platform solutions that support mission critical customer requirements. Defines all aspects of the system pertaining to interfaces, applications, delivery, and data warehousing that leverage innovative advanced technologies to provide intuitive solutions. Responsibilities may include, but not limited to, concept development, defining requirements, systems architecture and integration, ETL design, data structure design, API development, tool development, and application programming. Creates all the necessary and required documentation to capture the architecture and design. Manages all aspects of the technical engagement. The scope and complexity of associated work will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. masters, PhD) and/or certifications (e.g. PMP).	\$2,208.43

Labor Category/Service Title	Labor Category/Service Description	Commercial Price List
Technical Architect 3	Provides guidance on the overall strategic vision and integration of technical platform solutions that support mission critical customer requirements. Defines all aspects of the system pertaining to interfaces, applications, delivery, and data warehousing that leverage innovative advanced technologies to provide intuitive solutions. Responsibilities may include, but not limited to, concept development, defining requirements, systems architecture and integration, ETL design, data structure design, API development, tool development, and application programming. Creates all the necessary and required documentation to capture the architecture and design. Manages all aspects of the technical engagement. The scope and complexity of associated work will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. masters, PhD) and/or certifications (e.g. PMP).	\$2,564.21
Trainer 1	Provides training for users either on-site, off-site, or via webinar for both D&B portal and integrated products. Contributes to product training design and develops mission-relevant use cases that will help your users better leverage the data and tools available to them. The scope and complexity of associated work will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master's, PhD) and/or certifications (e.g. PMP).	\$1,130.23
Trainer 2	Provides training for users either on-site, off-site, or via webinar for both D&B portal and integrated products. Contributes to product training design and develops mission-relevant use cases that will help your users better leverage the data and tools available to them. The scope and complexity of associated work will generally be greater at higher levels. Experience working with public and private sector businesses. Trained in proper handling of CUI (and/or other classifications) of data. May have advanced degrees (e.g. Master's, PhD) and/or certifications (e.g. PMP).	\$1,536.38

# Dun & Bradstreet Public Sector Data Deployed in Analytics

## Description

In providing the Professional Services referenced above, Data Scientists and Research Analysts will leverage commercially available and non-commercially available data to achieve the analytic deliverables requested by the customer.

Commercially Available Data: D&B Data that is available for license. The cost to license full access to the hundreds of millions of business records in the D&B Data Cloud is ameliorated and instead, D&B resources use this data in their analytical processes. Includes thousands of data elements and spans the globe (and archival periods going back to 1969).

Non-Commercially Available Data: Business Activity Signals (BAS) data is only accessible to certified D&B data stewards within D&B firewalls. This data is not sold, licensed, or otherwise available to external parties.

Annual rates may be discounted in consideration of the contract size or annual client data spend with Dun & Bradstreet. The available packages are priced at daily, weekly, monthly, and annual rates and priced proportionally as indicated in the below table. Discounts are also offered based on annual D&B data purchase range from 0% (for a small data purchase) to 50% (for annual data purchases exceeding \$5M). For example, a Data Deployed in Analytics contract would receive a smaller discount for a change from annual to monthly. However, a customer also purchasing \$5M in D&B data would receive a 50% discount as well.

Data Deployed in Analytics is priced based on a per-researcher basis for two key Labor Categories: Research Analyst and Data Scientist.

<b>Contract Term</b>	<b>Daily Rate</b>
Annually	\$313,000.00
Monthly	\$31,300.00
Weekly	\$10,433.33
Daily	\$2,608.33

## D&B Investigate

The offer consists of the following options:

- o User/Seat
- o Domestic Data (US/Canada) & Rest of World Data
- o Packages
- o Additions
- o Add-On's

### USER/SEAT

Customers determine the number of Users of the application, and each is assigned a 'seat'. Each seat is a unique, secure, login and cannot be shared with other Users.

### DATA

Domestic and Rest of World business data records are determined by the Customer. The number of business records subscribed are available across the entire Customer user base.

### PACKAGES

There are 5 package options available for D&B Investigate. Each package consists of a base set of data allowing for the Customer to create additions or add-on's.

Packages	Description	Additions	Add-Ons
Verify	Company Firmographics; Hierarchies & Connections, Upward & Alternative Linkage; Universal Beneficial Ownership (UBO); Principals & Contacts		Diversity Insights ESG Intelligence
Procure	Company Firmographics; Hierarchies & Connections, Upward & Alternative Linkage; Universal Beneficial Ownership (UBO); Principals & Contacts; Company Financials; Government Awards, Exclusions, Violations & Public Filings (Filings Events)		D&B Viability Rating (Financial Strength Insights) IP Intelligence
Investigate	Company Firmographics; Hierarchies & Connections, Upward & Alternative Linkage; Universal Beneficial Ownership (UBO); Principals & Contacts; Company Financials; Government Awards, Exclusions, Violations & Public Filings (Filings Events); Shipping Insights; Shipping Insights Details		D&B Paydex (Payment Insights) Shipping Insights Shipping Insight Details
Cyber	Company Firmographics; Hierarchies & Connections, Upward & Alternative Linkage; Universal Beneficial Ownership (UBO); Principals & Contacts; Company Financials; Government Awards, Exclusions, Violations & Public Filings (Filings Events); Shipping Insights; Shipping Insights Details; IP Intelligence		Business Information Report (BIR) Comprehensive Business Report (COMP) Cyber Compliance Report



## ADD-ON's (All packages)

Add-On's consist of both data and reports. **Add-On's are available for every package.**

- Diversity Insights
- ESG Intelligence
- Financial Strengths Insights (D&B Viability Score)
- IP Intelligence
- Payment Insights (D&B Paydex)
- Shipping Insights
- Shipping Insight Details (transactional)
- Business Information Reports- (US/CA, ROW)
- Comprehensive Business Reports- (US/CA, ROW)
- Cyber Compliance Reports

## DATA, FEATURES, REPORTS CATEGORIES & DESCRIPTIONS

### FEATURES

#### Investigate Connections

The Investigate Connections board allows users to create annotated visualizations of connections among entities, highlight key findings, import and attach key documents. Investigate Connections board helps inform better analytical reviews of complex business relationships. Investigate Connections is included with every D&B Procure, Investigate and Cyber package user/seat and does not have additional charge. \*Investigate Connections is not included with the Verify Package

#### Mobile Application

The mobile application is available via the Apple App Store and on Google Play to registered D&B Investigate Users. With the mobile app, users can access key business entity data from the D&B Data Cloud and real time access to most of the data already inside the D&B Investigate platform, the Mobile App will make working in the field as if they were in the office enabled with all D&B collaboration features. The Mobile App is included with every D&B Investigate user/seat and does not have additional charge.

### DATA CATEGORIES

**Company Information** Provides basic data about a company, including name and address, industry/business activity type, size, and country/region identification numbers.

**Company Financials** Financial statement information on both private and public companies around the world. The summary contains up to 36 individually named elements. Historical D&B summary financials, including interim, fiscal, consolidated, individual. Up to 5 years.

**Ownership Insights (Ultimate Business Ownership)** Information on the people and companies who own shares of a given business entity and/or who ultimately benefit from the result of that business' operations.

**Hierarchies & Connections** Identifies entities associated with a given company in terms of legal ownership, franchises and other connection types. Often referred to as a "family tree".

**Principals & Contacts** Information about company employees and principals, including: names, titles, and - where permitted - contact information.

**Filings & Events** Information about legal events associated with a company, such as: registrations with local authorities, suits, liens, bankruptcies/financial embarrassment. Also includes financing statements, public notices, US government awards data and special events information.

**Shipping Insights** Provides data about which companies have shipping transactions associated to them, the count of transactions, as well as which roles the company played within the transactions

**Shipping Insight Details** Providing additional detailed insight of the shipping transaction, the Shipping Add-On will enable the user to narrow details regarding the shipment including disembarkment location, destination, cargo packaging, weight of the cargo, classification of dangerous goods where applicable among other details of the shipment.

**Diversity insights** Reported indicators on the business ownership structure of the company, such as women, minority or other designations.

**IP Intelligence** Provides the ability to search for IP addresses connected to D-U-N-S. User can search by D-U-N-S and receive as many as 500+ IP address in the return; or search by IP address and receive the 1:1 D-U-N-S match. Users will be able to identify/draw connections between devices on the internet offering insight into the size and nature of a business and identify possible associations between businesses, devices, and individuals.

**ESG Intelligence** Analytically derived and AI-informed environmental, social and governance (ESG) rankings that describe the resiliency of companies by measuring the potential risk of incurring reputational, regulatory or operational damages that could impact financial performance. D&B ESG Intelligence delivers ESG analytics and insights built from the Dun & Bradstreet Data Cloud and in alignment with leading ESG frameworks and standards. With deep coverage of public and private company data, it helps companies leverage actionable ESG intelligence to manage risk and increase supply chain resiliency. Delivered with each component of the score broken out, a comparison of the company to its peers, and an overview of how the score is created.

**Financial Strengths Insights** Analytically-derived scores and ratings to help Finance professionals with many of their everyday use cases involving assessment of other companies. D&B Viability Score information

**Payment Insights** Information related to a company's payment history and profile. This includes the Dun & Bradstreet Paydex® score - both current and historical - high credit amount information and industry norm data.

## REPORTS

**Business Information and Comprehensive Reports** fully rendered information products (Text/PDF/HTML) for determining a company's profitability, stability, viability, and payment performance to help evaluate risk both on new and existing business relationships.

**Cyber Compliance Report** D&B Cyber Compliance provides an executive level view of cyber risks for a singular business based on open-source risk data, AI-based analytics, maturity status and Cyber Consultant commentary. D&B Cyber Compliance provides a top line cyber risk snapshot of a company's external cyber posture, making it easy for an agency to understand the cyber risks in their supply chain.

<b>Verify Package</b>	
Product Description	LIST PRICE
Seat license Verify Package	\$ 5,360.00
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contracts, Mobile App; US/Canada RUM 1-49 records	\$ 29.00
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contracts, Mobile App; US/Canada RUM 50-99 records	\$ 13.05
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contracts, Mobile App; US/Canada RUM 100-249 records	\$ 10.15
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contracts, Mobile App; US/Canada RUM 250-749 records	\$ 8.70
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contracts, Mobile App; US/Canada RUM 750-2,499 records	\$ 6.38
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contracts, Mobile App; US/Canada RUM 2,500-4,999 records	\$ 5.80
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contracts, Mobile App; US/Canada RUM 5,000-9,999 records	\$ 3.77
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contracts, Mobile App; US/Canada RUM 10,000-24,999 records	\$ 3.65
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contracts, Mobile App; US/Canada RUM 25,000-49,999 records	\$ 2.32
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contracts, Mobile App; US/Canada RUM 50,000-74,999 records	\$ 2.25
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contracts, Mobile App; US/Canada RUM 75,000-99,999 records	\$ 1.91
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contracts, Mobile App; US/Canada RUM 100,000-199,999 records	\$ 1.33
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contracts, Mobile App; US/Canada RUM 200,000-499,999 records	\$ 0.87
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contracts, Mobile App; US/Canada RUM 500,000-999,999 records	\$ 0.58
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contracts, Mobile App; US/Canada RUM 1,000,000-4,999,999 records	\$ 0.22
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contracts, Mobile App; US/Canada RUM 5,000,000-14,999,999 records	\$ 0.17
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contracts, Mobile App; US/Canada RUM 15,000,000-29,999,999 records	\$ 0.12
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contracts, Mobile App; US/Canada RUM 30,000,000+ records	\$ 0.11
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contracts, Mobile App, ROW RUM 1-49 records	\$ 29.00
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contracts, Mobile App, ROW RUM 50-99 records	\$ 13.15

Product Description	LIST PRICE
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contacts, Mobile App, ROW RUM 100-249 records	\$ 10.75
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contacts, Mobile App, ROW RUM 250-749 records	\$ 9.55
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contacts, Mobile App, ROW RUM 750-2,499 records	\$ 7.31
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contacts, Mobile App, ROW RUM 2,500-4,999 records	\$ 6.49
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contacts, Mobile App, ROW RUM 5,000-9,999 records	\$ 4.59
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contacts, Mobile App, ROW RUM 10,000-24,999 records	\$ 3.91
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contacts, Mobile App, ROW RUM 25,000-49,999 records	\$ 2.81
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contacts, Mobile App, ROW RUM 50,000-74,999 records	\$ 2.59
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contacts, Mobile App, ROW RUM 75,000-99,999 records	\$ 2.31
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contacts, Mobile App, ROW RUM 100,000-199,999 records	\$ 1.76
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contacts, Mobile App, ROW RUM 200,000-499,999 records	\$ 1.32
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contacts, Mobile App, ROW RUM 500,000-999,999 records	\$ 1.11
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contacts, Mobile App, ROW RUM 1,000,000-4,999,999 records	\$ 0.85
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contacts, Mobile App, ROW RUM 5,000,000-14,999,999 records	\$ 0.81
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contacts, Mobile App, ROW RUM 15,000,000-29,999,999 records	\$ 0.78
Verify Package includes Company Firmographics, Hierarchies and Connections + Full Family Tree, Upward Tree, + Alternative Linkages, Ultimate Beneficial Ownership, Principals & Contacts, Mobile App, ROW RUM 30,000,000+ records	\$ 0.77

Procure Package	
Seat license: Procure, Investigate & Cyber Packages	\$ 7,700.00
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; US/Canada RUM 1-49 records	\$ 49.01
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; US/Canada RUM 50-99 records	\$ 22.05
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; US/Canada RUM 100-249 records	\$ 17.15
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; US/Canada RUM 250-749 records	\$ 14.70
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; US/Canada RUM 750-2,499 records	\$ 10.78
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; US/Canada RUM 2,500-4,999 records	\$ 9.80
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; US/Canada RUM 5,000-9,999 records	\$ 6.37
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; US/Canada RUM 10,000-24,999 records	\$ 6.16
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; US/Canada RUM 25,000-49,999 records	\$ 3.92
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; US/Canada RUM 50,000-74,999 records	\$ 3.80
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; US/Canada RUM 75,000-99,999 records	\$ 3.22
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; US/Canada RUM 100,000-199,999 records	\$ 2.23
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; US/Canada RUM 200,000-499,999 records	\$ 1.47
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; US/Canada RUM 500,000-999,999 records	\$ 0.98
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; US/Canada RUM 1,000,000-4,999,999 records	\$ 0.38
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; US/Canada RUM 5,000,000-14,999,999 records	\$ 0.27
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; US/Canada RUM 15,000,000-29,999,999 records	\$ 0.21
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; US/Canada RUM 30,000,000+ records	\$ 0.20
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; ROW RUM 1-49 records	\$ 50.51
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; ROW RUM 50-99 records	\$ 31.20
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; ROW RUM 100-249 records	\$ 28.80
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; ROW RUM 250-749 records	\$ 27.60
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; ROW RUM 750-2,499 records	\$ 22.89
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; ROW RUM 2,500-4,999 records	\$ 19.48
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; ROW RUM 5,000-9,999 records	\$ 15.78
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; ROW RUM 10,000-24,999 records	\$ 10.77
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; ROW RUM 25,000-49,999 records	\$ 9.67
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; ROW RUM 50,000-74,999 records	\$ 8.19
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; ROW RUM 75,000-99,999 records	\$ 7.91
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; ROW RUM 100,000-199,999 records	\$ 6.63
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; ROW RUM 200,000-499,999 records	\$ 5.47
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; ROW RUM 500,000-999,999 records	\$ 5.26
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; ROW RUM 1,000,000-4,999,999 records	\$ 5.00
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; ROW RUM 5,000,000-14,999,999 records	\$ 4.96
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; ROW RUM 15,000,000-29,999,999 records	\$ 4.93
Procure Package includes Verify Package + Financials + Government Contracting &Public Filing, Investigate Connections; ROW RUM 30,000,000+ records	\$ 4.92

Investigate Package	
Seat license: Procure, Investigate & Cyber Packages	\$ 7,700.00
Investigate Packages includes Procure Package + Shipping Insights; US/Canada RUM 1-49 records	\$ 49.01
Investigate Packages includes Procure Package + Shipping Insights; US/Canada RUM 50-99 records	\$ 22.05
Investigate Packages includes Procure Package + Shipping Insights; US/Canada RUM 100-249 records	\$ 17.15
Investigate Packages includes Procure Package + Shipping Insights; US/Canada RUM 250-749 records	\$ 14.70
Investigate Packages includes Procure Package + Shipping Insights; US/Canada RUM 750-2,499 records	\$ 10.78
Investigate Packages includes Procure Package + Shipping Insights; US/Canada RUM 2,500-4,999 records	\$ 9.80
Investigate Packages includes Procure Package + Shipping Insights; US/Canada RUM 5,000-9,999 records	\$ 6.37
Investigate Packages includes Procure Package + Shipping Insights; US/Canada RUM 10,000-24,999 records	\$ 6.16
Investigate Packages includes Procure Package + Shipping Insights; US/Canada RUM 25,000-49,999 records	\$ 3.92
Investigate Packages includes Procure Package + Shipping Insights; US/Canada RUM 50,000-74,999 records	\$ 3.80
Investigate Packages includes Procure Package + Shipping Insights; US/Canada RUM 75,000-99,999 records	\$ 3.22
Investigate Packages includes Procure Package + Shipping Insights; US/Canada RUM 100,000-199,999 records	\$ 2.23
Investigate Packages includes Procure Package + Shipping Insights; US/Canada RUM 200,000-499,999 records	\$ 1.47
Investigate Packages includes Procure Package + Shipping Insights; US/Canada RUM 500,000-999,999 records	\$ 0.98
Investigate Packages includes Procure Package + Shipping Insights; US/Canada RUM 1,000,000-4,999,999 records	\$ 0.38
Investigate Packages includes Procure Package + Shipping Insights; US/Canada RUM 5,000,000-14,999,999 records	\$ 0.27
Investigate Packages includes Procure Package + Shipping Insights; US/Canada RUM 15,000,000-29,999,999 records	\$ 0.21
Investigate Packages includes Procure Package + Shipping Insights; US/Canada RUM 30,000,000+ records	\$ 0.20
Investigate Packages includes Procure Package + Shipping Insights; ROW RUM 1-49 records	\$ 50.51
Investigate Packages includes Procure Package + Shipping Insights; ROW RUM 50-99 records	\$ 31.20
Investigate Packages includes Procure Package + Shipping Insights; ROW RUM 100-249 records	\$ 28.80
Investigate Packages includes Procure Package + Shipping Insights; ROW RUM 250-749 records	\$ 27.60
Investigate Packages includes Procure Package + Shipping Insights; ROW RUM 750-2,499 records	\$ 22.89
Investigate Packages includes Procure Package + Shipping Insights; ROW RUM 2,500-4,999 records	\$ 19.48
Investigate Packages includes Procure Package + Shipping Insights; ROW RUM 5,000-9,999 records	\$ 15.78
Investigate Packages includes Procure Package + Shipping Insights; ROW RUM 10,000-24,999 records	\$ 10.77
Investigate Packages includes Procure Package + Shipping Insights; ROW RUM 25,000-49,999 records	\$ 9.67
Investigate Packages includes Procure Package + Shipping Insights; ROW RUM 50,000-74,999 records	\$ 8.19
Investigate Packages includes Procure Package + Shipping Insights; ROW RUM 75,000-99,999 records	\$ 7.91
Investigate Packages includes Procure Package + Shipping Insights; ROW RUM 100,000-199,999 records	\$ 6.63
Investigate Packages includes Procure Package + Shipping Insights; ROW RUM 200,000-499,999 records	\$ 5.47
Investigate Packages includes Procure Package + Shipping Insights; ROW RUM 500,000-999,999 records	\$ 5.26
Investigate Packages includes Procure Package + Shipping Insights; ROW RUM 1,000,000-4,999,999 records	\$ 5.00
Investigate Packages includes Procure Package + Shipping Insights; ROW RUM 5,000,000-14,999,999 records	\$ 4.96
Investigate Packages includes Procure Package + Shipping Insights; ROW RUM 15,000,000-29,999,999 records	\$ 4.93
Investigate Packages includes Procure Package + Shipping Insights; ROW RUM 30,000,000+ records	\$ 4.92



<b>Cyber Package</b>	
Seat license: Procure, Investigate & Cyber Packages	\$ 7,700.00
Cyber Package includes Investigate Package + IP Intelligence; US/Canada RUM 1-49 records	\$ 49.01
Cyber Package includes Investigate Package + IP Intelligence; US/Canada RUM 50-99 records	\$ 22.05
Cyber Package includes Investigate Package + IP Intelligence; US/Canada RUM 100-249 records	\$ 17.15
Cyber Package includes Investigate Package + IP Intelligence; US/Canada RUM 250-749 records	\$ 14.70
Cyber Package includes Investigate Package + IP Intelligence; US/Canada RUM 750-2,499 records	\$ 10.78
Cyber Package includes Investigate Package + IP Intelligence; US/Canada RUM 2,500-4,999 records	\$ 9.80
Cyber Package includes Investigate Package + IP Intelligence; US/Canada RUM 5,000-9,999 records	\$ 6.37
Cyber Package includes Investigate Package + IP Intelligence; US/Canada RUM 10,000-24,999 records	\$ 6.16
Cyber Package includes Investigate Package + IP Intelligence; US/Canada RUM 25,000-49,999 records	\$ 3.92
Cyber Package includes Investigate Package + IP Intelligence; US/Canada RUM 50,000-74,999 records	\$ 3.80
Cyber Package includes Investigate Package + IP Intelligence; US/Canada RUM 75,000-99,999 records	\$ 3.22
Cyber Package includes Investigate Package + IP Intelligence; US/Canada RUM 100,000-199,999 records	\$ 2.23
Cyber Package includes Investigate Package + IP Intelligence; US/Canada RUM 200,000-499,999 records	\$ 1.47
Cyber Package includes Investigate Package + IP Intelligence; US/Canada RUM 500,000-999,999 records	\$ 0.98
Cyber Package includes Investigate Package + IP Intelligence; US/Canada RUM 1,000,000-4,999,999 records	\$ 0.38
Cyber Package includes Investigate Package + IP Intelligence; US/Canada RUM 5,000,000-14,999,999 records	\$ 0.27
Cyber Package includes Investigate Package + IP Intelligence; US/Canada RUM 15,000,000-29,999,999 records	\$ 0.21
Cyber Package includes Investigate Package + IP Intelligence; US/Canada RUM 30,000,000+ records	\$ 0.20
Cyber Package includes Investigate Package + IP Intelligence; ROW RUM 1-49 records	\$ 50.51
Cyber Package includes Investigate Package + IP Intelligence; ROW RUM 50-99 records	\$ 31.20
Cyber Package includes Investigate Package + IP Intelligence; ROW RUM 100-249 records	\$ 28.80
Cyber Package includes Investigate Package + IP Intelligence; ROW RUM 250-749 records	\$ 27.60
Cyber Package includes Investigate Package + IP Intelligence; ROW RUM 750-2,499 records	\$ 22.89
Cyber Package includes Investigate Package + IP Intelligence; ROW RUM 2,500-4,999 records	\$ 19.48
Cyber Package includes Investigate Package + IP Intelligence; ROW RUM 5,000-9,999 records	\$ 15.78
Cyber Package includes Investigate Package + IP Intelligence; ROW RUM 10,000-24,999 records	\$ 10.77
Cyber Package includes Investigate Package + IP Intelligence; ROW RUM 25,000-49,999 records	\$ 9.67
Cyber Package includes Investigate Package + IP Intelligence; ROW RUM 50,000-74,999 records	\$ 8.19
Cyber Package includes Investigate Package + IP Intelligence; ROW RUM 75,000-99,999 records	\$ 7.91
Cyber Package includes Investigate Package + IP Intelligence; ROW RUM 100,000-199,999 records	\$ 6.63
Cyber Package includes Investigate Package + IP Intelligence; ROW RUM 200,000-499,999 records	\$ 5.47
Cyber Package includes Investigate Package + IP Intelligence; ROW RUM 500,000-999,999 records	\$ 5.26
Cyber Package includes Investigate Package + IP Intelligence; ROW RUM 1,000,000-4,999,999 records	\$ 5.00
Cyber Package includes Investigate Package + IP Intelligence; ROW RUM 5,000,000-14,999,999 records	\$ 4.96
Cyber Package includes Investigate Package + IP Intelligence; ROW RUM 15,000,000-29,999,999 records	\$ 4.93
Cyber Package includes Investigate Package + IP Intelligence; ROW RUM 30,000,000+ records	\$ 4.92

Packages Add-ons	
Product Description	LIST PRICE
Diversity Insights US/Canada RUM 1-49	\$ 1.40
Diversity Insights US/Canada RUM 50-99	\$ 0.63
Diversity Insights US/Canada RUM 100-249	\$ 0.49
Diversity Insights US/Canada RUM 250-749	\$ 0.42
Diversity Insights US/Canada RUM 750-2,499	\$ 0.31
Diversity Insights US/Canada RUM 2,500-4,999	\$ 0.28
Diversity Insights US/Canada RUM 5,000-9,999	\$ 0.18
Diversity Insights US/Canada RUM 10,000-24,999	\$ 0.18
Diversity Insights US/Canada RUM 25,000-49,999	\$ 0.11
Diversity Insights US/Canada RUM 50,000-74,999	\$ 0.11
Diversity Insights US/Canada RUM 75,000-99,999	\$ 0.09
Diversity Insights US/Canada RUM 100,000-199,999	\$ 0.06
Diversity Insights US/Canada RUM 200,000-499,999	\$ 0.04
Diversity Insights US/Canada RUM 500,000-999,999	\$ 0.03
Diversity Insights US/Canada RUM 1,000,000-4,999,999	\$ 0.01
Diversity Insights US/Canada RUM 5,000,000-14,999,999	\$ 0.01
Diversity Insights US/Canada RUM 15,000,000-29,999,999	\$ 0.01
Diversity Insights US/Canada RUM 30,000,000 +	\$ 0.01
Diversity Insights ROW RUM 1-49	\$ 1.40
Diversity Insights ROW RUM 50-99	\$ 0.63
Diversity Insights ROW RUM 100-249	\$ 0.49
Diversity Insights ROW RUM 250-749	\$ 0.42
Diversity Insights ROW RUM 750-2,499	\$ 0.31
Diversity Insights ROW RUM 2,500-4,999	\$ 0.28
Diversity Insights ROW RUM 5,000-9,999	\$ 0.18
Diversity Insights ROW RUM 10,000-24,999	\$ 0.18
Diversity Insights ROW RUM 25,000-49,999	\$ 0.11
Diversity Insights ROW RUM 50,000-74,999	\$ 0.11
Diversity Insights ROW RUM 75,000-99,999	\$ 0.09
Diversity Insights ROW RUM 100,000-199,999	\$ 0.06
Diversity Insights ROW RUM 200,000-499,999	\$ 0.04
Diversity Insights ROW RUM 500,000-999,999	\$ 0.03
Diversity Insights ROW RUM 1,000,000-4,999,999	\$ 0.01
Diversity Insights ROW RUM 5,000,000-14,999,999	\$ 0.01
Diversity Insights ROW RUM 15,000,000-29,999,999	\$ 0.01
Diversity Insights ROW RUM 30,000,000 +	\$ 0.01
Financial Strength Insights US/Canada RUM 1-49	\$ 12.00
Financial Strength Insights US/Canada RUM 50-99	\$ 5.40
Financial Strength Insights US/Canada RUM 100-249	\$ 4.20
Financial Strength Insights US/Canada RUM 250-749	\$ 3.60
Financial Strength Insights US/Canada RUM 750-2,499	\$ 2.64
Financial Strength Insights US/Canada RUM 2,500-4,999	\$ 2.40
Financial Strength Insights US/Canada RUM 5,000-9,999	\$ 1.56
Financial Strength Insights US/Canada RUM 10,000-24,999	\$ 1.50



Product Description	LIST PRICE
Financial Strength Insights US/Canada RUM 25,000-49,999	\$ 0.96
Financial Strength Insights US/Canada RUM 50,000-74,999	\$ 0.93
Financial Strength Insights US/Canada RUM 75,000-99,999	\$ 0.78
Financial Strength Insights US/Canada RUM 100,000-199,999	\$ 0.54
Financial Strength Insights US/Canada RUM 200,000-499,999	\$ 0.36
Financial Strength Insights US/Canada RUM 500,000-999,999	\$ 0.24
Financial Strength Insights US/Canada RUM 1,000,000-4,999,999	\$ 0.10
Financial Strength Insights US/Canada RUM 5,000,000-14,999,999	\$ 0.06
Financial Strength Insights US/Canada RUM 15,000,000-29,999,999	\$ 0.06
Financial Strength Insights US/Canada RUM 30,000,000 +	\$ 0.05
Financial Strength Insights ROW RUM 1-49	\$ 12.00
Financial Strength Insights ROW RUM 50-99	\$ 5.40
Financial Strength Insights ROW RUM 100-249	\$ 4.27
Financial Strength Insights ROW RUM 250-749	\$ 4.27
Financial Strength Insights ROW RUM 750-2,499	\$ 3.69
Financial Strength Insights ROW RUM 2,500-4,999	\$ 3.08
Financial Strength Insights ROW RUM 5,000-9,999	\$ 2.65
Financial Strength Insights ROW RUM 10,000-24,999	\$ 1.63
Financial Strength Insights ROW RUM 25,000-49,999	\$ 1.63
Financial Strength Insights ROW RUM 50,000-74,999	\$ 1.33
Financial Strength Insights ROW RUM 75,000-99,999	\$ 1.33
Financial Strength Insights ROW RUM 100,000-199,999	\$ 1.16
Financial Strength Insights ROW RUM 200,000-499,999	\$ 0.98
Financial Strength Insights ROW RUM 500,000-999,999	\$ 0.98
Financial Strength Insights ROW RUM 1,000,000-4,999,999	\$ 0.98
Financial Strength Insights ROW RUM 5,000,000-14,999,999	\$ 0.98
Financial Strength Insights ROW RUM 15,000,000-29,999,999	\$ 0.98
Financial Strength Insights ROW RUM 30,000,000 +	\$ 0.98
Payment Insights US/Canada RUM 1-49	\$ 7.00
Payment Insights US/Canada RUM 50-99	\$ 3.15
Payment Insights US/Canada RUM 100-249	\$ 2.45
Payment Insights US/Canada RUM 250-749	\$ 2.10
Payment Insights US/Canada RUM 750-2,499	\$ 1.54
Payment Insights US/Canada RUM 2,500-4,999	\$ 1.40
Payment Insights US/Canada RUM 5,000-9,999	\$ 0.91
Payment Insights US/Canada RUM 10,000-24,999	\$ 0.88
Payment Insights US/Canada RUM 25,000-49,999	\$ 0.56
Payment Insights US/Canada RUM 50,000-74,999	\$ 0.54
Payment Insights US/Canada RUM 75,000-99,999	\$ 0.46
Payment Insights US/Canada RUM 100,000-199,999	\$ 0.32
Payment Insights US/Canada RUM 200,000-499,999	\$ 0.21
Payment Insights US/Canada RUM 500,000-999,999	\$ 0.14
Payment Insights US/Canada RUM 1,000,000-4,999,999	\$ 0.06
Payment Insights US/Canada RUM 5,000,000-14,999,999	\$ 0.04

Product Description	LIST PRICE
Payment Insights US/Canada RUM 15,000,000-29,999,999	\$ 0.03
Payment Insights US/Canada RUM 30,000,000 +	\$ 0.03
Payment Insights ROW RUM 1-49	\$ 7.00
Payment Insights ROW RUM 50-99	\$ 4.27
Payment Insights ROW RUM 100-249	\$ 4.27
Payment Insights ROW RUM 250-749	\$ 4.27
Payment Insights ROW RUM 750-2,499	\$ 3.69
Payment Insights ROW RUM 2,500-4,999	\$ 3.08
Payment Insights ROW RUM 5,000-9,999	\$ 2.65
Payment Insights ROW RUM 10,000-24,999	\$ 1.62
Payment Insights ROW RUM 25,000-49,999	\$ 1.62
Payment Insights ROW RUM 50,000-74,999	\$ 1.32
Payment Insights ROW RUM 75,000-99,999	\$ 1.32
Payment Insights ROW RUM 100,000-199,999	\$ 1.15
Payment Insights ROW RUM 200,000-499,999	\$ 0.98
Payment Insights ROW RUM 500,000-999,999	\$ 0.98
Payment Insights ROW RUM 1,000,000-4,999,999	\$ 0.98
Payment Insights ROW RUM 5,000,000-14,999,999	\$ 0.98
Payment Insights ROW RUM 15,000,000-29,999,999	\$ 0.98
Payment Insights ROW RUM 30,000,000 +	\$ 0.98
Shipping Insights Add On (Records Under Management); Records 1-49; (step down pricing)	\$ 2.95
Shipping Insights Add On (Records Under Management); Records 50-99; (step down pricing)	\$ 1.33
Shipping Insights Add On (Records Under Management); Records 100-249; (step down pricing)	\$ 1.04
Shipping Insights Add On (Records Under Management); Records 250-749; (step down pricing)	\$ 0.89
Shipping Insights Add On (Records Under Management); Records 750-2,499; (step down pricing)	\$ 0.65
Shipping Insights Add On (Records Under Management); Records 2,500-4,999; (step down pricing)	\$ 0.59
Shipping Insights Add On (Records Under Management); Records 5,000-9,999; (step down pricing)	\$ 0.38
Shipping Insights Add On (Records Under Management); Records 10,000-24,999; (step down pricing)	\$ 0.37
Shipping Insights Add On (Records Under Management); Records 25,000-49,999; (step down pricing)	\$ 0.23
Shipping Insights Add On (Records Under Management); Records 50,000-74,999; (step down pricing)	\$ 0.22
Shipping Insights Add On (Records Under Management); Records 75,000-99,999; (step down pricing)	\$ 0.20
Shipping Insights Add On (Records Under Management); Records 100,000-199,999; (step down pricing)	\$ 0.14
Shipping Insights Add On (Records Under Management); Records 200,000-499,999; (step down pricing)	\$ 0.09
Shipping Insights Add On (Records Under Management); Records 500,000-999,999; (step down pricing)	\$ 0.06
Shipping Insights Add On (Records Under Management); Records 1,000,000-4,999,999; (step down pricing)	\$ 0.02
Shipping Insights Add On (Records Under Management); Records 5,000,000-14,999,999; (step down pricing)	\$ 0.02
Shipping Insights Add On (Records Under Management); Records 15,000,000-29,999,999; (step down pricing)	\$ 0.01
Shipping Insights Add On (Records Under Management); Records 30,000,000+; (step down pricing)	\$ 0.01
Shipping Insights Details Add On; Records 1-9,999; transactional pricing; requires the purchase of Shipping Insights	\$ 0.75
Shipping Insights Details Add On; Records 10,000-24,999; transactional pricing; requires the purchase of Shipping Insights	\$ 0.60
Shipping Insights Details Add On; Records 25,000-49,999; transactional pricing; requires the purchase of Shipping Insights	\$ 0.45
Shipping Insights Details Add On; Records 50,000-99,999; transactional pricing; requires the purchase of Shipping Insights	\$ 0.35
Shipping Insights Details Add On; Records 100,000-199,999; transactional pricing; requires the purchase of Shipping Insights	\$ 0.20
Shipping Insights Details Add On; Records 200,000+; transactional pricing; requires the purchase of Shipping Insights	\$ 0.10

Product Description	LIST PRICE
ESG (Environmental, Social, Governance); US/Canada RUM 1-5,000	\$ 1.72
ESG (Environmental, Social, Governance); US/Canada RUM 5,001-9,999	\$ 1.15
ESG (Environmental, Social, Governance); US/Canada RUM 10,000-24,999	\$ 0.43
ESG (Environmental, Social, Governance); US/Canada RUM 25,000-49,999	\$ 0.17
ESG (Environmental, Social, Governance); US/Canada RUM 50,000-74,999	\$ 0.11
ESG (Environmental, Social, Governance); US/Canada RUM 75,000-99,999	\$ 0.11
ESG (Environmental, Social, Governance); US/Canada RUM 100,000-199,999	\$ 0.06
ESG (Environmental, Social, Governance); US/Canada RUM 200,000-499,999	\$ 0.04
ESG (Environmental, Social, Governance); US/Canada RUM 500,000-999,999	\$ 0.02
ESG (Environmental, Social, Governance); US/Canada RUM 1,000,000-30,000,000+	\$ 0.01
ESG (Environmental, Social, Governance); ROW RUM 1-5,000	\$ 0.94
ESG (Environmental, Social, Governance); ROW RUM 5,001-9,999	\$ 0.63
ESG (Environmental, Social, Governance); ROW RUM 10,000-24,999	\$ 0.23
ESG (Environmental, Social, Governance); ROW RUM 25,000-49,999	\$ 0.09
ESG (Environmental, Social, Governance); ROW RUM 50,000-74,999	\$ 0.06
ESG (Environmental, Social, Governance); ROW RUM 75,000-99,999	\$ 0.06
ESG (Environmental, Social, Governance); ROW RUM 100,000-199,999	\$ 0.03
ESG (Environmental, Social, Governance); ROW RUM 200,000-499,999	\$ 0.02
ESG (Environmental, Social, Governance); ROW RUM 500,000-999,999	\$ 0.01
ESG (Environmental, Social, Governance); ROW RUM 1,000,000-30,000,000+	\$ 0.01
Cyber Compliance Report Quantity 1	\$ 600.00
Cyber Compliance Report Quantity 2-500	\$ 550.00
Cyber Compliance Report Quantity 501-1,500	\$ 500.00
Cyber Compliance Report Quantity 1,501-2,500	\$ 450.00
Cyber Compliance Report Quantity 2,501-5,000	\$ 400.00
Cyber Compliance Report Quantity 5,001+	Custom
Comprehensive Business Report (Comp Report) US/Canada (Transactional)	\$ 60.00
Comprehensive Business (Comp Report) ROW (Transactional)	\$ 180.00
Business Information Report (BIR) US/Canada (Transactional)	\$ 50.00
Business Information (BIR) ROW (Transactional)	\$ 130.00
IP Intelligence Transactions 1-49	\$ 9.00
IP Intelligence Transactions 50-99	\$ 8.00
IP Intelligence Transactions 100-749	\$ 7.00
IP Intelligence Transactions 750-2,499	\$ 6.00
IP Intelligence Transactions 2,500+	\$ 5.00

# **Risk Monitoring Services**

## ***Alert Services Option***

### **Alert Services - Inquiry**

Our automated warning service, Alert Services allows D&B to do the monitoring work for you. Alert Services automatically monitors the entire portfolio of businesses in your Customer Watch on dnb.com. Risk notifications are sent directly to you whenever there is a significant change in a customer's financial condition or operational status

Indicators Automatically Monitored include: D&B Rating, Financial Stress Percentile Score, Credit Class, PAYDEX Score, Public Filings (suits, liens, judgments, bankruptcy), Special Events (mergers, announced sales or restructuring, and more). Customization of the profile is not available. All notifications are daily, available through Customer Watch and email.

### **Alert Services – Business Monitoring**

Business Monitoring is ideal for those customers who only wish to monitor companies on a case-by-case basis. You can choose which companies to monitor through Customer Watch on dnb.com. You can choose to monitor a company when you first purchase a report via Customer Watch, or you can add Business Monitoring to a previously purchased company report in your Customer Watch.

Indicators Automatically Monitored include: D&B Rating, Financial Stress Score/Failure Class, Credit Class, PAYDEX Score, Public Filings (suits, liens, judgments, bankruptcy), Special Events (mergers, announced sales or restructuring, and more). Customization of the profile is not available. All notifications are daily, available through Customer Watch and email.

### **Alert Services - Customized Lists (See Preferred Pricing Plan Price Schedule for details)**

**Delivery Options** Alert Services provide customers with the option of receiving notification of changes to accounts registered for monitoring on a daily, weekly, monthly, bi-monthly, or quarterly basis in the following delivery methods:

- FTP
- E-Mail

## Risk Monitoring Services (cont.)

**Deliverables** Customers selecting *email delivery* receive full change notices regardless of frequency.

Customers receiving fax delivery receive full change notices for daily service ONLY

Customers receiving tape, diskette, cartridge, or FTP delivery receive machine readable notices, regardless of frequency (note exception listed in above delivery options)

- Management Reports are available at no additional charge and include:
- Registration Activity Report (Listing of all accounts registered for Alert Services)
- Account Management Summary Report, available bi-annually upon request (Summary of change notices by account over a six-month timeframe).

### **Monitoring Groups**

Monitoring groups available to customers with Alert Services include:

- Bankruptcies
- Business Information Reports updates (***Daily deliver only***)
- Credit Score (Credit Risk Score OR Credit Risk Class)
- D&B Rating
- Financial Statement updates (***Daily deliver only***)
- Financial Stress Score / Failure Class (Financial Stress Score /Failure Class OR Financial Stress Score Percentile/ Failure Score)
- Financials (Change in Net Worth)
- Operational Events (e.g., Business Moves, Change of CEO, etc.)
- PAYDEX Score
- Public Filings (Suits, Liens, Judgements)
- Special Events (e.g., Fire/Disasters, Burglary/Embezzlement, etc.)
- Supplier Evaluation Score
- UCC Filings

**Pricing** Pricing for any of the Alert Services options are based on three

- factors: Number of Accounts Registered Number of
- Data Elements Monitored
- Frequency of Notification Delivery

### **Special Pricing Options**

**Cycle** All pricing is based on a 12 month monitoring cycle

**D-U-N-S ®  
Number Look-Ups** There is no charge for D-U-N-S® Number Look-Ups when done in conjunction with any Alert Service option.

**High Volume  
Registration  
Discounts** Volume discounts are available to customers registering large numbers upfront for monitoring. Discounts are applied as the number of registrations progress through the tier levels.

**PPT Discounts** Participating Point (PPT's) can take advantage of volume discounts available through their Combination Contract. This option can be obtained by completing the "Combination Contract Indicator" section on the Customer Profile Worksheet.

**Trade Tape  
Participant  
Discount** Trade Tape Program Participants are eligible for an additional 10% discount off of their monitoring registrations up to a maximum of \$5,000. This option can be obtained by completing the "Special Billing Options" section on the Customer Profile Worksheet.

**Multiple Media** Additional media output (e.g., tape and paper) is charged at \$160.89 per additional media.

**Additional Copies of  
Media** When customers wish to receive multiple copies of output or delivery to multiple locations the charge is \$159.67 per additional copy/location.

**Same Registrations,  
Multiple Delivery  
Frequencies** When the same data elements on the same accounts are selected at different frequencies (e.g., PAYDEX Score delivered monthly and daily), there is a 10% premium based on the higher priced frequency.

**Same Registrations,  
Different Profiles** When the same accounts are monitored in two different ways (e.g., PAYDEX Score monthly and bankruptcies daily), there is a 10% premium based on the higher priced profiles.

### ***Severe Risk Option – Business Deterioration, Higher Risk, Bankruptcy and Information Alerts***

The Basic Service covers previous D&B inquiries over the prior 24 month period, for each of three types of severe risk options and provides fax or e-mail notification of the event to a designated contact. Notification types include:

- Higher Risk
- Business Deterioration
- Filed Bankruptcy
- Information Alert

## Monitoring Services Price List

### D & B Subscription Discount Plans Price Guide

D & B Monitoring Services are comprised of four offerings:

Together, Alert Services and Severe Risk provide a client with ultimate protection against risk.

1. Alert Services -- a proactive account management tool that works as an "early warning detection system." Available in 2 versions. Alert services select allows customers to customize

their service by selecting data elements to meet their specific requirements. There are currently thirteen (13) data elements to choose from, which are available on a daily, weekly, monthly, bi-monthly or quarterly delivery basis. Delivery available via dnb.com, E-Mail, FTP, facsimile or mail. Alert Services Inquiry monitors a pre-selected list of elements across all customer inquiries.

2. Severe Risk -- an insurance policy designed to protect the customer from severe situations that may occur within a customer's accounts. Four levels of risk notification are offered: Higher Risk, Business Deterioration, Bankruptcy and Information Alerts.

3. Continuous Monitoring -- an option to receive on-going updates to the specific D&B report sections of the reports customers ordered.

4. Annual Report Update Program -- a free reminder service (renewal program) that tracks which reports a customer has ordered in the previous ten months.

Volume discounts for Alerts are available to customers registering large numbers upfront for Monitoring. Discounts are applied as number of registrations progress through the tier levels, i.e., number of accounts. (Step-down pricing)

**Step-down pricing up to 200,000 records. At 200,001 records convert to range pricing**

#### D&B Alert Services Inquiry

##### Basic Coverage

17% of current year's total annual upfront dollar commitment for Annual Discount Plan Minimum offer: \$350  
(Price Per Record)

##### Basic Coverage w/ Severe Risk

15% of current year's total annual upfront dollar commitment for Annual Discount Plan Minimum offer: \$350  
(Price Per Record)

#### Discount Schedule Based On Change Delivery Option

	DAILY	WEEKLY	MONTHLY	BI-MONTHLY	QUARTERLY
<b>D&amp;B Alert Services (Scores, Events, Public Filing Notification)</b>					
<b>1-500 Accounts</b>					
1 Data Element	\$ 9.56	\$ 8.60	\$ 7.17	\$ 6.21	\$ 5.74
2 Data Elements	\$ 11.53	\$ 10.39	\$ 8.66	\$ 7.51	\$ 6.92
3 Data Elements	\$ 13.12	\$ 11.84	\$ 9.86	\$ 8.54	\$ 7.89
4 Data Elements	\$ 14.46	\$ 12.99	\$ 10.82	\$ 9.38	\$ 8.66
5 Data Elements	\$ 16.12	\$ 14.48	\$ 12.07	\$ 10.47	\$ 9.66
6 Data Elements	\$ 16.80	\$ 15.12	\$ 12.60	\$ 10.93	\$ 10.08
<b>501-1,000 Accounts</b>					
1 Data Element	\$ 7.92	\$ 7.11	\$ 5.92	\$ 5.13	\$ 4.73
2 Data Elements	\$ 9.56	\$ 8.60	\$ 7.17	\$ 6.21	\$ 5.74
3 Data Elements	\$ 11.15	\$ 10.05	\$ 8.36	\$ 7.25	\$ 6.69
4 Data Elements	\$ 12.20	\$ 10.97	\$ 9.15	\$ 7.93	\$ 7.31
5 Data Elements	\$ 13.49	\$ 12.12	\$ 10.11	\$ 8.76	\$ 8.08
6 Data Elements	\$ 14.10	\$ 12.70	\$ 10.58	\$ 9.18	\$ 8.46
<b>1,001-5,000 Accounts</b>					
1 Data Element	\$ 6.31	\$ 5.65	\$ 4.72	\$ 4.09	\$ 3.78
2 Data Elements	\$ 7.24	\$ 6.52	\$ 5.44	\$ 4.71	\$ 4.34
3 Data Elements	\$ 8.52	\$ 7.68	\$ 6.40	\$ 5.54	\$ 5.12
4 Data Elements	\$ 9.20	\$ 8.26	\$ 6.87	\$ 5.96	\$ 5.51
5 Data Elements	\$ 10.17	\$ 9.19	\$ 7.65	\$ 6.63	\$ 6.12
6 Data Elements	\$ 10.85	\$ 9.74	\$ 8.13	\$ 7.05	\$ 6.50
<b>5,001-10,000 Accounts</b>					
1 Data Element	\$ 4.96	\$ 4.46	\$ 3.71	\$ 3.21	\$ 2.96
2 Data Elements	\$ 5.88	\$ 5.32	\$ 4.42	\$ 3.84	\$ 3.53
3 Data Elements	\$ 6.62	\$ 5.95	\$ 4.95	\$ 4.29	\$ 3.95
4 Data Elements	\$ 7.24	\$ 6.52	\$ 5.44	\$ 4.71	\$ 4.34
5 Data Elements	\$ 7.91	\$ 7.11	\$ 5.92	\$ 5.13	\$ 4.73
6 Data Elements	\$ 8.52	\$ 7.68	\$ 6.40	\$ 5.54	\$ 5.12
<b>10,001-25,000 Accounts</b>					
1 Data Element	\$ 4.24	\$ 3.81	\$ 3.18	\$ 2.76	\$ 2.54
2 Data Elements	\$ 4.96	\$ 4.46	\$ 3.71	\$ 3.21	\$ 2.96
3 Data Elements	\$ 5.88	\$ 5.32	\$ 4.42	\$ 3.84	\$ 3.53
4 Data Elements	\$ 6.31	\$ 5.65	\$ 4.72	\$ 4.09	\$ 3.78
5 Data Elements	\$ 6.92	\$ 6.24	\$ 5.19	\$ 4.51	\$ 4.15
6 Data Elements	\$ 7.24	\$ 6.52	\$ 5.44	\$ 4.71	\$ 4.34
<b>25,001-50,000 Accounts</b>					
1 Data Element	\$ 3.92	\$ 3.52	\$ 2.94	\$ 2.54	\$ 2.35
2 Data Elements	\$ 4.66	\$ 4.15	\$ 3.46	\$ 3.00	\$ 2.78
3 Data Elements	\$ 5.28	\$ 4.73	\$ 3.93	\$ 3.42	\$ 3.15
4 Data Elements	\$ 5.88	\$ 5.32	\$ 4.42	\$ 3.84	\$ 3.53
5 Data Elements	\$ 6.31	\$ 5.65	\$ 4.72	\$ 4.09	\$ 3.78
6 Data Elements	\$ 6.62	\$ 5.95	\$ 4.95	\$ 4.29	\$ 3.95
<b>50,001-100,000 Accounts</b>					
1 Data Element	\$ 3.62	\$ 3.23	\$ 2.69	\$ 2.34	\$ 2.15
2 Data Elements	\$ 4.24	\$ 3.81	\$ 3.18	\$ 2.76	\$ 2.54
3 Data Elements	\$ 4.78	\$ 4.33	\$ 3.61	\$ 3.13	\$ 2.88
4 Data Elements	\$ 5.40	\$ 4.86	\$ 4.05	\$ 3.50	\$ 3.23
5 Data Elements	\$ 5.72	\$ 5.14	\$ 4.28	\$ 3.71	\$ 3.42
6 Data Elements	\$ 6.00	\$ 5.42	\$ 4.53	\$ 4.42	\$ 3.62
<b>100,001-200,000 Accounts</b>					
1 Data Element	\$ 3.44	\$ 3.12	\$ 2.60	\$ 2.26	\$ 2.08
2 Data Elements	\$ 4.06	\$ 3.65	\$ 3.02	\$ 2.62	\$ 2.42
3 Data Elements	\$ 4.66	\$ 4.15	\$ 3.46	\$ 3.00	\$ 2.78
4 Data Elements	\$ 5.15	\$ 4.61	\$ 3.85	\$ 3.34	\$ 3.07
5 Data Elements	\$ 5.45	\$ 4.92	\$ 4.09	\$ 3.53	\$ 3.27
6 Data Elements	\$ 5.72	\$ 5.14	\$ 4.28	\$ 3.71	\$ 3.42

**Range Pricing**

200,001-500,000 Accounts	DAILY	WEEKLY	MONTHLY	BI-MONTHLY	QUARTERLY
1 Data Element	\$ 0.74	\$ 0.67	\$ 0.55	\$ 0.48	\$ 0.44
2 Data Elements	\$ 0.87	\$ 0.78	\$ 0.65	\$ 0.56	\$ 0.52
3 Data Elements	\$ 0.99	\$ 0.90	\$ 0.75	\$ 0.65	\$ 0.59
4 Data Elements	\$ 1.11	\$ 0.98	\$ 0.82	\$ 0.72	\$ 0.66
5 Data Elements	\$ 1.17	\$ 1.06	\$ 0.88	\$ 0.76	\$ 0.71
6 Data Elements	\$ 1.23	\$ 1.11	\$ 0.92	\$ 0.80	\$ 0.74

500,001-1,000,000 Accounts	DAILY	WEEKLY	MONTHLY	BI-MONTHLY	QUARTERLY
1 Data Element	\$ 0.64	\$ 0.57	\$ 0.47	\$ 0.41	\$ 0.38
2 Data Elements	\$ 0.75	\$ 0.67	\$ 0.55	\$ 0.48	\$ 0.45
3 Data Elements	\$ 0.85	\$ 0.77	\$ 0.65	\$ 0.55	\$ 0.51
4 Data Elements	\$ 0.95	\$ 0.85	\$ 0.71	\$ 0.61	\$ 0.56
5 Data Elements	\$ 1.00	\$ 0.90	\$ 0.75	\$ 0.66	\$ 0.60
6 Data Elements	\$ 1.06	\$ 0.95	\$ 0.79	\$ 0.69	\$ 0.64

1,000,001-2,000,000 Accounts	DAILY	WEEKLY	MONTHLY	BI-MONTHLY	QUARTERLY
1 Data Element	\$ 0.52	\$ 0.47	\$ 0.39	\$ 0.34	\$ 0.31
2 Data Elements	\$ 0.61	\$ 0.55	\$ 0.46	\$ 0.40	\$ 0.37
3 Data Elements	\$ 0.71	\$ 0.64	\$ 0.53	\$ 0.46	\$ 0.42
4 Data Elements	\$ 0.79	\$ 0.70	\$ 0.58	\$ 0.51	\$ 0.47
5 Data Elements	\$ 0.83	\$ 0.75	\$ 0.62	\$ 0.54	\$ 0.50
6 Data Elements	\$ 0.87	\$ 0.79	\$ 0.66	\$ 0.56	\$ 0.52

2,000,001-3,500,000 Accounts	DAILY	WEEKLY	MONTHLY	BI-MONTHLY	QUARTERLY
1 Data Element	\$ 0.40	\$ 0.36	\$ 0.30	\$ 0.26	\$ 0.24
2 Data Elements	\$ 0.47	\$ 0.42	\$ 0.35	\$ 0.31	\$ 0.29
3 Data Elements	\$ 0.54	\$ 0.49	\$ 0.41	\$ 0.35	\$ 0.33
4 Data Elements	\$ 0.60	\$ 0.53	\$ 0.45	\$ 0.39	\$ 0.36
5 Data Elements	\$ 0.64	\$ 0.57	\$ 0.48	\$ 0.41	\$ 0.38
6 Data Elements	\$ 0.67	\$ 0.60	\$ 0.50	\$ 0.43	\$ 0.40

3,500,001-5,000,000 Accounts	DAILY	WEEKLY	MONTHLY	BI-MONTHLY	QUARTERLY
1 Data Element	\$ 0.29	\$ 0.26	\$ 0.22	\$ 0.18	\$ 0.16
2 Data Elements	\$ 0.33	\$ 0.30	\$ 0.25	\$ 0.22	\$ 0.19
3 Data Elements	\$ 0.38	\$ 0.34	\$ 0.29	\$ 0.25	\$ 0.23
4 Data Elements	\$ 0.42	\$ 0.38	\$ 0.32	\$ 0.28	\$ 0.26
5 Data Elements	\$ 0.45	\$ 0.40	\$ 0.34	\$ 0.29	\$ 0.27
6 Data Elements	\$ 0.47	\$ 0.42	\$ 0.35	\$ 0.31	\$ 0.28

5,000,001+ Accounts	DAILY	WEEKLY	MONTHLY	BI-MONTHLY	QUARTERLY
1 Data Element	\$ 0.17	\$ 0.16	\$ 0.13	\$ 0.11	\$ 0.10
2 Data Elements	\$ 0.20	\$ 0.18	\$ 0.15	\$ 0.13	\$ 0.12
3 Data Elements	\$ 0.24	\$ 0.22	\$ 0.18	\$ 0.15	\$ 0.14
4 Data Elements	\$ 0.27	\$ 0.24	\$ 0.19	\$ 0.17	\$ 0.15
5 Data Elements	\$ 0.28	\$ 0.26	\$ 0.22	\$ 0.18	\$ 0.16
6 Data Elements	\$ 0.30	\$ 0.27	\$ 0.23	\$ 0.19	\$ 0.17

**Premium Monitoring Groups - Daily Delivery Only (Annual Cost)**

Financial Section Updates \$ 10.30  
 Report Updates  
 (Including Financial  
 Section) for Business  
 Information Report \$ 17.23



**D&B Alert Services - Special Pricing Options**

Multiple media output: \$165 per additional media.  
 Delivery of notifications to multiple locations: \$165 per additional location.  
 Delivery of multiple copies of notifications: \$165 per additional copy.  
 Same registrations, multiple delivery frequencies: 10% premium per additional delivery frequency based on most frequent delivery.  
 Same registrations, different monitored criteria: 10% premium based on higher cost profile.

**See the first page of this document for important information about D&B's policies with respect to these offers**

\*\*\*\*Prices subject to change without notice. All Product and Services include Delivery Charge

Annual Upfront \$ Commitment	Discount Band	Annual Discount
\$1,000 - \$1,999	Band 1	0.0%
\$2,000 - \$2,999	Band 2	6.0%
\$3,000 - \$9,999	Band 3	24.0%
\$10,000 - \$24,999	Band 4	28.0%
\$25,000 - \$99,999	Band 5	30.0%
\$100,000 - \$1,999,999	Band 6	35.0%
\$2,000,000+	Band 7	CUSTOM

The price per product will vary depending upon your volume commitment, billing option (One Time, Effective Date/30/60, Quarterly, or Monthly) and overrun premium. The annual upfront commitment amount excludes reference service options and annual service fees.

**Discount Schedule Based On Annual Upfront Agreement**

	Band 1	Band 2	Band 3	Band 4	Band 5	Band 6
	\$1,000 -	\$2,000 -	\$3,000 -	\$10,000 -	\$25,000 -	\$100,000 -
List Price	\$1,999	\$2,999	\$9,999	\$24,999	\$99,999	\$1,999,999

**Account Update Services**

**Business Monitoring (In addition to U.S. report charge - NO BAND DISCOUNTS)**

Business Information Report	\$25.61
Comprehensive Report	\$25.61

*Business Monitoring is only available with the purchase of a BIR or Comp via Customer Watch*

**Annual Report Update Program**

**Full Report**

Business Information Report	\$74.85	\$74.85	\$70.36	\$56.89	\$53.89	\$52.40	\$48.65
Comprehensive Report	\$102.98	\$102.98	\$96.80	\$78.26	\$74.15	\$72.09	\$66.94
Credit Advisory System	\$99.04	\$99.04	\$93.10	\$75.27	\$71.31	\$69.33	\$64.38
Credit Scoring Report	\$53.53	\$53.53	\$50.32	\$40.68	\$38.54	\$37.47	\$34.79
Payment Analysis Report	\$55.82	\$55.82	\$52.47	\$42.42	\$40.19	\$39.07	\$36.28
Supplier Evaluation Report	\$66.12	\$66.12	\$62.15	\$50.25	\$47.61	\$46.28	\$42.98

**Severe Risk Option (Higher Risk, Business Deterioration, Information Alert, Bankruptcy)**

**Basic Coverage**

9% of current year's total annual upfront dollar commitment for Annual Discount Plan

Minimum offer: \$250

**(Price Per Record)**

# Records	Trade Tape Coverage	List Service Coverage
1-500	\$2.03	\$3.46
501-1,000	\$1.66	\$3.14
1,001-5,000	\$1.41	\$2.83
5,001-10,000	\$1.16	\$2.18
10,001-25,000	\$0.92	\$1.74
25,001-50,000	\$0.62	\$1.42
50,001 - 100,000	\$0.55	\$1.15
100,001 - 200,000	\$0.48	\$1.08
200,001+	\$0.46	\$1.03

Contact your local sales representative for volumes greater than 200,000 and for information state/national coverage

**Severe Risk - (Business Deterioration, Higher Risk, Bankruptcy, and Information Alert)**

State File Options	Bankruptcies	Higher Risk / Deterioration / Information Alerts	All Types of Notifications
National Coverage or 5+ States	\$94,738	\$94,738	\$184,266
1 State	\$19,446	\$19,446	\$37,541
2 States	\$38,155	\$38,155	\$73,637
3 States	\$56,132	\$56,132	\$107,244
4 States	\$73,652	\$73,652	\$141,405

See the first page of this document for important information about D&B's policies with respect to these offers

\*\*\*\*Prices subject to change without notice. All Product and Services include Delivery Charge

## **D&B Sales & Marketing Solutions**

Users may enjoy even deeper discounts by requesting quotes from D&B Sales & Marketing Solutions that contain marketing analysis products; data cleanse, match and append services; and web based data management services.

### **Commonwealth Departments currently using these services:**

- Contracts, Purchasing and Procurement for Vendor Responsibility Determinations
- Law Enforcement, Intelligence and Counter-Terrorism
- Economic Development Workforce Development
- Tax and Revenue Collections

### **Most Commonly Used Products:**

- Optimizer
- D&B Sales & Marketing Data Services
- D&B Hoover's
- Market Insight & Econovue

# Sales & Marketing Solutions

## Base Records

The elements of Sales & Marketing Solutions base records including Mailing List/Label, Telemarketing Lists/Records, Prospect Records and Strategic Marketing/Strategic Database Marketing Record pricing and the page on which each is referenced are listed below. Generally, the price to the customer is based on the record type ordered and choice of additional data elements and selectors.

Element	
<b>I</b>	<b>Mail and Telemarketing Records</b> <b>Product output rate</b> determined by <input type="checkbox"/> The number of times data updated <input type="checkbox"/> The number of records being ordered ( <b>Note:</b> minimums apply)
<b>II</b>	<b>Other Base Record charges</b> determined by <input type="checkbox"/> The output type (e.g. Prospecting Record or Strategic Marketing Record) <input type="checkbox"/> The number of records being ordered ( <b>Note:</b> minimums apply)
<b>III</b>	<b>Selector and indicator charges.</b> Applied when the customer selects according to certain criteria.
<b>IV</b>	<b>Special file charges.</b> Specialized Information such as: <input type="checkbox"/> Hot List <input type="checkbox"/> Trends
<b>V</b>	<b>Updates</b>
<b>VI</b>	<b>Data and Product add-ons</b> (e.g., duplicate sets, profiles, physical media delivery charge)
<b>VII</b>	<b>Other License Options</b>
<b>VIII</b>	<b>Limited Access Database (LAD)</b>

<b>I</b>	<b>Mail and Telemarketing Records</b>
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**Mailing Lists/Label and Telemarketing Orders**

- Minimum Order is **\$500**
- Annual Contracts require:
  - Mail - 50,000 Record Minimum
  - Telemarketing – 8,000 Record Minimum
- All prices are based on **Unique DUNS #s**

**25% Customer Append Premium must be applied for match and append orders**

**Rates per 1,000 records**

Range	Mail Record	Standard Telemarketing Record	Enhanced Telemarketing Record
Up to 5,000	\$81.00	\$184.00	\$297.00
5,001 – 10,000	\$80.00	\$179.00	\$287.00
10,001 - 20,000	\$79.50	\$176.50	\$282.00
20,001 - 50,000	\$74.44	\$156.78	\$230.33
50,001 – 100,000	\$73.33	\$152.33	\$229.00
100,001 – 200,000	\$63.00	\$139.00	\$149.00
200,001 – 500,000	\$56.78	\$89.64	\$125.39
500,001 - 1,000,000	\$31.03	\$76.22	\$105.87
1,000,001 – 5,000,000	\$27.54	\$49.05	\$50.99
5,000,000 – 15,000,000	\$22.75	\$14.03	\$23.73
15,000,001 +	\$12.05	\$10.30	\$20.80

The Mailing Lists/Label product output rates are calculated as follows:

Output	Calculation Used Approach
Pressure Sensitive Labels (4 up or 1 up)	= Mailing Base Rate + \$5/M

<b>II</b>	<b>Other Base Record Charges</b>
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**Prospecting Record and Strategic Marketing Record**

- Basic Minimum Order is **\$500**. All additional charges count toward
- Hardcopy output for Prospecting and Strategic Marketing Records is an extra **\$30** per thousand records.
- All prices are based on **Unique** DUNS #s

**25% Customer Append Premium must be applied for match and append orders**

**Rates per 1,000 records**

Range	Prospecting Record	Strategic Marketing Record
	DMI	EDMI / EDMI+
Up to 5,000	\$502.00	\$866.00
5,001 – 10,000	\$492.00	\$850.00
10,001 - 20,000	\$487.00	\$842.00
20,001 - 50,000	\$400.89	\$595.94
50,001 – 100,000	\$392.67	\$545.13
100,001 – 200,000	\$195.30	\$293.25
200,001 – 500,000	\$183.87	\$152.33
500,001 - 1,000,000	\$103.62	\$101.28
1,000,001 – 5,000,000	\$67.44	\$72.05
5,000,000 – 15,000,000	\$31.38	\$43.90
15,000,001 +	\$21.85	\$21.80

**Strategic Database Marketing Record**

- GMDI record for use in Market Insight / PDP and custom systems.
- Additional information provided includes:
  - Global Linkage
  - Small Business Indicator
  - Minority Owned Indicator
  - Public / Private Indicator
  - Geo Connect
- All prices are based on **Unique DUNS #s**

**25% Customer Append Premium must be applied for match and append orders**

**Rates per 1,000 records**

Range	Strategic Database Marketing Record
	GMDI
Up to 5,000	\$1,076.00
5,001 – 10,000	\$1,047.00
10,001 - 20,000	\$1,032.50
20,001 - 50,000	\$736.50
50,001 – 100,000	\$674.40
100,001 – 200,000	\$371.45
200,001 – 500,000	\$180.39
500,001 - 1,000,000	\$105.97
1,000,001 – 5,000,000	\$98.94
5,000,000 – 15,000,000	\$43.78
15,000,001 +	\$20.65

### III Selector and Indicator charges

#### Basic Selectors

The following basic selectors are available

Basic Selectors	
No Charge:	
2,4 & 6-Digit SIC	State Selectors
Charged at \$6/Thousand:	
Corporate Structure (sole proprietorship, corporation, partnership)	Site Status (HQ, Branch, Single Location)
Employees Here	Employees Total
Executive Age	Owns/Rents Site
Women Executive File	Second NAICS or SIC Code

#### Basic Selector Pricing

Basic selector charges are based on the total # of output records and are charged at a price of **\$6/M per selector**; with the exception of the 2, 4 & 6 digit SIC code and state selectors for which there is no charge.

**For example:** If 3 basic selectors are used, the charge is a **total of \$18/M** (based on \$6/M \*3 selectors).

All charges are added to the output rate and are applied toward the \$500 minimum order and range minimum.

Exceptions to above Pricing:

- On **Upfront Mailing List/Label** annual contracts \$5,000 or greater, there is no charge for the above **basic selectors**.
- On **Upfront Telemarketing** annual contracts \$10,000 or greater, there is no charge for the above **basic selectors**.
- On **Prospecting Record, Strategic Marketing Record and Strategic Database Marketing Record**, there is **no charge** for the above **basic selectors**.
- If any element being used as a Selector is also being licensed for append there is no additional Selector fee.

**Other Selectors**

The following selectors are also available and are charged based on the output number of records. These charges are applied towards the \$500 minimum order as well as the range minimums. The following table lists the prices for each selector

<b>Selector &amp; Level</b>	<b>Price Per 1,000</b>	<b>Selector &amp; Level</b>	<b>Price Per 1,000</b>	<b>Selector &amp; Level</b>	<b>Price Per 1,000</b>
8 Digit SIC (Level B)	\$11/M	Change Control Indicator (Level B)	\$11/M	Federal Employee Tax ID (Best FEIN) (Level D)	\$32/M
8(A) Indicator (Level B)	\$11/M	Color Imaging ID (Level D)	\$32/M	FIPS Code (Level B)	\$11/M
Accounting Firm Relation (Level B)	\$11/M	Computer Reseller/VAR/ Developer ID (Level D)	\$32/M	Franchise Establishment Type (Level B)	\$11/M
Actual Square Footage (Level B)	\$11/M	Copier Acquisition Channel (Level D)	\$32/M	Franchise Identifier Code (Level B)	\$11/M
Bank Relation (Level B)	\$11/M	Copy Volume (Level D)	\$32/M	Franchise Indicators (Both) (Level C)	\$21/M
BEMFAB Indicators (Level C)	\$21/M	Cottage Industry (Level B)	\$11/M	GEO Code (Level B)	\$11/M
Blue Collar Employment Estimator (Level C)	\$21/M	DSF Deliverability Ind. (Level C)	\$21/M	Government Indicator (Level C)	\$21/M



Selector & Level	Price Per 1,000	Selector & Level	Price Per 1,000	Selector & Level	Price Per 1,000
Import/Export (Level B)	\$11/M	Median Family Income (Census) (Level B)	\$11/M	Number of PCs (Level D)	\$32/M
Incorporated vs. Unincorporated (Level B)	\$11/M	Mergers and Acquisitions Indicator (Level C)	\$21/M	Number of Printers (Level D)	\$32/M
Income Indicator (Level B)	\$11/M	Minority Classification (specific type) (Level C) *	\$21/M		
IT Expenditures (Level C)	\$21/M	Minority-Owned Business (general) (Level B)	\$11/M	Office Products Reseller ID (Level D)	\$32/M
Labor Surplus (Level B)	\$11/M	NAICS Code (Level B)	\$11/M	Out of Business Indicator (Level C)	\$21/M
Legal Status (Level B)	\$11/M	Non-Profit Indicator (Level C)	\$21/M	Presence of a Network (Level D)	\$32/M
Line of Business (Level B)	\$11/M	Number of Copiers (Level D)	\$32/M	Presence of a Wide Area Network (WAN) (Level D)	\$32/M
Manufacturing Indicator (Level B)	\$11/M	Number of Nodes (Level D)	\$32/M	Printer Volume (Level D)	\$32/M
Marketing Pre-Screen Score (Level G)	\$200/M	Number of Accounts (Level B)	\$11/M	Propensity to Lease (Level D)	\$32/M

**\* Specific minority classifications are Hispanic/Latino; Black/African American; Asian; Indian/sub- Continent; American Indian/Alaskan; Other - (includes veterans.)**

<b>Selector &amp; Level</b>	<b>Price Per 1,000</b>	<b>Selector &amp; Level</b>	<b>Price Per 1,000</b>	<b>Selector &amp; Level</b>	<b>Price Per 1,000</b>
Public Filings Indicator (Level B)	\$11/M	Toll Free Phone #'s (Level C)	\$21/M		
Public vs. Private (Level B)	\$11/M	Trade Style Name (Level C)	\$21/M		
Sales Volume Actual (Level C)	\$21/M	Trends Data 3 yrs EE or Sales (Level B)	\$11/M		
Single URL (Level C)	\$21/M				
Small Business (Level B)	\$11/M	UCC Filing Indicator (Level B)	\$11/M		
Square Footage Estimator (Level C)	\$21/M	White Collar Employment Estimator (Level C)	\$21/M		
State of Incorporation (Level B)	\$11/M	Wholesale Office Supply Buying Index (WOSBI) (Level D)	\$32/M		
		Woman-Owned Business (Level B)	\$11/M		
Territory Covered (Level B)	\$11/M	Year Business Started (Level B)	\$11/M		
Ticker Symbol File (Level B)	\$11/M	Year Present Control (Level B)	\$11/M		
TIXIE (Level C)	\$21/M				

<b>IV</b>	<b>Special file charges</b>
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Rates for special files are calculated by multiplying the Base Record Price (Mail, Telemarketing, Prospecting or Strategic Marketing) by the appropriate multiplier listed below. Output and selector charges are then added to the special file base rate. For example:

15,000 Strategic Marketing Records with Hot List multiplier and a year started selection.

\$850/m	x 1.2	+ \$0/m =	\$1020/m
		(no charge)	Or \$15,300
Strategic Marketing Record Base Rate	Hot List Premium	Year Started Selection	Final Price

**Special File  
Multipliers**

Special File Multipliers are multiplied by the Base Record Rate. The Base Record Rate is defined as the Book Price for the Record Type being purchased based on the defined record range.

Description	Multipliers				
	Mail	Telemarketing/ Enhanced Telemarketing	Prospecting Record	Strategic Marketing	Strategic Database Marketing
<b>Executive Name File (DEMS)*</b>	N/A	N/A	N/A	1.15	1.15
<b>Hot List (Monthly or Historical)</b>	1.2	1.20	1.20	1.20	1.20
<b>Hot List Extra (Twice Monthly Subscription)</b>	1.3	1.30	1.30	1.30	1.30
<b>Trends Selection</b>	1.2	1.20	1.20	1.20	1.20

**\*\* Executive Name File information is only available with a Strategic marketing/Database Record.**

## U.S. Sales & Marketing Solutions Base Records, continued

### Hot List/ Twice Monthly Hot Lists

The **Hot Lists products** are files containing businesses, which are new legal entities, new to the world (start date in current or previous two calendar years) and new to the D&B file (start date greater than three calendar years).

Data includes:

- Company name changes
- Address changes
- Ownership changes
- CEO changes
- Telephone changes
- New to the World records (businesses)
- New legal entity records (businesses)
- New to file records (businesses)

Data Append & Output options:

#### Special File Charges:

- Rates for special files are calculated by multiplying the appropriate Base Rate by the appropriate multiplier.
- Output and selector charges are then added to the special file base rate.

#### Special File Multipliers

Description	Multipliers
Hot List (Monthly or Historical)	1.20 x Base Rate
Hot List Extra (Twice Monthly Subscription)	1.30 x Base Rate

Description	Price
Coding (By State)	\$5/Territory
(By County)	\$ 10/Territory
(By SIC)	\$ 10/Territory
(By MSA)	\$ 10/Territory
(By ZIP Code)	\$ 30/Territory
Match	\$300/GEO Unit
Output	Standard M&SM or Mailing Pricing

## U.S. Sales & Marketing Solutions Base Records, continued

<b>V</b>	<b>Updates</b>
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Updates should be calculated and charged with the original order.  
The Multiplier is applied against the Base Rate per 1,000.

<b>Frequency</b>	<b>Multiplier</b>
Six Month	1.20
Quarterly	1.30
Bi-Monthly	1.40
Monthly	1.75

<b>VI</b>	<b>Data element and Product add-ons</b>
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**Mailing Lists/Labels Product Add-ons ONLY**

Note: Product add-ons are applied toward the minimum.

Add-Ons	Price
Duplicate Sets <ul style="list-style-type: none"> <li>• Exact Duplicate</li> <li>• Additional Set, Not Exact</li> </ul>	0.50 X (Base Rate + add-ons) 0.70 X Additional Set Original Price
Mail Monitor Report (MMR)* <ul style="list-style-type: none"> <li>• Original or duplicates - each</li> <li>• Sequence Change</li> </ul>	0.50 X (Base Rate + Add-on Data Elements) No Charge
Order Count Sheet (OCS)	No Charge
Profile of Order	\$200 Flat

**Telemarketing Product Add-ons ONLY**

Product add-ons are applied toward the minimum.

Add-Ons	Price
Add-on Labels	0.75 X (Mailing Base Rate + Add-on data)
Duplicate Sets of Add-on Labels	0.50 X (Mailing Base Rate + Add-on data)
Pressure Sensitive Add-on Labels	\$5/M + (0.75 x Mailing Base Rate + Add-on data)
Telemarketing Add-on to Telemarketing	0.75 x Add-on Original Price, based on format
Mail Monitor Report (MMR) <ul style="list-style-type: none"> <li>• Original or duplicates - each</li> <li>• Sequence Change</li> </ul>	0.50 X (Base Rate + Add-on Data Elements) No Charge
Order Count Sheet (OCS)	No Charge
Profile of Order	\$200 Flat

**D-U-N-S®  
Number**

DUNS # is included with matching and in all base records. In cases where D&B is not running a match and not appending any base records, our price for just a DUNS # append is as follows:

D-U-N-S # Assignment Price		
Range	Step Down \$/Record	
	Batch	Transactional
1 - 10,000	\$0.10	\$0.15
10,001 - 100,000	\$0.09	\$0.14
100,001 - 250,000	\$0.06	\$0.09
250,001 - 1,000,000	\$0.03	\$0.05
>1,000,000	\$0.02	\$0.03
<b>Minimum Charge:</b>	<b>\$2,000</b>	<b>\$2,000</b>

<b>VII</b>	<b>Other License Options</b>
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**Licenses that are less than 12 months \*** In rare cases where it makes sense to have a license that is less than 12 months long, we charge a premium over the pro-rated amount. This charge is based on a percentage of the 12 month price.

Period	Percentage of 12 Month Equiv.
1 month	11.67%
2 months	23.33%
3 months	35.00%
4 months	46.67%
5 months	58.33%
6 months	70.00%
7 months	75.00%
8 months	80.00%
9 months	85.00%
10 months	90.00%
11 months	95.00%

\* Licenses that are more than 12 months will be at the regular pro-rated amount.

<b>Retaining Old Data</b>	In cases where a customer wants to retain the already licensed D&B data instead of licensing new data for an additional 12 months, they will receive a charge of <b>80%</b> of the prior year’s spend to renew the license for an additional 12 months.
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## VIII Limited Access Database (LAD)

A **Limited Access Database (LAD)** is defined as data that is used by our customers for analytical purposes. This data is priced at a discount to the price for the equivalent full access records. **INCREMENTAL** to this price would be any records for full marketing use. These "full access" records are priced at our standard book price and should be thought of as a subset of the Limited Access Database records.

Typically, although not required, a LAD is used in conjunction with Market Insight (MI), ~~or Integration Manager (IM)~~. A LAD is especially beneficial to those customers who aren't quite sure of the specific universe that they would like to target for direct marketing purposes. The LAD allows them to receive a large set of data for analytics out of which they can define the universe that they would then like to direct market.

### LAD Price Model

Solution	% of Full Access Record Price
LAD with a tool (Market Insight)	20%
LAD - no tool & $\geq$ 10% full access records	30%
LAD - no tool & $<$ 10% full access records	40%

If you are using a LAD as part of a deal, language must be included in the order form to indicate the limited purpose of use. The order form generated out of Order Automation will typically provide the necessary language but in the event that you are using a custom order form, the items listed as LAD must be clearly broken out in the Product Description with the header "Limited Access Database (For Analysis Only)". In the purpose of use section, the following line must be added: "Limited Access Database Records are for analysis only and not for any direct marketing use".

For purposes of clarification, LAD pricing as outlined above applies to Single Elements and Data Suites except where precluded by specific language in that section.



# Sales & Marketing Solutions

## Single Elements

This section contains the listing of all of the available Single Elements for use as selectors and/or appends detailed by Tier, as well as the details behind Data Services.

	Description
I	<b>Single Elements</b> <ul style="list-style-type: none"><li>· Elements Sorted by Price Bucket</li><li>· File Descriptions of Selected Single Elements</li><li>· Credit Related Single Elements</li><li>· Update Multipliers</li><li>· Single Element Maximum Price Table</li></ul>

<b>I</b>	<b>Single Element Pricing</b>
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<b>Element Pricing</b>	<p>The file must contain D&amp;B D-U-N-S® Numbers</p> <p>You can append single element sales/marketing and credit information to customers' files, to personalize the solution for each customer's specific application needs. Please note that these elements/files <b>CANNOT BE UNBUNDLED</b>.</p> <p>Pricing in each tier is the price <b>PER ELEMENT</b>.</p>
<b>Customer Append Premium</b>	<p>Whenever data is being appended to the records of our Customer's customers, the Append Premium <b>MUST</b> be applied to the base rate.</p> <p>The premium to apply is <b><u>1.25</u></b>.</p>
	<p><b>Example:</b></p> <p>Customer submits a file of 10,000 of their customer records and wishes to Append the GEO Connect. What is the Append Price for this append?</p> <p style="text-align: right;">             GEO Connect on 10,000 records (level B):      \$118.00/m              Customer Append Premium                                      x 1.25              Append Price for GEO Code:                                      <b><u>\$147.5/m</u></b> </p>
<b>Summary of Price Buckets</b>	<p>The following Charts summarize each of the price buckets for Selector Pricing, Append Pricing, and the elements that are contained in the bucket.</p>

**Pricing – Level A:**

**Selector Pricing:**

\$6/m
-------

**Append Pricing:**

# of Records	Standard Append Pricing
Up to 5,000	\$0.0710
5,001 - 10,000	\$0.0705
10,001 - 20,000	\$0.0700
20,001 - 50,000	\$0.0667
50,001 - 100,000	\$0.0650
100,001 - 200,000	\$0.0580
200,001 - 500,000	\$0.0458
500,001 - 1,000,000	\$0.0340
1,000,001 - 5,000,000	\$0.0205
5,000,001 - 15,000,000	\$0.0175
15,000,001+	\$0.0126

\*All elements have a max price - please refer to Max Prices Tab;

\*All pricing is step-down

\*Cost is per record

**25% Customer Append Premium must be applied for match and append orders**

***Elements by Category***

- Co. Name and Address
- Corporate Structure (corp, partnership etc.)
- Employees Here ***Selector Only***
- Employees Total ***Selector Only***
- Executive Age
- Owns / Rents site
- Phone #
- Sales Volume Range
- Second NAICS or SIC Code
- Site Status (HQ, Branch, Single Location)
- Women Executive File

**Pricing – Level B:**

**Selector Pricing:** \$11/m

**Append Pricing:**

# of Records	Standard Append Pricing
Up to 5,000	\$0.1210
5,001 - 10,000	\$0.1180
10,001 - 20,000	\$0.1165
20,001 - 50,000	\$0.0961
50,001 - 100,000	\$0.0892
100,001 - 200,000	\$0.0570
200,001 - 500,000	\$0.0539
500,001 - 1,000,000	\$0.0260
1,000,001 - 5,000,000	\$0.0205
5,000,001 - 15,000,000	\$0.0175
15,000,001+	\$0.0158

\*All elements have a max price - please refer to Max Prices Tab;  
 \*All pricing is step-down  
 \*Cost is per record

**25% Customer Append Premium must be applied for match and append orders**

**Elements by Category**

- 8 Digit SIC Code
- 8(A) Indicator
- Accounting Firm Relation
- Actual Square Footage
- Axiom Home Based Business Insight Flag
- Bank Relation
- Change Control Indicator
- Company Level E-Contact
- Cottage Industry
- Employees Here **Append Only**
- Employees Total **Append Only**
- FAX #
- FIPS Code
- Fiscal Year
- Franchise Establishment Type
- Franchise Identifier Code
- Latitude & Longitude (GEO Code) **Selector Only**
- GEO Connect - **Domestic Append Only**
- Import/Export Indicator \*
- Income Indicator (Census)
- Incorporated vs Unincorporated
- Labor Surplus
- Legal Status
- Line of Business
- Manufacturing Indicator
- Median Family Income (Census)
- Minority Owned Business Indicator
- MSA (Census) **Append Only**
- NAICS Code \*
- National ID
- Number of Accounts
- Number of Family Members
- Public Filings Indicator
- Public vs Private Indicator
- Small Business Indicator
- State of Incorporation
- Territory Covered
- Ticker Symbol File
- Trends Data - 3 Years (Employees or Sales)
- UCC Filing Indicator
- Woman-Owned Business Indicator
- Year Business Started

**Pricing – Level C:**

**Selector Pricing:**

<b>\$21/m</b>
---------------

**Append Pricing:**

<b># of Records</b>	<b>Standard Append Pricing</b>
Up to 5,000	\$0.2410
5,001 - 10,000	\$0.2360
10,001 - 20,000	\$0.2335
20,001 - 50,000	\$0.2029
50,001 - 100,000	\$0.1988
100,001 - 200,000	\$0.1305
200,001 - 500,000	\$0.0669
500,001 - 1,000,000	\$0.0532
1,000,001 - 5,000,000	\$0.0416
5,000,001 - 15,000,000	\$0.0218
15,000,001+	\$0.0206

\*All elements have a max price - please refer to Max Prices Tab;

\*All pricing is step-down

\*Cost is per record

**25% Customer Append Premium must be applied for match and append orders**

**Elements in Bucket:**

- BEMFAB Indicators (Match Indicators)
- Blue Collar Employment Estimator
- [DSF Deliverability Indicator](#)
- Franchise Indicators (Both)
- Government Indicator
- ISO Indicator
- IT Expenditures
- Mergers and Acquisitions Indicator
- Minority Classification (Specific)
- NIXIE
- Non-Profit Indicator
- Out of Business Indicator
- Sales Volume Actual
- Single URL
- Square Footage Estimator
- TIXIE
- Toll Free Phone #'s
- Trade Style Name
- UCC Secured Party
- White Collar Employment Estimator

**Pricing – Level D:**

**Selector Pricing:**

<b>\$32/m</b>
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**Append Pricing:**

# of Records	Standard Append Pricing
Up to 5,000	\$0.3640
5,001 - 10,000	\$0.3530
10,001 - 20,000	\$0.3475
20,001 - 50,000	\$0.2949
50,001 - 100,000	\$0.2908
100,001 - 200,000	\$0.1007
200,001 - 500,000	\$0.0874
500,001 - 1,000,000	\$0.0631
1,000,001 - 5,000,000	\$0.0557
5,000,001 - 15,000,000	\$0.0321
15,000,001+	\$0.0304

\*All elements have a max price - please refer to Max Prices Tab;  
\*All pricing is step-down  
\*Cost is per record

**25% Customer Append Premium must be applied for match and append orders**

**Elements in Buckets**

- Building ID
- Color Imaging ID
- Computer Reseller/VAR/Developer ID
- Copier Acquisition Channel
- Copy Volume
- Best FEIN (Includes Tax ID and Case DUNS #)
- Latitude & Longitude (GEO Connect) - **Global Append Only**
- Number of Copiers
- Number of Nodes
- Number of PCs
- Number of Printers
- Financial Services Model Score – Card Response
- Financial Services Model Score – Lease Propensity
- Financial Services Model Score – Lease Balance
- Financial Services Model Score – Loan Propensity
- Financial Services Model Score – Line of Credit Propensity
- Financial Services Model Score – Total Balance
- Office Products Reseller ID
- Presence of a Network
- Presence of a Wide Area Network (WAN)
- Printer Volume
- Propensity to Lease
- UCC Filing Details
- Web Presence Model Score **Append Only**
- Wholesale Office Supply Buying Index (WOSBI)

**Pricing – Level E:**

**Selector Pricing:**

<b>\$42/m</b>
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**Append Pricing:**

<b># of Records</b>	<b>Standard Append Pricing</b>
Up to 5,000	\$0.4810
5,001 - 10,000	\$0.4710
10,001 - 20,000	\$0.4660
20,001 - 50,000	\$0.3977
50,001 - 100,000	\$0.3930
100,001 - 200,000	\$0.1616
200,001 - 500,000	\$0.1486
500,001 - 1,000,000	\$0.1013
1,000,001 - 5,000,000	\$0.0594
5,000,001 - 15,000,000	\$0.0417
15,000,001+	\$0.0406

*\*All elements have a max price - please refer to Max Prices Tab;  
\*All pricing is step-down  
\*Cost is per record*

**25% Customer Append Premium must be applied for match and append orders**

**Elements in Bucket:**

- Building Density by Central Office
- Business Density by Central Office
- Est. Total Wireline Telecom Bill - All Apps
- Est. Total Wireline Telecom Bill - Data Apps
- Est. Total Wireline Telecom Bill - Voice Apps
- Standard Marketing Prescreen ***Append Only***

**\* Premium Prescreen Score price is a 50% premium to the Standard Score**

**Pricing – Level F:**

**Selector Pricing:**

<b>\$53/m</b>
---------------

**Append Pricing:**

<b># of Records</b>	<b>Standard Append Pricing</b>
Up to 5,000	\$0.6040
5,001 - 10,000	\$0.5890
10,001 - 20,000	\$0.5815
20,001 - 50,000	\$0.4395
50,001 - 100,000	\$0.4096
100,001 - 200,000	\$0.2751
200,001 - 500,000	\$0.1915
500,001 - 1,000,000	\$0.1608
1,000,001 - 5,000,000	\$0.0702
5,000,001 - 15,000,000	\$0.0650
15,000,001+	\$0.0604

\*All elements have a max price - please refer to Max Prices Tab;  
\*All pricing is step-down  
\*Cost is per record

**25% Customer Append Premium must be applied for match and append orders**

**Elements in Bucket:**

- Tech. & Office Products Premium Profile Index



**Pricing – Level G:**

**Selector Pricing:**

<b>\$200/m</b>
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**Append Pricing:**

# of Records	Standard Append Pricing
Up to 5,000	\$1.2090
5,001 - 10,000	\$1.1730
10,001 - 20,000	\$1.1550
20,001 - 50,000	\$0.7951
50,001 - 100,000	\$0.7945
100,001 - 200,000	\$0.6231
200,001 - 500,000	\$0.2402
500,001 - 1,000,000	\$0.2244
1,000,001 - 5,000,000	\$0.1338
5,000,001 - 15,000,000	\$0.1270
15,000,001+	\$0.1208

\*All elements have a max price - please refer to Max Prices Tab;

\*All pricing is step-down

\*Cost is per record

**25% Customer Append Premium must be applied for match and append orders**

**Elements in Bucket:**

- Fortune 1000\*
- Global 500\*
- Marketing Prescreen Score ***Selector Only***

## Single Element Details

*Details on the most popular single elements*

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### Cottage Industry File

The **Cottage Industry File** is an indicator (yes/no) which identifies businesses on the Marketing File that that operate from a personal residence. Currently 2 million businesses on the DMI file operate from a home.

**Data elements:** yes/no indicator only.

**Pricing – Level B**

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### Minority & Women Owned Business

The **D&B Minority & Women Owned Business File** contains a list of over 2 million businesses owned by either women or other minorities in the U.S. These companies are identified as being 51% owned and operated by a minority or minority group, or by a woman or group of women. This is considered the most exhaustive U.S. database of its kind.

**Data elements:** Gender & Ethnicity (Race)

Minority Owned Business Indicator **Level B**

Woman Owned Business Indicator **Level B**

Minority Owned Business Classification **Level C**

- Hispanic/Latino-Black/African American-Asian-Indian/Sub-Continent-American Indian
  - Other - (Includes Veterans)
  - 8A Indicator (Business Certification for Disadvantaged Businesses)
- 

### Best FEIN (Federal Employee Tax ID)

The **Best FEIN File** contains the Federal Tax ID for U.S. businesses. The file contains approximately 4 million unique FEINs.

**Data elements:**

Tax ID Number

Case Duns Number

**Pricing – Level D**

## Franchise File

The **Franchise File** contains 430,000 businesses that are engaged in ‘franchising’ activities.

### Data elements:

- Franchise Identifier Code (4-Digit SIC and 4-Digit Code) **Level B**
- Franchise Establishment Type (Company or Franchise Owned Indicator) **Level B**
- Franchise Identifier Code & Franchise Establishment Type **Level C**

**Pricing:** Each of these elements separately is in Level B, but combined are in Level C

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## Ticker Symbol File

The **Ticker Symbol File** is a file containing stock exchange ticker symbol information for 50,000 U.S. companies, as well as the exchange on which the companies trade. Of these only 8,100 are actively traded companies.

### Data elements:

- D-U-N-S® Number
- Company name and address
- Ticker symbol from the NYSE, OTC, Amex, NASDAQ National Market and NASDAQ Small Cap exchanges
- A “street symbol” or most commonly known ticker symbol (maximum of five per company, one per exchange)

**Pricing – Level B**

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## Marketing Prescreen Score

The D&B **Marketing Prescreen Score** provides you with an indicator of the likelihood a prospect will become a collection problem. The score is developed with actual transactional information combined with D&B's expert risk modeling capabilities. The score is useful for pre-screening purposes only, and is not appropriate for credit decisions on individuals or businesses.

**Selector Pricing - Level G:**

**Append Pricing - Level E**

## GeoConnect

The **D&B GeoConnect File** is a series of files containing geographic data on the businesses in the Marketing file, including exact latitude and longitude coordinates (99%+ coverage on the DMI file; all other data is in the 90%+ range for coverage).

Domestic Geo Connect is priced in Level B.

Global Geo Connect is priced in Level D.

### GeoConnect Data elements:

Type: N=Numeric or Zero

C=Character or Blank

Field Name	Length of Field	Type
Latitude	10 (+xx.xxxxxx)	N
Longitude	11 (-xxx.xxxxxx)	N
Accuracy D=Rooftop/BlockFace S=Street Segment .1-.2 mile B=Block Group .2-.4 mile ZIP+4 T=Tract .4-.6 mile ZIP+2 Z=Middle of ZIP code area M=Mail Address N=Not Matched	1	C

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## Fortune 1000 File

The Fortune 1000 File contains ranking information from Fortune Magazine's annual top 1,000 businesses in the U.S. based on annual sales revenue. File can contain less than 1000 records since some of the top 1,000 businesses have corporate linkage. When matched to the Marketing D&B File reflects slightly less due to de-listed, or OB/Mergers that have taken place within those firms.

Data elements:

- Ranking (1 - 1,000 across all industries).
- Industry codes
- Ranking within industry classifications (as specified by Fortune)

## Global 500 File

The Global 500 File contains ranking information from Business Week Magazine's annual top 500 businesses in the World based on Market Value. File can contain less than 500 records since some of the top 500 businesses have corporate linkage. When matched to the Marketing D&B File reflects slightly less due to de-listed, or OB/Mergers that have taken place within those firms.

Data elements:

- Ranking (1 - 500 across all industries).

**Pricing – Level G: (Applies to Each of Fortune 1000 or Global 500)**

## **NAICS (North American Industrial Classification System)**

A file containing new **NAICS** (North America Industrial Classification System) codes plus the crosswalk from the older SIC codes to NAICS. The new NAICS codes are supported by the government, and offer substantial improvement over the older SIC+2+2 System, especially in the emerging technological field, as well as in the services and process-focused industries.

### **Data elements:**

- NAICS Code (up to 8)
  - NAICS Description (brief narrative description of the establishment's line of business)

**Pricing: Level B for Primary NAICS; Level A for additional NAICS codes**



## U.S. Sales & Marketing Solutions

### 7. Credit Elements Used with Marketing Related Applications\*

Note: These price points are **NOT AVAILABLE** for businesses in SIC Codes: 6311, 6331 or 6411. Please call for quotes.

**\*All pricing is step-down**

Selector Only Pricing												
Base Pricing (\$ per record)	Credit Elements					Scores			Indicators			
	Paydex	Credit Rating	Net Worth	Rating & Paydex	Rating, Paydex & Net Worth	Credit Score	BAS or DUG	Financial Stress	Bankruptcy*	Suit/Lien/Judgement	Foreign Owned	
Up to 5,000	\$0.08050	\$0.08050	\$0.06090	\$0.14329	\$0.15222	\$0.11830		\$0.11830	\$0.01020	\$0.00360	\$0.01020	
5,001 - 10,000	\$0.07665	\$0.07665	\$0.05796	\$0.13644	\$0.14492	\$0.11242		\$0.11242	\$0.01020	\$0.00360	\$0.01020	
10,001 - 20,000	\$0.07473	\$0.07473	\$0.05649	\$0.13301	\$0.14127	\$0.10948		\$0.10948	\$0.01020	\$0.00360	\$0.01020	
20,001 - 50,000	\$0.04510	\$0.04510	\$0.03409	\$0.08028	\$0.08526	\$0.06035		\$0.06035	\$0.00842	\$0.00304	\$0.00842	
50,001 - 100,000	\$0.03879	\$0.03879	\$0.02931	\$0.06904	\$0.07333	\$0.05903		\$0.05903	\$0.00807	\$0.00293	\$0.00807	
100,001 - 200,000	\$0.01303	\$0.01303	\$0.00842	\$0.02319	\$0.02365	\$0.01974		\$0.01974	\$0.00480	\$0.00150	\$0.00480	
200,001 - 500,000	\$0.00868	\$0.00868	\$0.00626	\$0.01544	\$0.01620	\$0.01039		\$0.01039	\$0.00337	\$0.00161	\$0.00337	
500,001 - 1,000,000	\$0.00637	\$0.00637	\$0.00548	\$0.01133	\$0.01250	\$0.00856		\$0.00856	\$0.00130	\$0.00052	\$0.00130	
1,000,001 - 5,000,000	\$0.00631	\$0.00631	\$0.00458	\$0.01122	\$0.01179	\$0.00854		\$0.00854	\$0.00114	\$0.00050	\$0.00114	
5,000,001 - 15,000,000	\$0.00529	\$0.00529	\$0.00439	\$0.00941	\$0.01026	\$0.00849		\$0.00849	\$0.00108	\$0.00050	\$0.00108	
15,000,001+	\$0.00471	\$0.00471	\$0.00340	\$0.00838	\$0.00879	\$0.00793		\$0.00793	\$0.00112	\$0.00048	\$0.00112	

Add-On Pricing												
Base Pricing (\$ per record)	Credit Elements					Scores			Indicators			
	Paydex	Credit Rating	Net Worth	Rating & Paydex	Rating, Paydex & Net Worth	Credit Score	BAS or DUG	Financial Stress Score	Bankruptcy	Suit/Lien/Judgement*	Foreign Owned*	
Up to 5,000	\$1.15000	\$1.15000	\$0.87000	\$2.04700	\$2.17462	\$1.69000		\$1.69000	\$0.10200	\$0.03600	\$0.10200	
5,001 - 10,000	\$1.09500	\$1.09500	\$0.82800	\$1.94910	\$2.07035	\$1.60600		\$1.60600	\$0.10200	\$0.03600	\$0.10200	
10,001 - 20,000	\$1.06750	\$1.06750	\$0.80700	\$1.90015	\$2.01821	\$1.56400		\$1.56400	\$0.10200	\$0.03600	\$0.10200	
20,001 - 50,000	\$0.64428	\$0.64428	\$0.48694	\$1.14682	\$1.21799	\$0.86211		\$0.86211	\$0.08422	\$0.03044	\$0.08422	
50,001 - 100,000	\$0.55413	\$0.55413	\$0.41873	\$0.98635	\$1.04752	\$0.84333		\$0.84333	\$0.08067	\$0.02933	\$0.08067	
100,001 - 200,000	\$0.18615	\$0.18615	\$0.12025	\$0.33135	\$0.33789	\$0.28200		\$0.28200	\$0.04800	\$0.01500	\$0.04800	
200,001 - 500,000	\$0.12394	\$0.12394	\$0.08948	\$0.22061	\$0.23143	\$0.14847		\$0.14847	\$0.03367	\$0.01606	\$0.03367	
500,001 - 1,000,000	\$0.09093	\$0.09093	\$0.07835	\$0.16186	\$0.17850	\$0.12222		\$0.12222	\$0.01300	\$0.00517	\$0.01300	
1,000,001 - 5,000,000	\$0.09008	\$0.09008	\$0.06540	\$0.16034	\$0.16845	\$0.12194		\$0.12194	\$0.01138	\$0.00500	\$0.01138	
5,000,001 - 15,000,000	\$0.07550	\$0.07550	\$0.06275	\$0.13439	\$0.14663	\$0.12125		\$0.12125	\$0.01075	\$0.00498	\$0.01075	
15,000,001+	\$0.06725	\$0.06725	\$0.04850	\$0.11971	\$0.12554	\$0.11325		\$0.11325	\$0.01115	\$0.00475	\$0.01115	

Base Pricing (\$/m):	Add-On Pricing			
	Credit Elements		Scores	
	Rating PAYDEX and NW	Suit/Lien/Judgement Details	Rating OR PAYDEX w/ NW	Average High Credit/ High Credit (Both)
1 - 2,500	\$2.17462	\$1.28000	\$1.5350	\$1.5350
2,501 - 5,000	\$2.07035	\$1.28000	\$1.4600	\$1.4600
5,001 - 25,000	\$2.01821	\$1.28000	\$1.4225	\$1.4225
25,001 - 100,000	\$1.21799	\$0.67856	\$0.7763	\$0.7763
100,001 - 200,000	\$1.04752	\$0.62827	\$0.7696	\$0.7696
200,001 - 400,000	\$0.33789	\$0.48940	\$0.2565	\$0.2565
400,001 - 850,000	\$0.23143	\$0.18780	\$0.1383	\$0.1383
850,001 - 1,499,999	\$0.17850	\$0.15990	\$0.1134	\$0.1134
1,500,000 - 2,000,000	\$0.16845	\$0.14823	\$0.1080	\$0.1080
2,000,001 - 11,000,000	\$0.14663	\$0.14800	\$0.1078	\$0.1078
11,000,001 +	\$0.12554	\$0.14375	\$0.0928	\$0.0928

*Single Element Pricing (Cont.)*

**Update Multipliers**

<b>Frequency</b>	<b>Multiplier</b>
Semi-annual	1.20
Quarterly	1.30
Bi-monthly	1.40
Monthly	1.75

**Single Element Pricing, Continued**

**Single Element Maximum Prices**

- Maximum prices based on a purchase level believed to be fair in terms of number of elements returned
- All Maximum Single Element prices are listed below for easy reference, including those without separate explanation sections above

Single Elements Appends	Maximum Price
8 Digit SIC Code *	\$35,000
8(A) Indicator	\$30,000
Accounting Firm Relation	\$50,000
Actual Square Footage	\$50,000
Axiom Home Based Business Insight Flag	\$50,000
Bank Relation	\$100,000
BEMFAB Indicators (Match Indicators)	\$100,000
Best FEIN (Includes Tax ID and Case DUNS #) *	\$300,000
Blue Collar Employment Estimator *	\$75,000
Building Density by Central Office	\$50,000
Building ID	\$100,000
Business Density by Central Office	\$75,000
Change Control Indicator	\$30,000
Co. Name and Address	\$100,000
Color Imaging ID	\$30,000
Company Level E-Contact	\$100,000
Computer Reseller/VAR/Developer ID	\$30,000
Copier Acquisition Channel	\$40,000
Copy Volume	\$40,000
Corporate Structure (corp, partnership etc.)	\$50,000
Cottage Industry *	\$50,000
DSF Deliverability Indicator	\$75,000
DUNS# Append Only	\$1,100,000
Employees Here Append Only	\$50,000
Employees Here Selector Only	\$50,000
Employees Total Append Only	\$75,000
Employees Total Selector Only	\$75,000
Executive Age	\$50,000
FAX #	\$10,000
Financial Services Model Score – Card Response	\$130,000
Financial Services Model Score – Lease Balance	\$130,000
Financial Services Model Score – Lease Propensity	\$200,000
Financial Services Model Score – Line of Credit Propensity	\$200,000
Financial Services Model Score – Loan Propensity	\$200,000
Financial Services Model Score – Total Balance	\$130,000
FIPS Code	\$100,000
Fiscal Year	\$50,000
Fortune 1000 *	\$1,000
Franchise Establishment Type *	\$10,750
Franchise Identifier Code *	\$10,750
Franchise Indicators (Both) *	\$21,500
Functional Title	\$21,500
GEO Code Selector Only	\$50,000
GEO Connect - Domestic Append Only	\$50,000
GEO Connect - Global Append Only	\$50,000
Global 500 *	\$1,000
Government Indicator *	\$75,000
Import/Export Indicator *	\$1,000
Income Indicator (Census)	\$50,000
Incorporated vs Unincorporated	\$50,000
ISO Indicator	\$100,000
IT Expenditures *	\$135,000
Labor Surplus	\$30,000
Legal Status	\$75,000
Line of Business	\$75,000
Manufacturing Indicator	\$75,000
Marketing Prescreen Score Selector Only	\$125,000



Single Elements Appends	Maximum Price
Median Family Income (Census)	\$50,000
Mergers and Acquisitions Indicator	\$50,000
Minority Classification (Specific) *	\$30,000
Minority Owned Business Indicator *	\$15,000
MSA (Census) Append Only	\$50,000
NAICS Code *	\$35,000
NAICS Code with Description *	\$35,000
National ID	\$300,000
NIXIE	\$75,000
Non-Profit Indicator *	\$30,000
Number of Accounts	\$75,000
Number of Copiers	\$40,000
Number of Family Members	\$125,000
Number of Nodes	\$40,000
Number of PCs	\$40,000
Number of Printers	\$40,000
Office Products Reseller ID	\$30,000
Out of Business Indicator	\$50,000
Owns / Rents site *	\$50,000
Phone #	\$125,000
Premium Marketing Prescreen Append Only*	\$187,500
Presence of a Network	\$40,000
Presence of a Wide Area Network (WAN)	\$40,000
Printer Volume	\$40,000
Propensity to Lease	\$200,000
Public Filings Indicator *	\$5,000
Public vs Private Indicator *	\$5,000
Sales Volume Actual	\$175,000
Sales Volume Range	\$175,000
Second NAICS or SIC Code *	\$30,000
Second NAICS or SIC Code with description*	\$30,000
Single URL *	\$175,000
Site Status (HQ, Branch, Single Location)	\$30,000
Small Business Indicator	\$50,000
Square Footage Estimator	\$30,000
Standard Marketing Prescreen Append Only*	\$125,000
State of Incorporation	\$30,000
Tech. & Office Products Premium Profile Index	\$50,000
Territory Covered	\$50,000
Ticker Symbol File *	\$1,000
TIXIE	\$75,000
Toll Free Phone #'s	\$30,000
Trade Style Name	\$50,000
Trends Data - 3 Years (Employees or Sales)	\$150,000
UCC Filing Details *	\$600,000
UCC Filing Indicator *	\$200,000
UCC Secured Party *	\$400,000
Web Presence Model Score Append Only	\$75,000
White Collar Employment Estimator *	\$75,000
Wholesale Office Supply Buying Index (WOSBI)	\$50,000
Woman-Owned Business Indicator *	\$35,000
Women Executive File	\$50,000
Year Business Started *	\$1,000
Year Present Control	\$75,000

## Sales & Marketing Solutions Bundled Data Solutions / “Data Suites”

In our continuing effort to price our products and data solutions in such a way as to reflect the value our solutions provide to our customers while staying focused on the needs and desires of our customers, we have created the following Bundled Data Solutions or “Data Suites”.

These “Data Suites” have been identified by the product management team and the fulfillment team as “common element groupings”. These “*pre-packaged*” product offerings of elements have been created at very appealing price points. It is our intent that these Bundled Solutions will continue to grow as we identify solutions that fit the needs of our customers. Each of these solutions has been priced within one of the ten pricing tiers based on their relative value.

The following pages identify each of the bundles with the elements included in each one. These bundles can be appended to any Base Record at the standard pricing for each tier. **If a bundle is being appended to a customer record, then the Customer Append Premium multiple must be utilized.**

When completing an order, please use the appropriate process code(s) to properly identify each Suite. Please note that these bundles CANNOT be unbundled.

Suite Name	Suite Name
All Matched FEIN Suite	Financial Statement Suite
Census Suite	Global Ultimate Linkage Suite
Company Size Suite	IT Suite
Congress Person Address Suite	Marketing Segmentation Clusters
Congressional District Suite	Office Suite
Contact Suite	Parent/HQ Linkage Suite
Corporate Family Tree Plus	Small Business Suite
Country Ultimate Total Employee Suite	Tech. & Office Product Premium Profile
Domestic Ultimate Linkage Suite	Telecom Data – TNS & GeoResults
Executive Home Address Suite (EHA)	URL Suite
Financial Services Prospecting Suite	Data Suite Maximum Price List

## Bundled Elements/Data Suite - Pricing Summary

<b>Pricing</b>	Each of the Bundled Solutions has been priced within one of the Ten defined Tiers based on their relative value.
<b>Customer Append Premium</b>	Whenever a Bundle is being appended to the records of our Customer's customers, the Append Premium <b>MUST</b> be applied to the base rate.
	The premium to apply is <b>1.25</b> .
	<p><b>Example:</b></p> <p>Customer submits a file of 10,000 of their customer records and wishes to Append the Company Size Suite. What is the Append Price for this bundle?</p> <p>Company Size Suite on 10,000 records (tier 2): \$282/m  Customer Append Premium <span style="float: right;">x 1.25</span>  Append Price for Company Size Suite: <b><u>\$352.5/m</u></b></p>

### Pricing – Tier 1

#### Append Pricing:

# of Records	Standard Append Pricing
Up to 5,000	\$0.22500
5,001 - 10,000	\$0.22000
10,001 - 20,000	\$0.21750
20,001 - 50,000	\$0.15222
50,001 - 100,000	\$0.14867
100,001 - 200,000	\$0.08200
200,001 - 500,000	\$0.04850
500,001 - 1,000,000	\$0.03640
1,000,001 - 5,000,000	\$0.03616
5,000,001 - 15,000,000	\$0.01970
15,000,001+	\$0.01505

\*All elements have a max price - please refer to Max Prices Tab;

\*All pricing is step-down

\*Cost is per record

### 25% Customer Append Premium must be applied for match and append orders

#### Suites Included:

- Census Suite
- Congressional District Suite
- Congress Person Address Suite
- URL Suite

**Pricing – Tier 2**

**Append Pricing:**

# of Records	Standard Append Pricing
Up to 5,000	\$0.28700
5,001 - 10,000	\$0.28200
10,001 - 20,000	\$0.27950
20,001 - 50,000	\$0.17978
50,001 - 100,000	\$0.17933
100,001 - 200,000	\$0.11800
200,001 - 500,000	\$0.05561
500,001 - 1,000,000	\$0.04343
1,000,001 - 5,000,000	\$0.04108
5,000,001 - 15,000,000	\$0.02455
15,000,001+	\$0.01805
*All elements have a max price - please refer to Max Prices Tab; *All pricing is step-down *Cost is per record	

**25% Customer Append Premium must be applied for match and append orders**

**Suites Included:**

- Company Size Suite
- Marketing Segmentation Clusters
- Country Ultimate Total Employees (CUTE) Suite

**Pricing – Tier 3**

**Append Pricing:**

# of Records	Standard Append Pricing
Up to 5,000	\$0.39900
5,001 - 10,000	\$0.38900
10,001 - 20,000	\$0.38400
20,001 - 50,000	\$0.25622
50,001 - 100,000	\$0.25467
100,001 - 200,000	\$0.13000
200,001 - 500,000	\$0.08044
500,001 - 1,000,000	\$0.05763
1,000,001 - 5,000,000	\$0.05671
5,000,001 - 15,000,000	\$0.02835
15,000,001+	\$0.02460
*All elements have a max price - please refer to Max Prices Tab; *All pricing is step-down *Cost is per record	

**25% Customer Append Premium must be applied for match and append orders**

**Suites Included:**

- Parent/HQ Linkage Suite
- Small Business Suite

## Pricing – Tier 4

### Append Pricing:

# of Records	Standard Append Pricing
Up to 5,000	\$0.46100
5,001 - 10,000	\$0.45100
10,001 - 20,000	\$0.44600
20,001 - 50,000	\$0.30322
50,001 - 100,000	\$0.29367
100,001 - 200,000	\$0.13140
200,001 - 500,000	\$0.10273
500,001 - 1,000,000	\$0.08858
1,000,001 - 5,000,000	\$0.05936
5,000,001 - 15,000,000	\$0.03285
15,000,001+	\$0.03010
*All elements have a max price - please refer to Max Prices Tab; *All pricing is step-down *Cost is per record	

**25% Customer Append Premium must be applied for match and append orders**

### Suites Included:

- EHA Suite
- IT Suite
- Office Suite
- Financial Services Prospecting Model Suite

## Pricing – Tier 5

### Append Pricing:

# of Records	Standard Append Pricing
Up to 5,000	\$0.57900
5,001 - 10,000	\$0.56300
10,001 - 20,000	\$0.55500
20,001 - 50,000	\$0.38744
50,001 - 100,000	\$0.38233
100,001 - 200,000	\$0.15160
200,001 - 500,000	\$0.12216
500,001 - 1,000,000	\$0.10868
1,000,001 - 5,000,000	\$0.05796
5,000,001 - 15,000,000	\$0.05215
15,000,001+	\$0.05110
*All elements have a max price - please refer to Max Prices Tab; *All pricing is step-down *Cost is per record	

**25% Customer Append Premium must be applied for match and append orders**

### Suites Included:

- All Matched FEIN Suite
- Contact Suite

**Pricing – Tier 6**

**Append Pricing:**

<b># of Records</b>	<b>Standard Append Pricing</b>
Up to 5,000	\$0.69100
5,001 - 10,000	\$0.67600
10,001 - 20,000	\$0.66850
20,001 - 50,000	\$0.41317
50,001 - 100,000	\$0.40060
100,001 - 200,000	\$0.23455
200,001 - 500,000	\$0.13017
500,001 - 1,000,000	\$0.11110
1,000,001 - 5,000,000	\$0.07188
5,000,001 - 15,000,000	\$0.06150
15,000,001+	\$0.05990
<i>*All elements have a max price - please refer to Max Prices Tab; *All pricing is step-down *Cost is per record</i>	

**25% Customer Append Premium must be applied for match and append orders**

- Suites Included:**
- Corporate Family Tree Plus
  - Domestic Ultimate Linkage Suite

**Pricing – Tier 8**

**Append Pricing:**

# of Records	Standard Append Pricing
Up to 5,000	\$1.14200
5,001 - 10,000	\$1.11600
10,001 - 20,000	\$1.10300
20,001 - 50,000	\$0.69389
50,001 - 100,000	\$0.58947
100,001 - 200,000	\$0.42730
200,001 - 500,000	\$0.18726
500,001 - 1,000,000	\$0.17577
1,000,001 - 5,000,000	\$0.09940
5,000,001 - 15,000,000	\$0.09930
15,000,001+	\$0.09500
*All elements have a max price - please refer to Max Prices Tab; *All pricing is step-down *Cost is per record	

**25% Customer Append Premium must be applied for match and append orders**

**Suites Included:**

- Tech & Office Products Premium Suite

**Pricing – Tier 9**

**Append Pricing:**

# of Records	Standard Append Pricing
Up to 5,000	\$1.37300
5,001 - 10,000	\$1.34200
10,001 - 20,000	\$1.32650
20,001 - 50,000	\$0.69506
50,001 - 100,000	\$0.68567
100,001 - 200,000	\$0.59975
200,001 - 500,000	\$0.22739
500,001 - 1,000,000	\$0.13357
1,000,001 - 5,000,000	\$0.11476
5,000,001 - 15,000,000	\$0.11098
15,000,001+	\$0.10255
*All elements have a max price - please refer to Max Prices Tab; *All pricing is step-down *Cost is per record	

**25% Customer Append Premium must be applied for match and append orders**

**Suites Included:**

- Financial Statement Suite
- Global Ultimate Linkage Suite

## All Matched FEIN Suite

In the second half of 2004 significant improvements have been made in the underlying FEIN data allowing us to offer this new enhanced FEIN suite.

### **Data Elements Included:**

- Tax ID number
- Source DUNS Number
- Business Name
- Address
- City
- State
- Zip Code
- Reference Name/Source
- Date of Input Data
- Case DUNS Number
- Confidence Code
- Indirect/Direct Source Indicator
- Best FEIN Indicator

### **Pricing Table - Tier 5**

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## Executive Home Address (EHA) Suite

**EHA** is a listing of 8.6M DUNS Decision-Maker (DDM) Executives and their home addresses. This is linked to 6.8M DUNS business records in the Marketing File.

### Data Elements Included:

- Full name
- Executive Title
- Name Detail (First, Middle, Last, Suffix)
- Title
- Year of Birth
- DDM MRC
- CEO Indicator
- Home Address
- Home City
- Home State
- Home Zip
- DDM Sequence #

### Pricing Table - Tier 4

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## URL Suite

The URL Suite, supported by the latest technology, provides domain names and other URL data representing unique businesses around the globe.

<b>URL Suite</b> (Tier 1)	This is a file append offering consisting of the following set of data elements per D&B® D-U-N-S® Number. Up to five sets will be populated per D&B D-U-N-S Number. <b><u>Data Elements:</u></b> <ul style="list-style-type: none"><li>• URL / Domain Name - the internet address or Domain Name</li><li>• Match Code - URL matched to Site or Affiliate</li><li>• Status Indicator - Live, Under Construction, etc.</li><li>• Redirect Indicator - Flagged if the URL redirects to another site</li><li>• Total number of URLs per D&amp;B D-U-N-S Number</li></ul>
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## Family Linkage Suites

The **D&B Geographic File** is a series of files containing geographic data on the businesses in the Marketing file, including exact latitude and longitude coordinates (99%+ coverage on the DMI file; all other data is in the 90%+ range for coverage). In addition you can purchase the 107<sup>th</sup> U.S. House of Representatives containing the Congressperson business address file over 1,300 records (435 Members, 4 Delegates, 1 Resident Commissioner). Multiple addresses per congressperson may exist. For more information, visit the Product Solutions Catalog. Note: **GeoConnect Data** is available as a single element.

### Data Elements Included in each Suite:

<u>Census Suite</u>	<u>Congressional District Suite</u>	<u>Congress Person Address Suite</u>
PMSA	Congressional District	Name of Congress Person
CMSA	Congressional District Level	State Represented
MSA	Congress Person Name	Census 2000 State Code (FIPS)
Name of MSA		Congressional District
MDC/CCD		Party
Income Indicator		Street Address
Median Family Income		Alternate Address
1990,2000,2010 Census		City
State Code		State
1990,2000,2010 Census		Zip
County Code		Telephone
1990,2000,2010 Census		Fax Number
Tract Code		
1990,2000,2010 Census		
Block		

**Pricing Table - Tier 1: (All of the above bundles are in Tier 1 – prices are Per Bundle)**

The **D&B Family Linkage Suites** include Family Linkage details that can be appended to a file. There are three separate suites which include the elements described below, each of which is based on the level of linkage required and includes the lower level of detail. Example: Domestic Ultimate Linkage Suite includes Parent/HQ Linkage Suite, Global Ultimate Linkage includes both Domestic Ultimate Linkage Suite and Parent/HQ Linkage Suite.

### Data Elements Included:

<u>Parent/HQ Linkage Suite</u>	<u>Domestic Ultimate Linkage Suite</u>	<u>Global Ultimate Linkage Suite</u>
Parent/HQ D&B D-U-N-S #	Domestic Ultimate D&B D-U-N-S #	Global Ultimate D&B D-U-N-S #
Parent/HQ Name	Domestic Ultimate Name	Global Ultimate Name
Parent/HQ City	Domestic Ultimate City	Global Ultimate City
Parent/HQ State	Domestic Ultimate State	Global Ultimate State
Parent/HQ Province	Domestic Ultimate Province	Global Ultimate Province
Parent/HQ Country	Domestic Ultimate Country	Global Ultimate Country

**Pricing Tables: Parent/HQ (Tier 3); Domestic Ultimate (Tier 6); Global Ultimate (Tier 9)**

The **D&B Small Business Suite** provides Identification of and Statistics on Small Businesses

**Data Elements Included:**

- Small Business Indicator
- MWOB Indicator
- Disadvantaged 8A Indicator
- FEIN / Federal TaxID
- Cottage Industry

**Pricing Table - Tier 3**

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**Corporate Family Tree Plus (Formerly Known as Alternative Linkage Suite)**

The **Corporate Family Tree Plus** Suite offers a more complete view of customers by extending Family Trees to relationships or affiliations that are not based on legal ownership-for example, franchises, agents, dealerships, and non-profit chapters. With Corporate Family Tree Plus, you will be better able to sell to these entities through an understanding of relationships you would not otherwise see.

**Capabilities include :**

**Corporate Family Tree Plus-Franchises:** Lets you link independently owned and operated franchise locations to their franchisers (e.g., Burger King, McDonalds, Jiffy Lube).

**Corporate Family Tree Plus-Minority Interests:** Lets you link companies that are affiliated through ownership of less than 50% of capital stock.

**Corporate Family Tree Plus-Vehicle Dealerships:** Lets you link individually owned and operated dealerships, such as auto or motorcycle dealers, with the manufacturers they represent (e.g., General Motors, Ford, Nissan).

**Corporate Family Tree Plus-Agents:** Lets you link independently owned and operated agents, such as insurance and real estate agents, to companies with which they are affiliated (e.g., Allstate Insurance, Caldwell Banker Real Estate).

**Corporate Family Tree Plus-Non-Profit Chapters:** Lets you link non-profit organizations to each other, such as charities, professional membership organizations, unions, volunteer organizations (i.e., Rotary Club of America is linked to Rotary Club International).

**Corporate Family Tree Plus-Health Care Provider Networks:** Lets you link health care companies, such as hospitals, that form networks to share purchasing power, equipment, and professional and human resources.

**Append Codes:**

Corporate Family Tree Plus: Agents = **A** (Agents)

Corporate Family Tree Plus: Franchises = **F** (Franchises)

Corporate Family Tree Plus: Vehicle Dealerships = **D** (Dealers)

Corporate Family Tree Plus: Minority Interests = **M** (Minority Interests)

Corporate Family Tree Plus: Non-Profit Chapters = **S** (Non-Profit Chapters)

Corporate Family Tree Plus: Health Care Provider Networks = **H** (Health Care Provider Networks)

**Pricing Table - Tier 6:**

The **D&B Financial Statement Suite** is a summary of frequently requested, key financial information from a company's financial statements.

**Data Elements Included:**

- Current Assets
- Current Liabilities
- Net Worth
- Sales Volume

**Pricing Table - Tier 9**

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The **D&B Technology & Office Products Premium Profile Suite** is a pre-selected universe of approximately 5 million businesses with estimated high affinity for IT and office products and supplies.

**Data Elements**

**Included:**

- Technology & Office Segment ID
- Color Imaging Prospect ID Index(WOSBI)
- Office Product Dealer ID
- Computer Resellers & VARS ID
- Fortune 1000 ID
- Number of PCs
- Number of Nodes
- Presence of Network
- Presence of a Wide Area Network(WAN)
- IT Expenditures
- Number of Copiers
- Copy Volume
- Copier Acquisition Channel
- Number of Printers
- Printer Volume
- Wholesale Office Supply Buying
- White Collar Employee Range
- Presence of Active URL
- E-commerce Enabled URL ID
- Marketing Pre-Screen

**Pricing Table - Tier 8**

## Marketing Segmentation Clusters

The **Marketing Segmentation Clusters** are 22 mutually exclusive categories of marketable businesses derived from a cluster analysis (a statistical segmentation technique) of the D&B US database. Thirteen million businesses are grouped according to select firmographics and trade behaviors that decision makers typically use in gauging the general standing of a company. The resulting 22 clusters profile differently by their level of trade activity, financial outlook and size. The clusters include:

- High Tension Branches in Ins./Utility Industries
- Bustling Manufacturers & Business services
- McPoors
- Rapid Growth Large Business Services
- Sunny Branches in Insurance/Utility Industries
- Labor Intensive Giants
- Rapid Growth Small Businesses
- Up and Coming Young Small Businesses
- Struggling Small Businesses
- Young Struggling Small Businesses
- Trade Aficionados on a Budget
- Young Small Entrepreneurs
- Established Wholesalers & Manufacturers
- Old & Established Business Services
- Low Key Cottages & Non-Profits
- Powerhouse 600
- Steady Entrepreneurs
- Sudden Growth Giants
- Active Traders
- Old Mom & Pop Businesses
- A-List Midsizers
- Main Street USA

### **Data Elements Included:**

- Sector ID
- Sector ID Description

### **Pricing Table - Tier 2**

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The **Financial Services Prospecting Model Suite** includes 6 scores described below

- **Total Balance** - Ranks businesses on their potential total spend on Cards, Loans, Lease, and Lines of Credit
- **Card Response** - Ranks businesses on their likelihood to respond to a small business credit card offer
- **Loan Propensity** - Ranks businesses on their likelihood to have an active loan account
- **LOC Propensity** - Ranks businesses on their likelihood to have an active line Of Credit account
- **Lease Propensity** - Ranks businesses on their likelihood to have an active lease account
- **Lease Balance** - Ranks businesses on their potential open balance on a lease account

#### Pricing Table - Tier 4

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The **Country Ultimate Total Employees Suite** includes modeled estimates of in-country employees by global ultimate derived from Worldbase. This information is further classified by country, by three digit SIC.

#### Pricing Table - Tier 2

## Data Suite Maximum Prices

- Maximum prices based on a purchase level believed to be fair in terms of number of elements returned
- All Maximum Data Suite prices are listed below for easy reference

Data Suite Appends	Maximum Price
Tier 1 - Census Suite	\$175,000
Tier 1 - Congressional District Suite	\$175,000
Tier 1 - Congress Person Address Suite	\$175,000
Tier 1 - URL Suite	\$175,000
Tier 2 - Company Size Suite	\$350,000
Tier 2 - Country Ultimate Total Employees Clusters	\$550,000
Tier 2 - Marketing Segmentation Cluster	\$550,000
Tier 3 - Parent/HQ Linkage Suite	\$600,000
Tier 3 - Small Business Suite	\$450,000
Tier 4 - EHA Suite	\$650,000
Tier 4 - Financial Services Prospecting Model Suite	\$990,000
Tier 4 - IT Suite	\$300,000
Tier 4 - Office Suite	\$300,000
Tier 5 - All Matched FEIN Suite	\$600,000
Tier 5 - Contact Suite	\$175,000
Tier 6 - Corporate Family Tree Plus	\$125,000
Tier 6 - Domestic Ultimate Linkage Suite	\$750,000
Tier 8 -Tech & OFC Product Premium Suite	\$950,000
Tier 9 - Financial Statement Suite	\$2,050,000
Tier 9 - Global Ultimate Linkage Suite	\$2,050,000

# **Sales & Marketing Solutions**

## **WorldBase Marketing Records & Solutions**

	<b>Summary Page Contents</b>
<b>I</b>	<b>WorldBase Mailing Lists</b>
<b>II</b>	<b>WorldBase Telemarketing</b>
<b>III</b>	<b>WorldBase Full Prospect Record</b>
<b>IV</b>	<b>WorldBase Processes and Updates</b> <ul style="list-style-type: none"><li>• <b>Update Premiums</b></li></ul>



## I WorldBase Mailing Lists

**Pricing** Minimum Order \$500. Price includes linkage selections.

**25% Customer Append Premium must be applied for match and append orders**

**All pricing is step down. Cost is per record.**

Range	Cost / record
Up to 5,000	\$0.24600
5,001 - 10,000	\$0.24100
10,001 - 20,000	\$0.23850
20,001 - 50,000	\$0.20933
50,001 - 100,000	\$0.20800
100,001 - 200,000	\$0.16500
200,001 - 500,000	\$0.12588
500,001 - 1,000,000	\$0.10458
1,000,001 - 5,000,000	\$0.03276
5,000,001 - 15,000,000	\$0.01604
15,000,001+	\$0.01040

## II WorldBase Telemarketing

**Pricing** Minimum Order \$500. Price includes linkage selections.

**25% Customer Append Premium must be applied for match and append orders**

**All pricing is step down. Cost is per record.**

Range	Cost/record
Up to 5,000	\$0.36400
5,001 - 10,000	\$0.35900
10,001 - 20,000	\$0.35650
20,001 - 50,000	\$0.31900
50,001 - 100,000	\$0.31100
100,001 - 200,000	\$0.19040
200,001 - 500,000	\$0.18145
500,001 - 1,000,000	\$0.11285
1,000,001 - 5,000,000	\$0.04753
5,000,001 - 15,000,000	\$0.01226
15,000,001+	\$0.01090

<b>III</b>	<b>WorldBase Full Prospect Record</b>
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**Pricing**     Minimum Order \$500.

**25% Customer Append Premium must be applied for match and append orders**  
**All pricing is step down. Cost is per record.**

<b>Range</b>	<b>WB Prospect without Linkage</b>	<b>WB Prospect with Linkage</b>
Up to 5,000	\$1.08100	\$2.19700
5,001 - 10,000	\$1.06500	\$1.84620
10,001 - 20,000	\$1.05700	\$1.67080
20,001 - 50,000	\$0.80061	\$1.53642
50,001 - 100,000	\$0.74773	\$1.46447
100,001 - 200,000	\$0.44455	\$0.53520
200,001 - 500,000	\$0.34088	\$0.27372
500,001 - 1,000,000	\$0.10035	\$0.14535
1,000,001 - 5,000,000	\$0.07145	\$0.06215
5,000,001 - 15,000,000	\$0.01722	\$0.05017
15,000,001+	\$0.01365	\$0.04510

**WorldBase Full Prospect Record on primarily US files.** This record should be used in situations where Customers' files have at least 75% of the records within the US. If the output is more Global in nature, the WorldBase Full Prospect Record with Linkage pricing should be used.

**Pricing** Minimum Order \$500.

**25% Customer Append Premium must be applied for match and append orders**  
**All pricing is step down. Cost is per record.**

Range	WorldBase Prospect on mostly US file
Up to 5,000	\$1.13200
5,001 - 10,000	\$1.11600
10,001 - 20,000	\$1.10800
20,001 - 50,000	\$0.78078
50,001 - 100,000	\$0.71373
100,001 - 200,000	\$0.43010
200,001 - 500,000	\$0.30287
500,001 - 1,000,000	\$0.12820
1,000,001 - 5,000,000	\$0.06015
5,000,001 - 15,000,000	\$0.02403
15,000,001+	\$0.02305

**IV | WorldBase Premiums**

**UPDATE PREMIUMS**

Update Frequency	Mail	Telemarketing	Prospect w/o Linkage Prospect w/Linkage	
			<\$200,000	\$200,000 +
Semi – Annual	1.20	1.20	1.20	No Charge
Quarterly	1.30	1.30	1.30	No Charge
Monthly	1.40	1.40	1.40	1.10

## Information Management Products

The most common and overlooked obstacle in optimizing a successful CRM and BI system is the lack of an underlying information management process. To meet the needs of our customers, we've developed a complete suite of customer information management services to ensure that our customers are confident about the quality of their information and the delivery of their message. Our ability to **Cleanse, Match, Standardize, Integrate** and **Enhance** our customers' information allows them to focus on getting the right message, about the right customer, to the right place, in the right form, at the right time, thus helping them make better business decisions. The IM product line has been broken into the following categories based on the targeted function of each product.

Optimize	Manage
<i>Products in each category</i>	
<ul style="list-style-type: none"> <li>• Information Optimizer</li> </ul>	<ul style="list-style-type: none"> <li>• Data Integration Batch</li> </ul>

Summary Page Contents	
<b>I</b>	<b>Optimize</b> Optimizer Personal Investigations
<b>II</b>	<b>Manage</b> Data Integration Batch Transactional D-U-N-S® # Assignment

## I Optimize -- Optimizer

Optimizer transforms customer and prospect data into up-to-date, accurate, and actionable commercial insight and enables a single customer view across multiple systems. With a single customer view you can confidently deliver the right solution to the right customer, maximizing revenue growth while achieving operational efficiencies.

Some key enhancements to Optimizer include:

- Improved Global Matching – Through an integrated Cleanse and Match flow for global data
- Optimizer Dashboard – An easy to use visual interface providing customers snapshot insights into their customer data
- Consolidated Match reports – Making the detailed match reports more actionable

Optimizer now includes Data Cleansing on all **US and Global records**. The new pricing reflects cleansing, better matching and improved service (increased capacity).

<b>Match Setup Fee</b>	Applied each time a file is submitted for service	
	<b>Standard (per Project)</b>	\$7,200 (per file)

<b>Access Method Credit (to apply to Setup Fee)</b>		
	Email/FTP	(\$1,500)
	Physical Media	\$0
<b>Standard Input Layout Credit (to apply to Setup Fee)</b>		
	Data provided in standard input layout format	(\$4,100)

New

- Faster Turnaround
- Higher Capacity
- Data Cleansing Included

<b>Domestic Matching</b>			<b>Pricing</b>
<b># of Records</b>			
<b>Step-Down Pricing</b>	Up to 5,000		\$0.134100
	5,001 – 10,000		\$0.134100
	10,001 – 20,000		\$0.121700
	20,001 – 50,000		\$0.119570
	50,001 – 100,000		\$0.110500
	100,001 – 200,000		\$0.057630
	200,001 – 500,000		\$0.056890
	500,001 – 1,000,000		\$0.019200
	1,000,001 – 5,000,000		\$0.009450
<b>Range Pricing</b>	5,000,001 – 15,000,000		\$0.009270
	15,000,001 +		\$0.001440

**\* Global  
Cleansing is  
included in the  
match price.**

<b>Global Matching</b>		<b>Pricing</b>
<b># of Records</b>		
<b>Step-Down Pricing</b>	Up to 5,000	\$0.174330
	5,001 – 10,000	\$0.174330
	10,001 – 20,000	\$0.158210
	20,001 – 50,000	\$0.155441
	50,001 – 100,000	\$0.143650
	100,001 – 200,000	\$0.074919
	200,001 – 500,000	\$0.073957
	500,001 – 1,000,000	\$0.024960
	1,000,001 – 5,000,000	\$0.122850
<b>Pricing</b>	5,000,001 – 15,000,000	\$0.012051
	15,000,001 +	\$0.001872
	Project Consulting	\$2,000.00/day



## **Additional Information and Processes**

### **Verification/ Investigation**

	<b>Domestic</b>	<b>Global</b>
<b><u>Batch Verification</u></b> Lookup	\$0.64 (per record)	\$2.00 (per record)
Investigation	\$12.50 (per record)	See Below

**Investigations for records located outside the United States are charged on a country by country basis. The table below outlines these charges. The following countries do NOT get coverage for Global Mini-Investigations: Cuba, Kampuchea, Khmer, Neutral Zone, North Korea, Kwandebele, Qwa-Qwa, Redonda, and Zimbabwe.**

Region	Countries	Price Per Record
<b>AFRICA</b>	ALGERIA, ANGOLA, ASCENSION ISLANDS, BENIN, BOTSWANA, BURKINA-FASO, BURUNDI, CAMEROON, CAPE VERDE, CENTRAL AFRICAN REP, CHAD, COMORO ISLANDS, CONGO, DJIBOUTI, EGYPT (ARAB REP OF), EQUATORIAL GUINEA, ERITREA, ETHIOPIA, FALKLAND ISLANDS, GABON, GAMBIA, GHANA, GUINEA, GUINEA-BISSAU, IVORY COAST, KENYA, LESOTHO, LIBERIA, LIBYA, MADAGASCAR/MALAGASY, MALAWI, MALI, MAURITANIA, MAURITIUS, MOROCCO, MOZAMBIQUE, NAMIBIA, NIGER, NIGERIA, RWANDA, SAO TOME & PRINCIPE, SENEGAL, SEYCHELLES, SIERRA LEONE, SOMALIA, SOUTH AFRICA, ST HELENA, SUDAN, SWAZILAND, TANZANIA, TOGO, TUNISIA, UGANDA, VENDA, ZAIRE, ZAMBIA	\$22.50
<b>ASIA PACIFIC</b>	ADMIRALTY ISLANDS, AUSTRALIA, BRUNEL, BURMA (MYANMAR), CAMBODIA, CAROLINE ISLANDS, CHINA PEOPLES REP, CHRISTMAS ISLAND, COOK ISLANDS, FIJI, FRENCH POLYNESIA, GUAM, HONG KONG, INDIA, INDONESIA, JAPAN, KIRIBATI, KOREA SOUTH (REP OF), LAOS, MACAU, MALAYSIA, MARSHALL ISLANDS, MICRONESIA FED ST, MIDWAY ISLAND, MYANMAR, NAURU, NEW ZEALAND, NORFOLK ISLAND, NORTHERN MARIANA ISLAND, PAPUA NEW GUINEA, PHILIPPINES, SAMOA AMERICAN, SAMOA WESTERN, SINGAPORE, SOLOMON ISLANDS, TAIWAN, THAILAND, TOKELAU, TONGA, TUVALU, U.S. MINOR ISLANDS, VANUATU, VIETNAM, WAKE ISLAND	\$17.50
<b>EUROPE</b>	ALBANIA, ANDORRA, ARMENIA, AUSTRIA, AZERBAIJAN, BELARUS (BYELORUSSIA), BELGIUM, BOSNIA HERZEGOVINA, BULGARIA, BYELORUSSIA, CROATIA, CYPRUS, CZECH REPUBLIC, DENMARK, ENGLAND, ESTONIA, FAROE ISLANDS, FINLAND, FRANCE, FRENCH GUYANA, FUJAIRAH, GEORGIA, GERMANY, GIBRALTAR, GREECE, GREENLAND, GUADELOUPE, HUNGARY, ICELAND, IRELAND REPUBLIC OF, ITALY, KAZAKHSTAN, KERGUELEN ISLANDS, KIRGHIZIA, LATVIA, LIECHTENSTEIN, LITHUANIA, LUXEMBOURG, MACEDONIA, MALTA, MARTINIQUE, MAYOTTE, MOLDAVIA, MONACO, NETHERLANDS, NEW CALEDONIA, NORTHERN IRELAND, NORWAY, POLAND, PORTUGAL, REUNION ISLAND, ROMANIA, RUSSIAN FEDERATION, SAN MARINO, SCOTLAND, SERBIA & MONTENEGRO, SLOVAKIA, SLOVENIA, SPAIN, ST PIERRE, SWEDEN, SWITZERLAND, TAJIKISTAN, TURKEY, TURKISH REP OF N CYPRUS, TURKMENISTAN, UKRAINE, UNITED KINGDOM, UZBEKISTAN, VATICAN CITY, WALES, WALLIS & FUTUNA ISLANDS	\$17.50
<b>LATIN AMERICA</b>	ANGUILLA, ANTIGUA, ARGENTINA, ARUBA, BAHAMAS, BARBADOS, BELIZE, BERMUDA, BOLIVIA, BRAZIL, CAYMAN ISLANDS, CHILE, COLOMBIA, COSTA RICA, DOMINICA, DOMINICAN REPUBLIC, ECUADOR, EL SALVADOR, GRENADA, GUATEMALA, GUYANA, HAITI, HONDURAS, JAMAICA, MEXICO, MONTSERRAT, NETHERLANDS ANTILLES, NICARAGUA, PANAMA, PARAGUAY, PERU, ST KITTS-NEVIS, ST LUCIA, ST VINCENT, SURINAME, TRINIDAD & TOBAGO, TURKS & CAICOS ISLANDS, URUGUAY, VENEZUELA, VIRGIN ISLANDS UK	\$17.50
<b>MIDDLE EAST</b>	ABU DHABI, AFGHANISTAN, AJMAN, AL AIN, BAHRAIN, BANGLADESH, BHUTAN, DUBAI, IRAN, IRAQ, ISRAEL, JORDAN, KUWAIT, LEBANON, MALDIVES, NEPAL, OMAN, PAKISTAN, QATAR, RAS AL KHAIMAH, SAUDI ARABIA, SHARJAH, SOUTH GEORGIA, SOUTH SANDWICH ISLANDS, SRI LANKA, SYRIA, UMM AL QUWAIN, UNITED ARAB EMIRATES, YEMEN ARAB REPUBLIC, YEMEN SOUTH	\$22.50
<b>NORTH AMERICA</b>	CANADA, VIRGIN ISLANDS US	\$12.50

<b>Manage</b> <i>Data Integration Batch</i>	
<b>Description</b>	<b>The Product</b>
	<p>Data Integration Batch is designed to provide daily, weekly, monthly or quarterly batch D-U-N-S® numbering of customer records for use in other operational systems. In addition, the user has the option of retrieving additional D&amp;B marketing, credit and purchasing data through the Batch process. This solution is recommended for customers preferring an automated solution.</p> <p>Data Integration Batch takes advantage of one of the oldest and simplest utilities to transfer files back and forth between the customer and D&amp;B over the Internet and TCP/IP enabled networks. The File Transfer Protocol (FTP) provides a cost-effective method of accessing and transferring data files from one computer system to another.</p> <p>Data Integration Batch is sold as either a stand-alone product or as a component of Integration Manager.</p>

<b>Investment</b>	The investment costs for setting up a Data Integration Batch installation consist of a set-up profile/maintenance fee, matching fees, data costs and communications options.		
<b>Profile Setup Fees*</b>	<b>Standard:</b>		<b>Profile</b>
	First Profile Setup Each Additional Profile Year 2 & after maintenance <i>Based on use of Standard Input Layout</i>		\$7,700 \$3,600 \$2,050
	<b>Custom:</b>		\$11,800
	First Profile Setup Each Additional Profile Year 2 & after maintenance		\$7,700 \$6,150

**\* Profile fee includes testing of up to 100 records**

<b>D&amp;B® Transactional D-U-N-S® # Assignment</b>	
# of Records	Step-Down <i>Price per Record</i>
1 - 10,000	\$0.15
10,001 - 100,000	\$0.14
100,001 - 250,000	\$0.09
250,001 - 1,000,000	\$0.05
> 1,000,000	\$0.03
<b>Minimum Charge:</b>	
	<b>\$2,000</b>

### **Data Blocks Description**

Businesses, government agencies and not-for-profit organizations all over the world turn to Dun & Bradstreet to help accelerate revenue, manage risk, reduce costs, and transform digitally through the power of data and insights delivered from the Dun & Bradstreet Data Cloud. As important as data quality is, how data is delivered, the ease in which it can be consumed, and the speed at which a business can transform information into value is equally important. To meet these needs, Dun & Bradstreet delivers data in packages called Data Blocks.

A Data Block is a logical, topic-based grouping of data elements from the Dun & Bradstreet Data Cloud. It is a modern, best-in-class method of serving data in a simple, standardized, and flexible way. Data Blocks empower clients to easily ingest the world-class data they require across their enterprise and do that in a consistent and scalable manner. Clients can 'stack' data blocks together to customize the data and insights they require to address any use case across their business. Any specific combination of Data Blocks can be delivered via API, flat files, or a combination. Data Blocks are licensed by domain: Sales & Marketing, Finance, Supply, and Compliance.

With Data Blocks, clients experience superior data quality delivered consistently. In addition, Data Blocks quicken the time from delivery to value realization with simple, standard implementation and activation. Lastly, clients benefit from flexibility and scalability, enjoying seamless delivery regardless of how much or how little content is ingested, where used, or what need is being addressed. Data management is complex; Dun & Bradstreet Data Blocks make it easier than ever for clients to experience the power of tailored delivery aligned with unique business needs.

### **Data Blocks Monitoring**

The Monitoring feature enables you to keep your system or data warehouse up-to-date and to make decisions on the latest available data.

D&B data API provides access to numerous products, each with a set of attributes. Monitoring enables you to receive notifications when any of those attribute values change for any D-U-N-S Number in the registration. Monitoring APIs enable you to manage your registrations. Once a registration is created, you will start to receive notifications about changes to the entity data.

All Data Blocks, excluding "Company entity Resolution", can receive monitoring @ 1.3x multiplier (30% premium) on corresponding record band and data block level.

	Company Entity Resolution Level 1 US/CA	Company Entity Resolution Level 1 ROW	Company Financials Level 1 US/CA	Company Financials Level 1 ROW	Company Financials Level 2 US/CA	Company Financials Level 2 ROW	Company Financials Level 3 US/CA	Company Financials Level 3 ROW	Company Financials Level 4 US/CA	Company Financials Level 4 ROW
	US/CA	ROW	US/CA	ROW	US/CA	ROW	US/CA	ROW	US/CA	ROW
<b>1-49</b>	\$0.35	\$0.35	\$3.00	\$3.00	\$6.00	\$6.00	\$9.00	\$9.00	\$12.00	\$12.00
<b>50-99</b>	\$0.16	\$0.16	\$1.35	\$2.99	\$2.70	\$4.01	\$4.05	\$6.41	\$5.40	\$8.54
<b>100-249</b>	\$0.12	\$0.12	\$1.05	\$2.99	\$2.10	\$4.01	\$3.15	\$6.41	\$4.20	\$8.54
<b>250-749</b>	\$0.11	\$0.11	\$0.90	\$2.99	\$1.80	\$4.01	\$2.70	\$6.41	\$3.60	\$8.54
<b>750-2,499</b>	\$0.08	\$0.08	\$0.66	\$2.58	\$1.32	\$3.46	\$1.98	\$5.53	\$2.64	\$7.37
<b>2,500-4,999</b>	\$0.07	\$0.07	\$0.60	\$2.15	\$1.20	\$2.89	\$1.80	\$4.61	\$2.40	\$6.15
<b>5,000-9,999</b>	\$0.05	\$0.05	\$0.39	\$1.85	\$0.78	\$2.49	\$1.17	\$3.97	\$1.56	\$5.30
<b>10,00-24,999</b>	\$0.04	\$0.04	\$0.38	\$1.14	\$0.75	\$1.52	\$1.13	\$2.43	\$1.50	\$3.25
<b>25,000-49,999</b>	\$0.03	\$0.03	\$0.24	\$1.14	\$0.48	\$1.52	\$0.72	\$2.43	\$0.96	\$3.25
<b>50,000-74,999</b>	\$0.03	\$0.03	\$0.23	\$0.93	\$0.47	\$1.24	\$0.70	\$1.99	\$0.93	\$2.65
<b>75,000-99,999</b>	\$0.02	\$0.02	\$0.20	\$0.93	\$0.39	\$1.24	\$0.59	\$1.99	\$0.78	\$2.65
<b>100,000-199,999</b>	\$0.02	\$0.02	\$0.14	\$0.81	\$0.27	\$1.08	\$0.41	\$1.73	\$0.54	\$2.31
<b>200-499K</b>	\$0.01	\$0.01	\$0.09	\$0.69	\$0.18	\$0.92	\$0.27	\$1.47	\$0.36	\$1.96
<b>500K-999k</b>	\$0.01	\$0.01	\$0.06	\$0.69	\$0.12	\$0.92	\$0.18	\$1.47	\$0.24	\$1.96
<b>1M-4.9M</b>	\$0.01	\$0.01	\$0.02	\$0.69	\$0.05	\$0.92	\$0.07	\$1.47	\$0.10	\$1.96
<b>5M-14.9M</b>	\$0.01	\$0.01	\$0.02	\$0.69	\$0.03	\$0.92	\$0.05	\$1.47	\$0.06	\$1.96
<b>15M-29M</b>	\$0.01	\$0.01	\$0.01	\$0.69	\$0.03	\$0.92	\$0.04	\$1.47	\$0.05	\$1.96
<b>30M+</b>	\$0.01	\$0.01	\$0.01	\$0.69	\$0.02	\$0.92	\$0.04	\$1.47	\$0.05	\$1.96

Data Block Name	Level	Descriptions of the Levels	Prerequisite
Company Entity Resolution	1	Entity Resolution is the process by which we assign a Dun & Bradstreet D-U-N-S® Number to client data and enables client data to be compared with standardized records held in the Dun & Bradstreet Data Cloud.	
Company Financials	1	Single latest D&B fiscal summary financials. If both consolidated and individual statements are available as the latest statement, then only consolidated will be returned.	None
	2	Historical D&B summary financials, including interim, fiscal, consolidated, individual. Up to 5 years.	
	3	Latest D&B fiscal financial statement, in key value pairs.	
	4	Historical D&B financial statements, in key value pairs. Up to 5 years.	

	Company Information Level 1 US/CA	Company Information Level 1 ROW	Company Information Level 2 US/CA	Company Information Level 2 ROW	Company Information Level 3 US/CA	Company Information Level 3 ROW	Company Information Level 4 US/CA	Company Information Level 4 ROW	Company News Level 1 US/CA	Company News Level 1 ROW
	US/CA	ROW	US/CA	ROW	US/CA	ROW	US/CA	ROW	US/CA	ROW
1-49	\$1.00	\$1.00	\$1.40	\$1.40	\$3.00	\$3.00	\$3.00	\$3.00	\$1.40	\$1.40
50-99	\$0.45	\$0.45	\$0.63	\$0.63	\$1.35	\$1.35	\$1.35	\$1.35	\$0.63	\$0.63
100-249	\$0.35	\$0.35	\$0.49	\$0.49	\$1.05	\$1.05	\$1.05	\$1.05	\$0.49	\$0.49
250-749	\$0.30	\$0.30	\$0.42	\$0.42	\$0.90	\$0.90	\$0.90	\$0.90	\$0.42	\$0.42
750-2,499	\$0.22	\$0.22	\$0.31	\$0.31	\$0.66	\$0.66	\$0.66	\$0.66	\$0.31	\$0.31
2,500-4,999	\$0.20	\$0.20	\$0.28	\$0.28	\$0.60	\$0.60	\$0.60	\$0.60	\$0.28	\$0.28
5,000-9,999	\$0.13	\$0.13	\$0.18	\$0.18	\$0.39	\$0.39	\$0.39	\$0.40	\$0.18	\$0.18
10,00-24,999	\$0.13	\$0.13	\$0.18	\$0.18	\$0.38	\$0.38	\$0.38	\$0.38	\$0.18	\$0.18
25,000-49,999	\$0.08	\$0.08	\$0.11	\$0.11	\$0.24	\$0.24	\$0.24	\$0.24	\$0.11	\$0.11
50,000-74,999	\$0.08	\$0.08	\$0.11	\$0.11	\$0.23	\$0.23	\$0.23	\$0.23	\$0.11	\$0.11
75,000-99,999	\$0.07	\$0.07	\$0.09	\$0.09	\$0.20	\$0.20	\$0.20	\$0.20	\$0.09	\$0.09
100,000-199,999	\$0.05	\$0.05	\$0.06	\$0.06	\$0.14	\$0.14	\$0.14	\$0.17	\$0.06	\$0.06
200-499K	\$0.03	\$0.03	\$0.04	\$0.04	\$0.09	\$0.12	\$0.09	\$0.15	\$0.04	\$0.04
500K-999k	\$0.02	\$0.02	\$0.03	\$0.03	\$0.06	\$0.12	\$0.06	\$0.15	\$0.03	\$0.03
1M-4.9M	\$0.01	\$0.01	\$0.01	\$0.01	\$0.02	\$0.12	\$0.02	\$0.15	\$0.01	\$0.01
5M-14.9M	\$0.01	\$0.01	\$0.01	\$0.01	\$0.02	\$0.12	\$0.02	\$0.15	\$0.01	\$0.01
15M-29M	\$0.01	\$0.01	\$0.01	\$0.01	\$0.01	\$0.12	\$0.01	\$0.15	\$0.01	\$0.01
30M+	\$0.01	\$0.01	\$0.01	\$0.01	\$0.01	\$0.12	\$0.01	\$0.15	\$0.01	\$0.01

Data Block Name	Level	Descriptions of the Levels	Prerequisites
Company Information	1	Basic information about a company primarily used to validate the Match found in Company Entity Resolution such as Business Name, Primary Address, Telephone, Web Address and Primary Industry Codes. This Level is required as it is the starting point for all data block licenses.	Level 1 is required on all Data Block contracts
	2	Additional information on a company including Sales, Employees, Industry Codes, Mailing Address and other information.	
	3	Information on a company's competition, editorial information and Assignment Model data	
	4	Country specific data elements that are considered of higher value and pertain to the organization. Currently specific to the Japanese market and includes primary supplier and customer names and D-U-N-S Numbers.	
Company News	1	Published news items associated with a particular business.	None

	Diversity Insights Level 1 US/CA	Diversity Insights Level 1 ROW	Diversity Insights Level 2 US/CA	Diversity Insights Level 2 ROW	Diversity Insights Level 3 US/CA	Diversity Insights Level 3 ROW	Filings and Events Level 1 US/CA	Filings and Events Level 1 ROW	Filings and Events Level 2 US/CA	Filings and Events Level 2 ROW	Filings and Events Level 3 US/CA	Filings and Events Level 3 ROW
	US/CA	ROW	US/CA	ROW	US/CA	ROW	US/CA	ROW	US/CA	ROW	US/CA	ROW
<b>1-49</b>	\$1.00	\$1.00	\$1.25	\$1.25	\$1.40	\$1.40	\$5.00	\$5.00	\$7.00	\$7.00	\$9.00	\$10.68
<b>50-99</b>	\$0.45	\$0.45	\$0.56	\$0.56	\$0.63	\$0.63	\$2.25	\$4.27	\$3.15	\$6.41	\$4.05	\$10.68
<b>100-249</b>	\$0.35	\$0.35	\$0.44	\$0.44	\$0.49	\$0.49	\$1.75	\$4.27	\$2.45	\$6.41	\$3.15	\$10.68
<b>250-749</b>	\$0.30	\$0.30	\$0.38	\$0.38	\$0.42	\$0.42	\$1.50	\$4.27	\$2.10	\$6.41	\$2.70	\$10.68
<b>750-2,499</b>	\$0.22	\$0.22	\$0.28	\$0.28	\$0.31	\$0.31	\$1.10	\$3.69	\$1.54	\$5.53	\$1.98	\$9.22
<b>2,500-4,999</b>	\$0.20	\$0.20	\$0.25	\$0.25	\$0.28	\$0.28	\$1.00	\$3.08	\$1.40	\$4.61	\$1.80	\$7.69
<b>5,000-9,999</b>	\$0.13	\$0.13	\$0.16	\$0.16	\$0.18	\$0.18	\$0.65	\$2.65	\$0.91	\$3.97	\$1.17	\$6.62
<b>10,00-24,999</b>	\$0.13	\$0.13	\$0.16	\$0.16	\$0.18	\$0.18	\$0.63	\$1.62	\$0.88	\$2.43	\$1.13	\$4.06
<b>25,000-49,999</b>	\$0.08	\$0.08	\$0.10	\$0.10	\$0.11	\$0.11	\$0.40	\$1.62	\$0.56	\$2.43	\$0.72	\$4.06
<b>50,000-74,999</b>	\$0.08	\$0.08	\$0.10	\$0.10	\$0.11	\$0.11	\$0.39	\$1.32	\$0.54	\$1.99	\$0.70	\$3.31
<b>75,000-99,999</b>	\$0.07	\$0.07	\$0.08	\$0.08	\$0.09	\$0.09	\$0.33	\$1.32	\$0.46	\$1.99	\$0.59	\$3.31
<b>100,000-199,999</b>	\$0.05	\$0.05	\$0.06	\$0.06	\$0.06	\$0.06	\$0.23	\$1.15	\$0.32	\$1.73	\$0.41	\$2.88
<b>200-499K</b>	\$0.03	\$0.03	\$0.04	\$0.04	\$0.04	\$0.04	\$0.15	\$0.98	\$0.21	\$1.47	\$0.27	\$2.46
<b>500K-999k</b>	\$0.02	\$0.02	\$0.03	\$0.03	\$0.03	\$0.03	\$0.10	\$0.98	\$0.14	\$1.47	\$0.18	\$2.46
<b>1M-4.9M</b>	\$0.01	\$0.01	\$0.01	\$0.01	\$0.01	\$0.01	\$0.04	\$0.98	\$0.06	\$1.47	\$0.07	\$2.46
<b>5M-14.9M</b>	\$0.01	\$0.01	\$0.01	\$0.01	\$0.01	\$0.01	\$0.03	\$0.98	\$0.04	\$1.47	\$0.05	\$2.46
<b>15M-29M</b>	\$0.01	\$0.01	\$0.01	\$0.01	\$0.01	\$0.01	\$0.02	\$0.98	\$0.03	\$1.47	\$0.04	\$2.46
<b>30M+</b>	\$0.01	\$0.01	\$0.01	\$0.01	\$0.01	\$0.01	\$0.02	\$0.98	\$0.03	\$1.47	\$0.04	\$2.46

Data Block Name	Level	Descriptions of the Levels	Prerequisites
Diversity Insights	1	Basic indicators that are either modeled or identified from an outside source.	None
	2	Indicators from outside sources, many of which have certification status.	
	3	Certification details for the indicators in Level 2 including certification levels, source names and certification dates.	
Filings & Events	1	Indicators as to whether or not various filings types are present on a company as well as whether or not certain types of events have taken place such as a natural disaster.	None
	2	Counts (number) and amounts (values) of filings as well as basic information on all types of legal filings.	
	3	Detailed information on all filings and events, including details on suits, liens, judgments, bankruptcies/insolvencies and more with commentary and filing office information.	

	Financial Strength Insights Level 1 US/CA	Financial Strength Insights Level 1 ROW	Financial Strength Insights Level 2 US/CA	Financial Strength Insights Level 2 ROW	Financial Strength Insights Level 3 US/CA	Financial Strength Insights Level 3 ROW	Financial Strength Insights Level 4 US/CA	Financial Strength Insights Level 4 ROW	Financial Strength Insights Level 5 US/CA	Financial Strength Insights Level 5 ROW
	US/CA	ROW	US/CA	ROW	US/CA	ROW	US/CA	ROW	US/CA	ROW
<b>1-49</b>	\$7.00	\$7.00	\$17.50	\$17.50	\$24.00	\$24.00	\$31.00	\$31.00	\$36.00	\$36.00
<b>50-99</b>	\$3.15	\$4.27	\$7.88	\$7.88	\$10.80	\$10.80	\$13.95	\$13.95	\$16.20	\$16.20
<b>100-249</b>	\$2.45	\$4.27	\$6.13	\$6.41	\$8.40	\$8.54	\$10.85	\$10.85	\$12.60	\$12.60
<b>250-749</b>	\$2.10	\$4.27	\$5.25	\$6.41	\$7.20	\$8.54	\$9.30	\$9.99	\$10.80	\$10.80
<b>750-2,499</b>	\$1.54	\$3.69	\$3.85	\$5.53	\$5.28	\$7.37	\$6.82	\$8.62	\$7.92	\$8.62
<b>2,500-4,999</b>	\$1.40	\$3.08	\$3.50	\$4.61	\$4.80	\$6.15	\$6.20	\$7.19	\$7.20	\$7.20
<b>5,000-9,999</b>	\$0.91	\$2.65	\$2.28	\$3.97	\$3.12	\$5.30	\$4.03	\$6.19	\$4.68	\$6.19
<b>10,000-24,999</b>	\$0.88	\$1.62	\$2.19	\$2.43	\$3.00	\$3.25	\$3.88	\$3.88	\$4.50	\$4.50
<b>25,000-49,999</b>	\$0.56	\$1.62	\$1.40	\$2.43	\$1.92	\$3.25	\$2.48	\$3.80	\$2.88	\$3.80
<b>50,000-74,999</b>	\$0.54	\$1.32	\$1.36	\$1.99	\$1.86	\$2.65	\$2.40	\$3.10	\$2.79	\$3.10
<b>75,000-99,999</b>	\$0.46	\$1.32	\$1.14	\$1.99	\$1.56	\$2.65	\$2.02	\$3.10	\$2.34	\$3.10
<b>100,000-199,999</b>	\$0.32	\$1.15	\$0.79	\$1.73	\$1.08	\$2.31	\$1.40	\$2.70	\$1.62	\$2.70
<b>200-499K</b>	\$0.21	\$0.98	\$0.53	\$1.47	\$0.72	\$1.96	\$0.93	\$2.30	\$1.08	\$2.30
<b>500K-999k</b>	\$0.14	\$0.98	\$0.35	\$1.47	\$0.48	\$1.96	\$0.62	\$2.30	\$0.72	\$2.30
<b>1M-4.9M</b>	\$0.06	\$0.98	\$0.14	\$1.47	\$0.19	\$1.96	\$0.25	\$2.30	\$0.29	\$2.30
<b>5M-14.9M</b>	\$0.04	\$0.98	\$0.09	\$1.47	\$0.12	\$1.96	\$0.16	\$2.30	\$0.18	\$2.30
<b>15M-29M</b>	\$0.03	\$0.98	\$0.08	\$1.47	\$0.11	\$1.96	\$0.14	\$2.30	\$0.16	\$2.30
<b>30M+</b>	\$0.03	\$0.98	\$0.07	\$1.47	\$0.10	\$1.96	\$0.12	\$2.30	\$0.14	\$2.30

Data Block Name	Level	Descriptions of the Levels	Prerequisites
Financial Strength Insights	1	Delinquency and Failure Score Classes as well as the standard Dun & Bradstreet Rating information.	None
	2	Percentile information for the scores in Level 1 in addition to Credit Limit recommendations.	
	3	Raw score and commentary information on the scores in the earlier Levels as well as D&B Viability Score information, and Industry Norms data.	
	4	12 month history of the scores in earlier Levels as well as trend information.	
	5	OBR risk data.	



	Hierarchies and Connections Level 1 US/CA	Hierarchies and Connections Level 1 ROW	with Full Family TreeYes US/CA	with Full Family TreeYes ROW	with Upward Family TreeYes US/CA	with Upward Family TreeYes ROW	with Alternative LinkageYes US/CA	with Alternative LinkageYes ROW	Extended Linkage Insight AppendYes US/CA	Extended Linkage Insight AppendYes ROW
	US/CA	ROW	US/CA	ROW	US/CA	ROW	US/CA	ROW		
1-49	\$3.00	\$3.00	\$6.00	\$6.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00
50-99	\$1.35	\$1.35	\$2.70	\$2.70	\$1.35	\$1.35	\$1.35	\$1.35	\$1.35	\$1.35
100-249	\$1.05	\$1.05	\$2.10	\$2.10	\$1.05	\$1.05	\$1.05	\$1.05	\$1.05	\$1.05
250-749	\$0.90	\$0.90	\$1.80	\$1.80	\$0.90	\$0.90	\$0.90	\$0.90	\$0.90	\$0.90
750-2,499	\$0.66	\$0.66	\$1.32	\$1.32	\$0.66	\$0.66	\$0.66	\$0.66	\$0.66	\$0.66
2,500-4,999	\$0.60	\$0.60	\$1.20	\$1.20	\$0.60	\$0.60	\$0.60	\$0.60	\$0.60	\$0.60
5,000-9,999	\$0.39	\$0.39	\$0.78	\$0.78	\$0.39	\$0.39	\$0.39	\$0.39	\$0.39	\$0.39
10,00-24,999	\$0.38	\$0.38	\$0.75	\$0.75	\$0.38	\$0.38	\$0.38	\$0.38	\$0.38	\$0.38
25,000-49,999	\$0.24	\$0.24	\$0.48	\$0.48	\$0.24	\$0.24	\$0.24	\$0.24	\$0.24	\$0.24
50,000-74,999	\$0.23	\$0.23	\$0.47	\$0.47	\$0.23	\$0.23	\$0.23	\$0.23	\$0.23	\$0.23
75,000-99,999	\$0.20	\$0.20	\$0.39	\$0.39	\$0.20	\$0.20	\$0.20	\$0.20	\$0.20	\$0.20
100,000-199,999	\$0.14	\$0.14	\$0.27	\$0.27	\$0.14	\$0.14	\$0.14	\$0.14	\$0.14	\$0.14
200-499K	\$0.09	\$0.09	\$0.18	\$0.18	\$0.09	\$0.09	\$0.09	\$0.09	\$0.09	\$0.09
500K-999k	\$0.06	\$0.06	\$0.12	\$0.12	\$0.06	\$0.06	\$0.06	\$0.06	\$0.06	\$0.06
1M-4.9M	\$0.02	\$0.02	\$0.05	\$0.05	\$0.02	\$0.02	\$0.02	\$0.02	\$0.02	\$0.02
5M-14.9M	\$0.02	\$0.02	\$0.03	\$0.03	\$0.02	\$0.02	\$0.02	\$0.02	\$0.02	\$0.02
15M-29M	\$0.01	\$0.01	\$0.03	\$0.03	\$0.01	\$0.01	\$0.01	\$0.01	\$0.01	\$0.01
30M+	\$0.01	\$0.01	\$0.02	\$0.02	\$0.01	\$0.01	\$0.01	\$0.01	\$0.01	\$0.01

Data Block Name	Level	Descriptions of the Levels	Prerequisites
Hierarchies & Connections	1	Information on the Headquarter or Parent of a business as well as the highest family member within a family tree. It also includes information on the highest member of a tree within the same country as the site record.	None
	Upward Family Tree	Information on the family tree members from the inquiry up each hierarchy level of the branch of the family tree to the Global Ultimate record.	Hierarchies & Connections Level 1
	Full Family Tree	All of the business entities to which a given Dun & Bradstreet D-U-N-S Number is related based on greater than 50% legal ownership.	Hierarchies & Connections Level 1
	Alternative Linkage	Identifies operational ultimate records for records that are franchises, dealers, networks, co-operatives, etc.	Hierarchies & Connections Level 1
	Extended Linkage Insight	Extended Linkage Insight - Provides content on a specific record relating to any hierarchies or linkages beyond traditional Legal and Alternative Linkage. The data is based on Machine Learning models that automate the manual effort of linking candidates by name similarity, brand uniqueness, SIC relativeness, company website, financial statement, Wikipedia data, and customer feedback.	Hierarchies & Connections Level 1

	Industry Profile Level 1 US/CA	Industry Profile Level 1 ROW	Ownership Insights Level 1 US/CA	Ownership Insights Level 1 ROW	Ownership Insights Level 2 US/CA	Ownership Insights Level 2 ROW	Control and OwnershipYes US/CA	Control and OwnershipYes ROW
	US/CA	ROW	US/CA	ROW	US/CA	ROW	US/CA	ROW
1-49	\$3.00	\$3.00	\$7.00	\$7.00	\$9.00	\$9.00	\$7.00	\$7.00
50-99	\$1.35	\$1.35	\$3.15	\$3.15	\$4.05	\$4.05	\$3.15	\$3.15
100-249	\$1.05	\$1.05	\$2.45	\$2.45	\$3.15	\$3.15	\$2.45	\$2.45
250-749	\$0.90	\$0.90	\$2.10	\$2.10	\$2.70	\$2.70	\$2.10	\$2.10
750-2,499	\$0.66	\$0.66	\$1.54	\$1.54	\$1.98	\$1.98	\$1.54	\$1.54
2,500-4,999	\$0.60	\$0.60	\$1.40	\$1.40	\$1.80	\$1.80	\$1.40	\$1.40
5,000-9,999	\$0.39	\$0.39	\$0.91	\$0.91	\$1.17	\$1.17	\$0.91	\$0.91
10,00-24,999	\$0.38	\$0.38	\$0.88	\$0.88	\$1.13	\$1.13	\$0.88	\$0.88
25,000-49,999	\$0.24	\$0.24	\$0.56	\$0.56	\$0.72	\$0.72	\$0.56	\$0.56
50,000-74,999	\$0.23	\$0.23	\$0.54	\$0.54	\$0.70	\$0.70	\$0.54	\$0.54
75,000-99,999	\$0.20	\$0.20	\$0.46	\$0.46	\$0.59	\$0.59	\$0.46	\$0.46
100,000-199,999	\$0.14	\$0.14	\$0.32	\$0.32	\$0.41	\$0.41	\$0.32	\$0.32
200-499K	\$0.09	\$0.09	\$0.21	\$0.21	\$0.27	\$0.27	\$0.21	\$0.21
500K-999k	\$0.06	\$0.06	\$0.14	\$0.14	\$0.18	\$0.18	\$0.14	\$0.14
1M-4.9M	\$0.02	\$0.02	\$0.06	\$0.06	\$0.07	\$0.07	\$0.06	\$0.06
5M-14.9M	\$0.02	\$0.02	\$0.04	\$0.04	\$0.05	\$0.05	\$0.04	\$0.04
15M-29M	\$0.01	\$0.01	\$0.03	\$0.03	\$0.04	\$0.04	\$0.03	\$0.03
30M+	\$0.01	\$0.01	\$0.03	\$0.03	\$0.04	\$0.04	\$0.03	\$0.03

Data Block Name	Level	Descriptions of the Levels	Prerequisites
Industry Profile	1	Industry information including topics such as business challenges, trends, and opportunities and executive insights. Often used to help prepare for sales conversations; includes sample questions. Profiles are not specific to a given entity/company, rather to the industry as a whole, and are licensed individually.	None
Ownership Insights	1	Information on the shareholders of the company; whether individuals or businesses.	None
	2	Data on the person(s) behind a business who will ultimately gain from the success of the business. This data is primarily used for compliance purposes and cannot be purchased for sales or marketing purposes. BOL & BOS are both entitled.	
	Control & Ownership	Designed to support Control and Ownership 'prongs' when establishing who is ultimately benefiting from or controlling a business to enable regulatory Compliance. The data block will enable you to establish the beneficial owners and the percentage they own on a target business, as well as establish control groups from UBO registry data and any principals that are connected to either the target business or indirect corporate owners. The List (cmpcol) provides a list off all the beneficiaries and any additional principal relationships with the target business. The Structure (cmpcos) allows one to visualize the relationships.	Ownership Insights Level 1

	Payment Insights Level 1 US/CA	Payment Insights Level 1 ROW	Payment Insights Level 2 US/CA	Payment Insights Level 2 ROW	Payment Insights Level 3 US/CA	Payment Insights Level 3 ROW	Payment Insights Level 4 US/CA	Payment Insights Level 4 ROW
	US/CA	ROW	US/CA	ROW	US/CA	ROW	US/CA	ROW
<b>1-49</b>	\$7.00	\$7.00	\$12.00	\$12.00	\$14.00	\$14.00	\$21.00	\$21.00
<b>50-99</b>	\$3.15	\$4.27	\$5.40	\$5.55	\$6.30	\$7.26	\$9.45	\$9.45
<b>100-249</b>	\$2.45	\$4.27	\$4.20	\$5.55	\$4.90	\$7.26	\$7.35	\$8.54
<b>250-749</b>	\$2.10	\$4.27	\$3.60	\$5.55	\$4.20	\$7.26	\$6.30	\$8.54
<b>750-2,499</b>	\$1.54	\$3.69	\$2.64	\$4.79	\$3.08	\$6.27	\$4.62	\$7.37
<b>2,500-4,999</b>	\$1.40	\$3.08	\$2.40	\$4.00	\$2.80	\$5.23	\$4.20	\$6.15
<b>5,000-9,999</b>	\$0.91	\$2.65	\$1.56	\$3.44	\$1.82	\$4.50	\$2.73	\$5.30
<b>10,00-24,999</b>	\$0.88	\$1.62	\$1.50	\$2.11	\$1.75	\$2.76	\$2.63	\$3.25
<b>25,000-49,999</b>	\$0.56	\$1.62	\$0.96	\$2.11	\$1.12	\$2.76	\$1.68	\$3.25
<b>50,000-74,999</b>	\$0.54	\$1.32	\$0.93	\$1.72	\$1.09	\$2.25	\$1.63	\$2.65
<b>75,000-99,999</b>	\$0.46	\$1.32	\$0.78	\$1.72	\$0.91	\$2.25	\$1.37	\$2.65
<b>100,000-199,999</b>	\$0.32	\$1.15	\$0.54	\$1.50	\$0.63	\$1.96	\$0.95	\$2.31
<b>200-499K</b>	\$0.21	\$0.98	\$0.36	\$1.28	\$0.42	\$1.67	\$0.63	\$1.96
<b>500K-999k</b>	\$0.14	\$0.98	\$0.24	\$1.28	\$0.28	\$1.67	\$0.42	\$1.96
<b>1M-4.9M</b>	\$0.06	\$0.98	\$0.10	\$1.28	\$0.11	\$1.67	\$0.17	\$1.96
<b>5M-14.9M</b>	\$0.04	\$0.98	\$0.06	\$1.28	\$0.07	\$1.67	\$0.11	\$1.96
<b>15M-29M</b>	\$0.03	\$0.98	\$0.05	\$1.28	\$0.06	\$1.67	\$0.09	\$1.96
<b>30M+</b>	\$0.03	\$0.98	\$0.05	\$1.28	\$0.06	\$1.67	\$0.08	\$1.96

Data Block Name	Level	Descriptions of the Levels	Prerequisites
Payment Insights	1	Information relating to the current Paydex score as well as the number of payment experiences for a company.	None
	2	Summary information, counts/amounts/percentages, for key Payment Manners.	
	3	Industry Norms, 3-Month Ago PAYDEX data.	
	4	Information on full payment manner breakouts and historical Paydex scores.	

	Principals and Contacts Level 1 US/CA	Principals and Contacts Level 1 ROW	Principals and Contacts Level 2 US/CA	Principals and Contacts Level 2 ROW	Principals and Contacts Level 3 US/CA	Principals and Contacts Level 3 ROW	Principals and Contacts Level 4 US/CA	Principals and Contacts Level 4 ROW
	US/CA	ROW	US/CA	ROW	US/CA	ROW	US/CA	ROW
<b>1-49</b>	\$0.35	\$0.35	\$1.25	\$1.25	\$3.00	\$3.00	\$5.00	\$5.00
<b>50-99</b>	\$0.16	\$0.16	\$0.56	\$0.56	\$1.35	\$1.41	\$2.25	\$2.35
<b>100-249</b>	\$0.12	\$0.12	\$0.44	\$0.44	\$1.05	\$1.41	\$1.75	\$2.35
<b>250-749</b>	\$0.11	\$0.11	\$0.38	\$0.38	\$0.90	\$1.41	\$1.50	\$2.35
<b>750-2,499</b>	\$0.08	\$0.08	\$0.28	\$0.28	\$0.66	\$1.22	\$1.10	\$2.03
<b>2,500-4,999</b>	\$0.07	\$0.07	\$0.25	\$0.25	\$0.60	\$1.01	\$1.00	\$1.69
<b>5,000-9,999</b>	\$0.05	\$0.05	\$0.16	\$0.16	\$0.39	\$0.87	\$0.65	\$1.46
<b>10,00-24,999</b>	\$0.04	\$0.04	\$0.16	\$0.16	\$0.38	\$0.54	\$0.63	\$0.89
<b>25,000-49,999</b>	\$0.03	\$0.03	\$0.10	\$0.10	\$0.24	\$0.54	\$0.40	\$0.89
<b>50,000-74,999</b>	\$0.03	\$0.03	\$0.10	\$0.10	\$0.23	\$0.44	\$0.39	\$0.73
<b>75,000-99,999</b>	\$0.02	\$0.02	\$0.08	\$0.08	\$0.20	\$0.44	\$0.33	\$0.73
<b>100,000-199,999</b>	\$0.02	\$0.02	\$0.06	\$0.06	\$0.14	\$0.38	\$0.23	\$0.63
<b>200-499K</b>	\$0.01	\$0.01	\$0.04	\$0.04	\$0.09	\$0.32	\$0.15	\$0.54
<b>500K-999k</b>	\$0.01	\$0.01	\$0.03	\$0.03	\$0.06	\$0.32	\$0.10	\$0.54
<b>1M-4.9M</b>	\$0.01	\$0.01	\$0.01	\$0.01	\$0.02	\$0.32	\$0.04	\$0.54
<b>5M-14.9M</b>	\$0.01	\$0.01	\$0.01	\$0.01	\$0.02	\$0.32	\$0.03	\$0.54
<b>15M-29M</b>	\$0.01	\$0.01	\$0.01	\$0.01	\$0.01	\$0.32	\$0.02	\$0.54
<b>30M+</b>	\$0.01	\$0.01	\$0.01	\$0.01	\$0.01	\$0.32	\$0.02	\$0.54

Data Block Name	Level	Descriptions of the Levels	Prerequisites
Principal & Contacts	1	Information on the most senior person known at the company.	None, but starting at Principals & Contacts Level 2, users should also have access to Search by DUNS Non-Standard call
	2	Information on the rest of the known current principals and contacts at the company.	
	3	Additional information about the current principals including nationality, birth date and areas of responsibility, generally used for Compliance use cases.	
	4	Information on former principals of the company.	

	Third Party Risk Insights Level 1 US/CA	Third Party Risk Insights Level 1 ROW	Business Activity Insights Level 1 US/CA	Business Activity Insights Level 1 ROW	Business Activity Insights Level 2 US/CA	Business Activity Insights Level 2 ROW	Business Activity Insights Level 3 US/CA	Business Activity Insights Level 3 ROW
	US/CA	ROW	US/CA	ROW	US/CA	ROW	US/CA	ROW
1-49	\$12.00	\$12.00	\$7.00	\$7.00	\$12.00	\$12.00	\$14.00	\$14.00
50-99	\$5.40	\$5.40	\$3.15	\$3.15	\$5.40	\$5.40	\$6.30	\$6.30
100-249	\$4.20	\$4.27	\$2.45	\$2.45	\$4.20	\$4.20	\$4.90	\$4.90
250-749	\$3.60	\$4.27	\$2.10	\$2.10	\$3.60	\$3.60	\$4.20	\$4.20
750-2,499	\$2.64	\$3.69	\$1.54	\$1.54	\$2.64	\$2.64	\$3.08	\$3.08
2,500-4,999	\$2.40	\$3.08	\$1.40	\$1.40	\$2.40	\$2.40	\$2.80	\$2.80
5,000-9,999	\$1.56	\$2.65	\$0.91	\$0.91	\$1.56	\$1.56	\$1.82	\$1.82
10,00-24,999	\$1.50	\$1.62	\$0.88	\$0.88	\$1.50	\$1.50	\$1.75	\$1.75
25,000-49,999	\$0.96	\$1.62	\$0.56	\$0.56	\$0.96	\$0.96	\$1.12	\$1.12
50,000-74,999	\$0.93	\$1.32	\$0.54	\$0.54	\$0.93	\$0.93	\$1.09	\$1.09
75,000-99,999	\$0.78	\$1.32	\$0.46	\$0.46	\$0.78	\$0.78	\$0.91	\$0.91
100,000-199,999	\$0.54	\$1.15	\$0.32	\$0.32	\$0.54	\$0.54	\$0.63	\$0.63
200-499K	\$0.36	\$0.98	\$0.21	\$0.21	\$0.36	\$0.36	\$0.42	\$0.42
500K-999k	\$0.24	\$0.98	\$0.14	\$0.14	\$0.24	\$0.24	\$0.28	\$0.28
1M-4.9M	\$0.10	\$0.98	\$0.06	\$0.06	\$0.10	\$0.10	\$0.11	\$0.11
5M-14.9M	\$0.06	\$0.98	\$0.04	\$0.04	\$0.06	\$0.06	\$0.07	\$0.07
15M-29M	\$0.05	\$0.98	\$0.03	\$0.03	\$0.05	\$0.05	\$0.06	\$0.06
30M+	\$0.05	\$0.98	\$0.03	\$0.03	\$0.05	\$0.05	\$0.06	\$0.06

Data Block Name	Level	Descriptions of the Levels	Prerequisites
Business Activity Insights	1	Summary of operational signals indicating levels of commercial engagement and interest. Level 1: Summary of D-U-N-S™ Number activity for 3 months.	None
	2	Summary of D-U-N-S™ Number activity for 6 months.	
	3	Summary of D-U-N-S™ Number activity for 12 months.	
Third-Party Risk Insights	1	All data elements revolving around Supplier Stability Score and Supplier Evaluation Score.	None

	Inquiry Insights Level 1 US/CA	Inquiry Insights Level 1 ROW	Inquiry Insights Level 2 US/CA	Inquiry Insights Level 2 ROW	Inquiry Insights Level 3 US/CA	Inquiry Insights Level 3 ROW	Inquiry Insights Level 4 US/CA	Inquiry Insights Level 4 ROW
	US/CA	ROW	US/CA	ROW	US/CA	ROW	US/CA	ROW
<b>1-49</b>	\$7.00	\$7.00	\$12.00	\$12.00	\$14.00	\$14.00	\$21.00	\$21.00
<b>50-99</b>	\$3.15	\$3.15	\$5.40	\$5.40	\$6.30	\$6.30	\$9.45	\$9.45
<b>100-249</b>	\$2.45	\$2.45	\$4.20	\$4.20	\$4.90	\$4.90	\$7.35	\$7.35
<b>250-749</b>	\$2.10	\$2.10	\$3.60	\$3.60	\$4.20	\$4.20	\$6.30	\$6.30
<b>750-2,499</b>	\$1.54	\$1.54	\$2.64	\$2.64	\$3.08	\$3.08	\$4.62	\$4.62
<b>2,500-4,999</b>	\$1.40	\$1.40	\$2.40	\$2.40	\$2.80	\$2.80	\$4.20	\$4.20
<b>5,000-9,999</b>	\$0.91	\$0.91	\$1.56	\$1.56	\$1.82	\$1.82	\$2.73	\$2.73
<b>10,00-24,999</b>	\$0.88	\$0.88	\$1.50	\$1.50	\$1.75	\$1.75	\$2.63	\$2.63
<b>25,000-49,999</b>	\$0.56	\$0.56	\$0.96	\$0.96	\$1.12	\$1.12	\$1.68	\$1.68
<b>50,000-74,999</b>	\$0.54	\$0.54	\$0.93	\$0.93	\$1.09	\$1.09	\$1.63	\$1.63
<b>75,000-99,999</b>	\$0.46	\$0.46	\$0.78	\$0.78	\$0.91	\$0.91	\$1.37	\$1.37
<b>100,000-199,999</b>	\$0.32	\$0.32	\$0.54	\$0.54	\$0.63	\$0.63	\$0.95	\$0.95
<b>200-499K</b>	\$0.21	\$0.21	\$0.36	\$0.36	\$0.42	\$0.42	\$0.63	\$0.63
<b>500K-999k</b>	\$0.14	\$0.14	\$0.24	\$0.24	\$0.28	\$0.28	\$0.42	\$0.42
<b>1M-4.9M</b>	\$0.06	\$0.06	\$0.10	\$0.10	\$0.11	\$0.11	\$0.17	\$0.17
<b>5M-14.9M</b>	\$0.04	\$0.04	\$0.06	\$0.06	\$0.07	\$0.07	\$0.11	\$0.11
<b>15M-29M</b>	\$0.03	\$0.03	\$0.05	\$0.05	\$0.06	\$0.06	\$0.09	\$0.09
<b>30M+</b>	\$0.03	\$0.03	\$0.05	\$0.05	\$0.06	\$0.06	\$0.08	\$0.08

Data Block Name	Level	Descriptions of the Levels	Prerequisites
Inquiry Insights	1	Provides insights into D-U-N-S™ Number level activity showing velocity and trends valuable for activity evaluation, sizing, opportunity definition and potential fraud detection. US only, monthly summary. Level 1: Total count of inquiries on a D-U-N-S™ Number.	None
	2	Time based summary of inquiry at D-U-N-S™ Number (e.g. 6, 9, 12, 24 months).	
	3	Annual summary of inquiries by industry (e.g. 3, 6, 9, 12 months).	
	4	Historic summary of inquiries by industry (e.g. 24, 36, 48 months).	

	Derived Trade Insights Level 1 US/CA	Derived Trade Insights Level 1 ROW	Derived Trade Insights Level 2 US/CA	Derived Trade Insights Level 2 ROW	Derived Trade Insights Level 3 US/CA	Derived Trade Insights Level 3 ROW
	US/CA	ROW	US/CA	ROW	US/CA	ROW
1-49	\$7.00	\$7.00	\$12.00	\$12.00	\$14.00	\$14.00
50-99	\$3.15	\$3.15	\$5.40	\$5.40	\$6.30	\$6.30
100-249	\$2.45	\$2.45	\$4.20	\$4.20	\$4.90	\$4.90
250-749	\$2.10	\$2.10	\$3.60	\$3.60	\$4.20	\$4.20
750-2,499	\$1.54	\$1.54	\$2.64	\$2.64	\$3.08	\$3.08
2,500-4,999	\$1.40	\$1.40	\$2.40	\$2.40	\$2.80	\$2.80
5,000-9,999	\$0.91	\$0.91	\$1.56	\$1.56	\$1.82	\$1.82
10,00-24,999	\$0.88	\$0.88	\$1.50	\$1.50	\$1.75	\$1.75
25,000-49,999	\$0.56	\$0.56	\$0.96	\$0.96	\$1.12	\$1.12
50,000-74,999	\$0.54	\$0.54	\$0.93	\$0.93	\$1.09	\$1.09
75,000-99,999	\$0.46	\$0.46	\$0.78	\$0.78	\$0.91	\$0.91
100,000-199,999	\$0.32	\$0.32	\$0.54	\$0.54	\$0.63	\$0.63
200-499K	\$0.21	\$0.21	\$0.36	\$0.36	\$0.42	\$0.42
500K-999k	\$0.14	\$0.14	\$0.24	\$0.24	\$0.28	\$0.28
1M-4.9M	\$0.06	\$0.06	\$0.10	\$0.10	\$0.11	\$0.11
5M-14.9M	\$0.04	\$0.04	\$0.06	\$0.06	\$0.07	\$0.07
15M-29M	\$0.03	\$0.03	\$0.05	\$0.05	\$0.06	\$0.06
30M+	\$0.03	\$0.03	\$0.05	\$0.05	\$0.06	\$0.06

Data Block Name	Level	Descriptions of the Levels	Prerequisites
Derived Trade Insights	1	Detailed breakdown of commercial unsecured trade lines leveraged by a D-U-N-S™ Numbered entity. Level 1: 12 month summary of experiences and PAYDEX®.	None
	2	3, 6 and 9 month experience counts and aging by delinquency time period (30, 60, 90 and 90+ days late).	
	3	24 and 36 month experience counts and aging by delinquency time period (30, 60, 90 and 90+ days late).	

	External Disruption Insights Level 1 US/CA	External Disruption Insights Level 1 ROW	External Disruption Insights Level 2 US/CA	External Disruption Insights Level 2 ROW	External Disruption Insights Level 3 US/CA	External Disruption Insights Level 3 ROW	External Disruption Insights Level 4 US/CA	External Disruption Insights Level 4 ROW	Foot Traffic Level 1 US/CA	Foot Traffic Level 1 ROW
	US/CA	ROW	US/CA	ROW	US/CA	ROW	US/CA	ROW	US/CA	ROW
1-49	\$7.00	\$7.00	\$12.00	\$12.00	\$14.00	\$14.00	\$21.00	\$21.00	\$7.00	\$0.00
50-99	\$3.15	\$3.15	\$5.40	\$5.40	\$6.30	\$6.30	\$9.45	\$9.45	\$3.15	\$0.00
100-249	\$2.45	\$2.45	\$4.20	\$4.20	\$4.90	\$4.90	\$7.35	\$7.35	\$2.45	\$0.00
250-749	\$2.10	\$2.10	\$3.60	\$3.60	\$4.20	\$4.20	\$6.30	\$6.30	\$2.10	\$0.00
750-2,499	\$1.54	\$1.54	\$2.64	\$2.64	\$3.08	\$3.08	\$4.62	\$4.62	\$1.54	\$0.00
2,500-4,999	\$1.40	\$1.40	\$2.40	\$2.40	\$2.80	\$2.80	\$4.20	\$4.20	\$1.40	\$0.00
5,000-9,999	\$0.91	\$0.91	\$1.56	\$1.56	\$1.82	\$1.82	\$2.73	\$2.73	\$0.91	\$0.00
10,00-24,999	\$0.88	\$0.88	\$1.50	\$1.50	\$1.75	\$1.75	\$2.63	\$2.63	\$0.88	\$0.00
25,000-49,999	\$0.56	\$0.56	\$0.96	\$0.96	\$1.12	\$1.12	\$1.68	\$1.68	\$0.56	\$0.00
50,000-74,999	\$0.54	\$0.54	\$0.93	\$0.93	\$1.09	\$1.09	\$1.63	\$1.63	\$0.54	\$0.00
75,000-99,999	\$0.46	\$0.46	\$0.78	\$0.78	\$0.91	\$0.91	\$1.37	\$1.37	\$0.46	\$0.00
100,000-199,999	\$0.32	\$0.32	\$0.54	\$0.54	\$0.63	\$0.63	\$0.95	\$0.95	\$0.32	\$0.00
200-499K	\$0.21	\$0.21	\$0.36	\$0.36	\$0.42	\$0.42	\$0.63	\$0.63	\$0.21	\$0.00
500K-999k	\$0.14	\$0.14	\$0.24	\$0.24	\$0.28	\$0.28	\$0.42	\$0.42	\$0.14	\$0.00
1M-4.9M	\$0.06	\$0.06	\$0.10	\$0.10	\$0.11	\$0.11	\$0.17	\$0.17	\$0.06	\$0.00
5M-14.9M	\$0.04	\$0.04	\$0.06	\$0.06	\$0.07	\$0.07	\$0.11	\$0.11	\$0.04	\$0.00
15M-29M	\$0.03	\$0.03	\$0.05	\$0.05	\$0.06	\$0.06	\$0.09	\$0.09	\$0.03	\$0.00
30M+	\$0.03	\$0.03	\$0.05	\$0.05	\$0.06	\$0.06	\$0.08	\$0.08	\$0.03	\$0.00

Data Block Name	Level	Descriptions of the Levels	Prerequisites
External Disruption Insights	1	Provides the likelihood of a business failing in the months following a natural disaster. Inputs such as financial stress, industry, business size, local reliance, and supply chain characteristics may contribute to the index. This score is critical for the planning & recovery use cases, especially for disaster recovery and workforce development. It is also useful for the protect supply chain use case. Level 1: Vulnerability Scores and Score Dates.	None
	2	Vulnerability Percentiles.	
	3	Vulnerability Scores and Percentiles on a Peer level.	
	4	Data Depth.	
Foot Traffic	1	An index that measures the foot traffic volume, trend and seasonality at a business. Helps measure the business opportunity and risk based on estimated number of visitors. Must license Level 2 of Sales & Marketing Insights or higher to license the Side Block.	Sales & Marketing Insights Level 2



	Shipping Insights Level 1 US/CA	Shipping Insights Level 1 ROW	Sales and Marketing Insights Level 1 US/CA	Sales and Marketing Insights Level 1 ROW	Sales and Marketing Insights Level 2 US/CA	Sales and Marketing Insights Level 2 ROW	Sales and Marketing Insights Level 3 US/CA	Sales and Marketing Insights Level 3 ROW
	US/CA	ROW	US/CA	ROW	US/CA	ROW	US/CA	ROW
<b>1-49</b>	\$3.00	\$3.00	\$3.00	\$3.00	\$5.00	\$5.00	\$7.00	\$7.00
<b>50-99</b>	\$1.35	\$1.35	\$1.35	\$1.35	\$2.25	\$2.25	\$3.15	\$3.15
<b>100-249</b>	\$1.05	\$1.05	\$1.05	\$1.05	\$1.75	\$1.75	\$2.45	\$2.45
<b>250-749</b>	\$0.90	\$0.90	\$0.90	\$0.90	\$1.50	\$1.50	\$2.10	\$2.10
<b>750-2,499</b>	\$0.66	\$0.66	\$0.66	\$0.66	\$1.10	\$1.10	\$1.54	\$1.54
<b>2,500-4,999</b>	\$0.60	\$0.60	\$0.60	\$0.60	\$1.00	\$1.00	\$1.40	\$1.40
<b>5,000-9,999</b>	\$0.39	\$0.39	\$0.39	\$0.39	\$0.65	\$0.65	\$0.91	\$0.91
<b>10,00-24,999</b>	\$0.38	\$0.38	\$0.38	\$0.38	\$0.63	\$0.63	\$0.88	\$0.88
<b>25,000-49,999</b>	\$0.24	\$0.24	\$0.24	\$0.24	\$0.40	\$0.40	\$0.56	\$0.56
<b>50,000-74,999</b>	\$0.23	\$0.23	\$0.23	\$0.23	\$0.39	\$0.39	\$0.54	\$0.54
<b>75,000-99,999</b>	\$0.20	\$0.20	\$0.20	\$0.20	\$0.33	\$0.33	\$0.46	\$0.46
<b>100,000-199,999</b>	\$0.14	\$0.14	\$0.14	\$0.14	\$0.23	\$0.23	\$0.32	\$0.32
<b>200-499K</b>	\$0.09	\$0.09	\$0.09	\$0.09	\$0.15	\$0.15	\$0.21	\$0.21
<b>500K-999k</b>	\$0.06	\$0.06	\$0.06	\$0.06	\$0.10	\$0.10	\$0.14	\$0.14
<b>1M-4.9M</b>	\$0.02	\$0.02	\$0.02	\$0.02	\$0.04	\$0.04	\$0.06	\$0.06
<b>5M-14.9M</b>	\$0.02	\$0.02	\$0.02	\$0.02	\$0.03	\$0.03	\$0.04	\$0.04
<b>15M-29M</b>	\$0.01	\$0.01	\$0.01	\$0.01	\$0.02	\$0.02	\$0.03	\$0.03
<b>30M+</b>	\$0.01	\$0.01	\$0.01	\$0.01	\$0.02	\$0.02	\$0.03	\$0.03

Data Block Name	Level	Descriptions of the Levels	Prerequisites
Sales & Marketing Insights	1	Risk grades (H, M, L) based on a company's propensity to fail* for pre-vet and determining marketing channel and approach. (*US companies-propensity to pay beyond terms)	None
	2	Provides a number of modelling powered segments that indicate the current trajectory of the business.	
	3	Analytical modeling that represents the spending classifications of a company as well as information to help identify the buying locations within a family tree. Historical and norms data may be available in this level in the future	
Shipping Insights	1	Provides data about which companies have shipping transactions associated to them, the count of transactions, as well as which roles the company played within the transactions.	None

# DIRECT +

D&B Direct+ is Dun & Bradstreet’s modern, cloud-based API offering. This service exposes the world’s largest source of commercial business to you in a programmable form to suit your organization’s unique needs enabling you to integrate Dun & Bradstreet’s global insight in real time into key systems and workflows. Our Direct+ API services offer a broad scope of D&B data and capabilities in a REST framework delivering responses in standard JSON formatting. It provides faster, easier and more efficient integration directly into your enterprise applications, whether these include ERP/CRM systems (SAP, Oracle, NetSuite, Salesforce, Microsoft Dynamics, etc.) specialty finance and accounts receivables solutions or any in-house developed systems that support API integration. Direct+ is not simply a data feed into your systems, however. It combines capabilities with data to ensure you can perform the functional searches, identity resolution, and enrichment that our platform web tools provide and monitor for critical changes to business entities of interest. Direct+ offers expansive capabilities and insights into corporate hierarchies, delivered in a fast, consumable method.

Capabilities		
<b>Batch Match</b>	<b>\$0.25</b>	Price per input record. Customer provides an input file of up to 25,000 records to match and Direct+ will identify the single most likely match for each of the input record. (FOR ALL BUSINESS UNITS)
<b>Cleanse &amp; Standardize</b>	<b>\$0.25</b>	Cleanse & Standardize feature only performs the address cleanup service and the purpose of this feature is to produce machine sortable mailing addresses that are optimized for accurate and quick delivery.
<b>Company Search</b>	<b>\$3.00</b>	Price per transaction: Customer provides a company name and/or DUNS and D&B sends basic firmographic information on that company. (FOR ALL BUSINESS UNITS)
<b>Competitor Search</b>	<b>\$1.25</b>	Price per transaction: Customer provides a competitor name and/or DUNS & D&B sends competitive insight information that on that company. (FOR S&MS ONLY)
<b>Contact Search</b>	<b>\$0.50</b>	Price per transaction: Contact Search allows D&B Direct+ customers to search for individuals using contactId or contactEmail parameters. Pricing includes both standard and premium contact search.
<b>Criteria Search</b>	<b>\$1.00</b>	Price per transaction: Criteria based search e.g. Industry code, Sales range, plus best match of primary name, trade style name, DUNS, registration number, or telephone number with 20 optional filters. Includes up to 10 matches per page.
<b>High Volume Match</b>	<b>\$0.25</b>	Price per input record. Customer provides an input file of up to 1 million records to match and Direct+ will identify the single most likely match for each of the input record. (FOR ALL BUSINESS UNITS)
<b>Identity Resolution (includes Cleanse &amp; Match)</b>	<b>\$0.25</b>	Price per transaction: Match service against NextGen, GOLF, and AME match engines, including an option for address standardization (cleanse).
<b>Match &amp; Enrich</b>	<b>\$0.25</b>	Price per input record. Customer provides an input file to match. Direct+ will identify the single most likely match for each input record and then appends a data product to the response. The data product to be appended will be charged at standard fee and must be priced separately (i.e. CMPELK will be \$1.50/appended record). (FOR ALL BUSINESS UNITS)
<b>Type-Ahead Search</b>	<b>\$0.10</b>	Price per transaction: Best match of primary or trade style name against 3 or more letters.
Content (Standard Subscription)		
<b>Alternative Linkage (LNKALT)</b>	<b>\$1.00</b>	Price per transaction: Alternative Linkage contains details of types of linkages between entities other than traditional Corporate Linkage (Parent/Subsidiary, HQ/Branch) such as franchises, dealers and agents.
<b>Alternative Linkage: Monitoring (LNKALT)</b>	<b>\$0.80</b>	Price per DUNS registered for monitoring of this data packet: Daily notification and provision of changed data elements within the Alternative Linkage packet for registered DUNS. Note that this capability is only available if the Alternative Linkage packet is selected as well.
<b>Business Information Report (BIRSTD) APAC</b>	<b>\$225.00</b>	Price per transaction. D&B's Business Information Report is a fully rendered information products (Text/PDF/HTML) for determining a company's profitability, stability, viability, and payment performance to help evaluate risk both on new or existing business relationships. PDF and HTML reports are not available for all markets.
<b>Business Information Report (BIRSTD) Europe</b>	<b>\$180.00</b>	Price per transaction. D&B's Business Information Report is a fully rendered information products (Text/PDF/HTML) for determining a company's profitability, stability, viability, and payment performance to help evaluate risk both on new or existing business relationships. PDF and HTML reports are not available for all markets.

<b>Business Information Report (BIRSTD) LATAM</b>	<b>\$210.00</b>	Price per transaction. D&B's Business Information Report is a fully rendered information products (Text/PDF/HTML) for determining a company's profitability, stability, viability, and payment performance to help evaluate risk both on new or existing business relationships. PDF and HTML reports are not available for all markets.
<b>Business Information Report (BIRSTD) US/CA</b>	<b>\$57.00</b>	Price per transaction. D&B's Business Information Report is a fully rendered information products (Text/PDF/HTML) for determining a company's profitability, stability, viability, and payment performance to help evaluate risk both on new or existing business relationships. PDF and HTML reports are not available for all markets.
<b>Company News (NAMSTD)</b>	<b>\$3.00</b>	News and Media, Standard API provides recent standard news and media content for the requested D-U-N-S Number.
<b>Company Profile (CMPELF)</b>	<b>\$1.50</b>	Price per transaction: Standard S&MS data layout that provides company firmographics, financials, senior and current principals, corporate linkage, and financial highlights
<b>Company Profile (CMPELK)</b>	<b>\$1.50</b>	Price per transaction: Standard S&MS data layout that provides company firmographics, financials, senior and current principals, and corporate linkage.
<b>Company Profile: Monitoring (CMPELF) - Legacy 1.0</b>	<b>\$1.20</b>	Price per DUNS registered for monitoring of this data packet: Daily notification and provision of changed data elements within the Company Profile packet for registered DUNS. Note this capability is only available if the Company Profile packet is selected as well.
<b>Company Profile: Monitoring (CMPELK)</b>	<b>\$1.20</b>	Price per DUNS registered for monitoring of this data packet: Daily notification and provision of changed data elements within Company Profile for registered DUNS. Note that this capability is only available if Company Profile data packet is selected as well.
<b>Compliance Verification (CMPCVF)</b>	<b>\$30.00</b>	Price per transaction: Compliance Verification provides data to support entity verification needs as part of their compliance process. The content includes Firmographics, Principals, Linkage, Regulatory, and Stock Listing information, and summary financial statements of the business.
<b>Compliance Verification: Monitoring (CMPCVF)</b>	<b>\$24.00</b>	Price per DUNS registered for monitoring of this data packet: Daily notification and provision of changed data elements within the Compliance Verification packet for registered DUNS. Note that this capability is only available if the Compliance Verification packet is selected as well.
<b>Comprehensive Report (COMPRH) APAC</b>	<b>\$330.00</b>	Price per transaction. D&B's Comprehensive Report is a fully rendered information products (Text/PDF/HTML) for determining a company's profitability, stability, viability, and payment performance to help evaluate risk both on new or existing business relationships. PDF and HTML reports are not available for all markets.
<b>Comprehensive Report (COMPRH) Europe</b>	<b>\$265.00</b>	Price per transaction. D&B's Comprehensive Report is a fully rendered information products (Text/PDF/HTML) for determining a company's profitability, stability, viability, and payment performance to help evaluate risk both on new or existing business relationships. PDF and HTML reports are not available for all markets.
<b>Comprehensive Report (COMPRH) LATAM</b>	<b>\$315.00</b>	Price per transaction. D&B's Comprehensive Report is a fully rendered information products (Text/PDF/HTML) for determining a company's profitability, stability, viability, and payment performance to help evaluate risk both on new or existing business relationships. PDF and HTML reports are not available for all markets.
<b>Comprehensive Report (COMPRH) US/CA</b>	<b>\$86.00</b>	Price per transaction. D&B's Comprehensive Report is a fully rendered information products (Text/PDF/HTML) for determining a company's profitability, stability, viability, and payment performance to help evaluate risk both on new or existing business relationships. PDF and HTML reports are not available for all markets.
<b>Decision Headquarters (AASDHQ)</b>	<b>\$1.92</b>	Price per transaction: Decision HQ identifies where the highest purchasing and decision authority lies within a Corporate Family Tree using a Decision Power Score. This insight allows customers to improve marketing and sales effectiveness. It includes the Decision HQ name and address details as well as the upward linkage details.
<b>Decision Headquarters: Monitoring (AASDHQ)</b>	<b>\$1.54</b>	Price per DUNS registered for monitoring of this data packet: Daily notification and provision of changed data elements within the Decision HQ for registered DUNS. Note that this capability is only available if Decision HQ packet is selected as well.
<b>Diversity Details (CMPDVE)</b>	<b>\$1.75</b>	Meet your diversity goals with access to the leading source of diversity data collected from over 400 sources. Access our database of more than 5.3 million socio-economic classifications and over 20 million small business indicators to find qualified suppliers that meet your needs. Match your supplier file with D&B's database to append diversity indicators and determine the diversity in your supply base. Add additional suppliers to meet company goals, comply with corporate, federal, state, and Tier 2 requirements such as 294/295 reporting.

<b>Diversity Indicators (CMPDVS)</b>	<b>\$1.00</b>	Meet your diversity goals with access to the leading source of diversity data collected from over 400 sources. Access our database of more than 5.3 million socio-economic classifications and over 20 million small business indicators to find qualified suppliers that meet your needs. Match your supplier file with D&B's database to append diversity indicators and determine the diversity in your supply base. Add additional suppliers to meet company goals, comply with corporate, federal, state, and Tier 2 requirements such as 294/295 reporting.
<b>Extended Linkage Insight (LNKELI)</b>	<b>\$1.00</b>	Extended Linkage Insight is an AI-driven hierarchy solution that provides an aggregated, comprehensive view of business relationships by linking majority and minority ownership, franchisees, partnerships, dealerships, affiliations, authorized resellers and more under one hierarchical family tree.
<b>Extended Linkage Insight: Monitoring (LNKELI)</b>	<b>\$0.80</b>	Price per DUNS registered for monitoring of this data packet: Daily notification and provision of changed data elements within the Extended Linkage Insight packet for registered DUNS. Note this capability is only available if the Extended Linkage Insight packet is selected as well.
<b>Financial Comparison (CMPFCD)</b>	<b>\$1.09</b>	Assess company's financial performance against industry and sector.
<b>Financial Market Details (CMPFMD)</b>	<b>\$1.09</b>	Access to company's stock performance and market data.
<b>Financial Statement Summary (CMPTPF)</b>	<b>\$6.00</b>	Assess company's financial strength with data such as sales volumes, net worth, assets and liabilities.
<b>Full Family Tree</b>	<b>\$20.00</b>	Full Family Tree provides the ability to get a full view of the linkage associations for the specified DUNS. Linkage occurs when one business location has financial and legal responsibility for another business location.
<b>Full Family Tree: Monitoring</b>	<b>\$16.00</b>	Price per DUNS registered for monitoring of this data packet: Daily notification and provision of changed data elements within the Full Family Tree packet for registered DUNS. Note this capability is only available if the Full Family Tree packet is selected as well.
<b>Global Beneficial Ownership (LNKGBO)</b>	<b>\$12.00</b>	Delivery of one level up view of owners of a given DUNS.
<b>Global Beneficial Ownership: Monitoring (LNKGBO)</b>	<b>\$9.60</b>	Price per DUNS registered for monitoring of this data packet: Daily notification and provision of changed data elements within the Global Beneficial Ownership packet for registered DUNS. Note this capability is only available if the Global Beneficial Ownership packet is selected as well.
<b>Global Business Ranking (GBR)</b>	<b>\$10.00</b>	Globally consistent score predicting the likelihood a company will become inoperable, inactive, dormant or unable to pay in the next 12 months.
<b>Global IT Buydex (AASBIG)</b>	<b>\$0.60</b>	Price per transaction: Global IT Buydex classifies your customers and prospects based on their overall technology spending capacity. It is based on a scale of 0-99, where 0 represents businesses with the Lowest Spend Capacity and a value of 99 represents businesses with the Highest Spend Capacity.
<b>Global IT Buydex: Monitoring (AASBIG)</b>	<b>\$0.48</b>	Price per DUNS registered for monitoring of this data packet: Daily notification and provision of changed data elements within the Global IT Buydex packet for registered DUNS. Note this capability is only available if the Global IT Buydex packet is selected as well.
<b>Industry Summary &amp; Industry Detail</b>	<b>\$3.00</b>	Price per transaction. Customer provides a DUNS, industry name and/or SIC code and D&B sends industry information. These are two separate calls but will treat as one entitlement and same price (FOR S&MS ONLY)
<b>Material Change (AASMCU) - U.S. cases only</b>	<b>\$0.30</b>	Price per transaction: Material Change is available on US businesses only. It anticipates the future trajectory of a business by analyzing and evaluating employee size, sales, orders, loan balances, inquiries and credit balance. In this way a business can be assessed as deteriorating, stable or growing
<b>Material Change: Monitoring (AASMCU)</b>	<b>\$0.24</b>	Price per DUNS registered for monitoring of this data packet: Daily notification and provision of changed data elements within the Material Change packet for registered DUNS. Note that this capability is only available if the Material Change packet is selected as well.

<b>Minority Linkage (LNKMIN)</b>	<b>\$1.00</b>	Price per transaction: Minority Linkage identifies ownerships less than 50% i.e. holders of equity issued by the subject company, where the respective nominal holding of each shareholder is not sufficient to give that shareholder control of the subject company.
<b>Minority Linkage: Monitoring (LNKMIN)</b>	<b>\$0.80</b>	Price per DUNS registered for monitoring of this data packet: Daily notification and provision of changed data elements within the Minority Linkage packet for registered DUNS. Note that this capability is only available if Minority Linkage packet is selected as well.
<b>Resolved Persons Insights</b>	<b>\$17.00</b>	The resolution and delivery of information connected to persons and the roles that they play at multiple businesses. This enables the user to establish a single entity to engage with, onboard or establish risk by highlighting all potential associations with this person.
<b>Sales &amp; Employee Assignment Model (AASSEM)</b>	<b>\$0.02</b>	The Sales & Employee Assignment Model applies Dun & Bradstreet's proprietary modeling techniques to corporate family linkage information to extrapolate and complete entity, site, and region-specific size data more accurately.
<b>Sales &amp; Employee Assignment Model:</b>	<b>\$0.01</b>	The Sales & Employee Assignment Model applies Dun & Bradstreet's proprietary modeling techniques to corporate family linkage information to extrapolate and complete entity, site, and region-specific size data more accurately.
<b>Supplier Master Data Enrichment (CMPSUP)</b>	<b>\$1.30</b>	Price per transaction: Vendor Enrichment has been designed to meet a customer's Supply Base Management and Spend Management needs along with any Supplier Onboarding needs. This product contains data to verify the identity of the business, the senior principal, business size, and corporate parents Listing information, and summary financial statements of the business.
<b>Supplier Master Data Enrichment: Monitoring (CMPSUP)</b>	<b>\$1.05</b>	Price per DUNS registered for monitoring of this data packet: Daily notification and provision of changed data elements within the Vendor Enrichment packet for registered DUNS. Note that this capability is only available if the Vendor Enrichment packet is selected as well.
<b>Supplier Risk Assessment (CMPSRA) APAC</b>	<b>\$85.00</b>	Price per transaction: The Supplier Risk Assessment data product supports a customer's supplier onboarding process by providing D&B's supply related risk scores and ratings along with other risk scores (failure and delinquency), how the entity pays its own suppliers and the D&B Standard and Viability ratings.
<b>Supplier Risk Assessment (CMPSRA) Europe</b>	<b>\$50.00</b>	Price per transaction: The Supplier Risk Assessment data product supports a customer's supplier onboarding process by providing D&B's supply related risk scores and ratings along with other risk scores (failure and delinquency), how the entity pays its own suppliers and the D&B Standard and Viability ratings.
<b>Supplier Risk Assessment (CMPSRA) LATAM</b>	<b>\$66.00</b>	Price per transaction: The Supplier Risk Assessment data product supports a customer's supplier onboarding process by providing D&B's supply related risk scores and ratings along with other risk scores (failure and delinquency), how the entity pays its own suppliers and the D&B Standard and Viability ratings.
<b>Supplier Risk Assessment (CMPSRA) US/CA</b>	<b>\$23.00</b>	Price per transaction: The Supplier Risk Assessment data product supports a customer's supplier onboarding process by providing D&B's supply related risk scores and ratings along with other risk scores (failure and delinquency), how the entity pays its own suppliers and the D&B Standard and Viability ratings.
<b>Supplier Risk Assessment: Monitoring (CMPSRA) APAC</b>	<b>\$68.00</b>	Price per DUNS registered for monitoring of this data packet: Daily notification and provision of changed data elements within the Supplier Risk Assessment packet for registered DUNS. Note this capability is only available if the Supplier Risk Assessment packet is selected as well.
<b>Supplier Risk Assessment: Monitoring (CMPSRA) Europe</b>	<b>\$40.00</b>	Price per DUNS registered for monitoring of this data packet: Daily notification and provision of changed data elements within the Supplier Risk Assessment packet for registered DUNS. Note this capability is only available if the Supplier Risk Assessment packet is selected as well.
<b>Supplier Risk Assessment: Monitoring (CMPSRA) LATAM</b>	<b>\$52.80</b>	Price per DUNS registered for monitoring of this data packet: Daily notification and provision of changed data elements within the Supplier Risk Assessment packet for registered DUNS. Note this capability is only available if the Supplier Risk Assessment packet is selected as well.
<b>Supplier Risk Assessment: Monitoring (CMPSRA) US/CA</b>	<b>\$18.40</b>	Price per DUNS registered for monitoring of this data packet: Daily notification and provision of changed data elements within the Supplier Risk Assessment packet for registered DUNS. Note this capability is only available if the Supplier Risk Assessment packet is selected as well.

<b>Ultimate Beneficial Ownership List (CMPBOL)</b>	<b>\$12.00</b>	Delivery of a list of Beneficial Owners based on your input criteria for a given DUNS.
<b>Ultimate Beneficial Ownership List: Monitoring (CMPBOL)</b>	<b>\$9.60</b>	Price per DUNS registered for monitoring of this data packet: Daily notification and provision of changed data elements within the Ultimate Beneficial Ownership packet for registered DUNS. Note this capability is only available if the Ultimate Beneficial Ownership packet is selected as well.
<b>Ultimate Beneficial Ownership Structure</b>	<b>\$12.00</b>	Delivery of a full structure of Beneficial Owners for a given DUNS.
<b>Upward Linkage (LNKUPD)</b>	<b>\$1.00</b>	Price per transaction: Upward Linkage provides details of the Parent/HQ, Domestic Ultimate Parent and Global Ultimate Parent entities for a particular DUNS. It provides transparency into corporate structures to help customers understand the “who” aspect of their customer or prospect so they can take advantage of up-sell and cross-sell opportunities.
<b>Upward Linkage: Monitoring (LNKUPD)</b>	<b>\$0.80</b>	Price per DUNS registered for monitoring of this data packet: Daily notification and provision of changed data elements within the Upward Linkage packet for registered DUNS. Note that this capability is only available if Upward Linkage packet is selected as well.

# D&B Onboard

Description of Product/Service	Commercial Price List
D&B Onboard Compliance Report; U.S.; Band 1 (\$1-\$2,000)	\$118.97
D&B Onboard Compliance Report; U.S.; Band 2 (\$2,000-\$2,999)	\$111.83
D&B Onboard Compliance Report; U.S.; Band 3 (\$3,000-\$9,999)	\$90.42
D&B Onboard Compliance Report; U.S.; Band 4 (\$10,000-\$24,999)	\$85.66
D&B Onboard Compliance Report; U.S.; Band 5 (\$25,000-\$99,999)	\$83.28
D&B Onboard Compliance Report; U.S.; Band 6 (\$100,000-\$1,999,999)	\$77.33
D&B Onboard Compliance Report; U.S.; Band 7 (\$2,000,000-\$2,999,999)	\$76.14
D&B Onboard Compliance Report; U.S.; Band 8 (\$3,000,000-\$3,999,999)	\$74.95
D&B Onboard Compliance Report; U.S.; Band 9 (\$4,000,000-\$4,999,999)	\$73.76
D&B Onboard Compliance Report; U.S.; Band 10 (\$5,000,000-\$99,999,999)	\$71.38
D&B Onboard Verification Report; All geographies; Band 1 (\$1-\$2,000)	\$30.00
D&B Onboard Verification Report; All geographies; Band 2 (\$2,000-\$2,999)	\$28.20
D&B Onboard Verification Report; All geographies; Band 3 (\$3,000-\$9,999)	\$22.80
D&B Onboard Verification Report; All geographies; Band 4 (\$10,000-\$24,999)	\$21.60
D&B Onboard Verification Report; All geographies; Band 5 (\$25,000-\$99,999)	\$21.00
D&B Onboard Verification Report; All geographies; Band 6 (\$100,000-\$1,999,999)	\$19.50
D&B Onboard Verification Report; All geographies; Band 7 (\$2,000,000-\$2,999,999)	\$19.20
D&B Onboard Verification Report; All geographies; Band 8 (\$3,000,000-\$3,999,999)	\$18.90
D&B Onboard Verification Report; All geographies; Band 9 (\$4,000,000-\$4,999,999)	\$18.60
D&B Onboard Verification Report; All geographies; Band 10 (\$5,000,000-\$99,999,999)	\$18.00
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 1 (\$1-\$2,000)	\$12.00
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 2 (\$2,000-\$2,999)	\$11.28
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 3 (\$3,000-\$9,999)	\$9.12
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 4 (\$10,000-\$24,999)	\$8.64
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 5 (\$25,000-\$99,999)	\$8.40
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 6 (\$100,000-\$1,999,999)	\$7.80
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 7 (\$2,000,000-2,999,999)	\$7.68
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 8 (\$3,000,000-3,999,999)	\$7.56
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 9 (\$4,000,000-4,999,999)	\$7.44
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 10 (\$5,000,000-99,999,999)	\$7.20
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 1 (\$1-\$2,000)	\$12.00
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 2 (\$2,000-\$2,999)	\$11.28
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 3 (\$3,000-\$9,999)	\$9.12
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 4 (\$10,000-\$24,999)	\$8.64
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 5 (\$25,000-\$99,999)	\$8.40
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 6 (\$100,000-\$1,999,999)	\$7.80
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 7 (\$2,000,000-\$2,999,999)	\$7.68
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 8 (\$3,000,000-\$3,999,999)	\$7.56
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 9 (\$4,000,000-\$4,999,999)	\$7.44
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 10 (\$5,000,000-\$99,999,999)	\$7.20
D&B Onboard Global Family Tree; All geographies; Band 1 (\$1-\$2,000)	\$40.00
D&B Onboard Global Family Tree; All geographies; Band 2 (\$2,000-\$2,999)	\$37.60
D&B Onboard Global Family Tree; All geographies; Band 3 (\$3,000-\$9,999)	\$30.40

Description of Product/Service	Commercial Price List
D&B Onboard Global Family Tree; All geographies; Band 4 (\$10,000-\$24,999)	\$28.80
D&B Onboard Global Family Tree; All geographies; Band 5 (\$25,000-\$99,999)	\$28.00
D&B Onboard Global Family Tree; All geographies; Band 6 (\$100,000-\$1,999,999)	\$26.00
D&B Onboard Global Family Tree; All geographies; Band 7 (\$2,000,000-\$2,999,999)	\$25.60
D&B Onboard Global Family Tree; All geographies; Band 8 (\$3,000,000-\$3,999,999)	\$25.20
D&B Onboard Global Family Tree; All geographies; Band 9 (\$4,000,000-\$4,999,999)	\$24.80
D&B Onboard Global Family Tree; All geographies; Band 10 (\$5,000,000-\$99,999,999)	\$24.00
D&B Onboard Identification Report; All geographies; Band 1 (\$1-\$2,000)	\$12.00
D&B Onboard Identification Report; All geographies; Band 2 (\$2,000-\$2,999)	\$11.28
D&B Onboard Identification Report; All geographies; Band 3 (\$3,000-\$9,999)	\$9.12
D&B Onboard Identification Report; All geographies; Band 4 (\$10,000-\$24,999)	\$8.64
D&B Onboard Identification Report; All geographies; Band 5 (\$25,000-\$99,999)	\$8.40
D&B Onboard Identification Report; All geographies; Band 6 (\$100,000-\$1,999,999)	\$7.80
D&B Onboard Identification Report; All geographies; Band 7 (\$2,000,000-\$2,999,999)	\$7.68
D&B Onboard Identification Report; All geographies; Band 8 (\$3,000,000-\$3,999,999)	\$7.56
D&B Onboard Identification Report; All geographies; Band 9 (\$4,000,000-\$4,999,999)	\$7.44
D&B Onboard Identification Report; All geographies; Band 10 (\$5,000,000-\$99,999,999)	\$7.20
D&B Onboard Compliance Report; Canada; Band 1 (\$1-\$2,000)	\$251.69
D&B Onboard Compliance Report; Canada; Band 2 (\$2,000-\$2,999)	\$236.59
D&B Onboard Compliance Report; Canada; Band 3 (\$3,000-\$9,999)	\$191.28
D&B Onboard Compliance Report; Canada; Band 4 (\$10,000-\$24,999)	\$181.22
D&B Onboard Compliance Report; Canada; Band 5 (\$25,000-\$99,999)	\$176.18
D&B Onboard Compliance Report; Canada; Band 6 (\$100,000-\$1,999,999)	\$163.60
D&B Onboard Compliance Report; Canada; Band 7 (\$2,000,000-\$2,999,999)	\$161.08
D&B Onboard Compliance Report; Canada; Band 8 (\$3,000,000-\$3,999,999)	\$158.56
D&B Onboard Compliance Report; Canada; Band 9 (\$4,000,000-\$4,999,999)	\$156.05
D&B Onboard Compliance Report; Canada; Band 10 (\$5,000,000-\$99,999,999)	\$151.01
D&B Onboard Compliance Report; Europe; Band 1 (\$1-\$2,000)	\$431.74
D&B Onboard Compliance Report; Europe; Band 2 (\$2,000-\$2,999)	\$405.84
D&B Onboard Compliance Report; Europe; Band 3 (\$3,000-\$9,999)	\$328.12
D&B Onboard Compliance Report; Europe; Band 4 (\$10,000-\$24,999)	\$310.85
D&B Onboard Compliance Report; Europe; Band 5 (\$25,000-\$99,999)	\$302.22
D&B Onboard Compliance Report; Europe; Band 6 (\$100,000-\$1,999,999)	\$280.63
D&B Onboard Compliance Report; Europe; Band 7 (\$2,000,000-\$2,999,999)	\$276.31
D&B Onboard Compliance Report; Europe; Band 8 (\$3,000,000-\$3,999,999)	\$272.00
D&B Onboard Compliance Report; Europe; Band 9 (\$4,000,000-\$4,999,999)	\$267.68
D&B Onboard Compliance Report; Europe; Band 10 (\$5,000,000-\$99,999,999)	\$259.04
D&B Onboard Compliance Report; Asia / Pacific; Band 1 (\$1-\$2,000)	\$554.73
D&B Onboard Compliance Report; Asia / Pacific; Band 2 (\$2,000-\$2,999)	\$521.45
D&B Onboard Compliance Report; Asia / Pacific; Band 3 (\$3,000-\$9,999)	\$421.59
D&B Onboard Compliance Report; Asia / Pacific; Band 4 (\$10,000-\$24,999)	\$399.41
D&B Onboard Compliance Report; Asia / Pacific; Band 5 (\$25,000-\$99,999)	\$388.31
D&B Onboard Compliance Report; Asia / Pacific; Band 6 (\$100,000-\$1,999,999)	\$360.57



Description of Product/Service	Commercial Price List
D&B Onboard Compliance Report; Asia / Pacific; Band 7 (\$2,000,000-\$2,999,999)	\$355.03
D&B Onboard Compliance Report; Asia / Pacific; Band 8 (\$3,000,000-\$3,999,999)	\$349.48
D&B Onboard Compliance Report; Asia / Pacific; Band 9 (\$4,000,000-\$4,999,999)	\$343.93
D&B Onboard Compliance Report; Asia / Pacific; Band 10 (\$5,000,000-\$99,999,999)	\$332.84
D&B Onboard Compliance Report; Latin America; Band 1 (\$1-\$2,000)	\$424.75
D&B Onboard Compliance Report; Latin America; Band 2 (\$2,000-\$2,999)	\$399.27
D&B Onboard Compliance Report; Latin America; Band 3 (\$3,000-\$9,999)	\$322.81
D&B Onboard Compliance Report; Latin America; Band 4 (\$10,000-\$24,999)	\$305.82
D&B Onboard Compliance Report; Latin America; Band 5 (\$25,000-\$99,999)	\$297.33
D&B Onboard Compliance Report; Latin America; Band 6 (\$100,000-\$1,999,999)	\$276.09
D&B Onboard Compliance Report; Latin America; Band 7 (\$2,000,000-\$2,999,999)	\$271.84
D&B Onboard Compliance Report; Latin America; Band 8 (\$3,000,000-\$3,999,999)	\$267.59
D&B Onboard Compliance Report; Latin America; Band 9 (\$4,000,000-\$4,999,999)	\$263.35
D&B Onboard Compliance Report; Latin America; Band 10 (\$5,000,000-\$99,999,999)	\$254.85
D&B Onboard Compliance Report; Africa / Middle East; Band 1 (\$1-\$2,000)	\$554.73
D&B Onboard Compliance Report; Africa / Middle East; Band 2 (\$2,000-\$2,999)	\$521.45
D&B Onboard Compliance Report; Africa / Middle East; Band 3 (\$3,000-\$9,999)	\$421.59
D&B Onboard Compliance Report; Africa / Middle East; Band 4 (\$10,000-\$24,999)	\$399.41
D&B Onboard Compliance Report; Africa / Middle East; Band 5 (\$25,000-\$99,999)	\$388.31
D&B Onboard Compliance Report; Africa / Middle East; Band 6 (\$100,000-\$1,999,999)	\$360.57
D&B Onboard Compliance Report; Africa / Middle East; Band 7 (\$2,000,000-\$2,999,999)	\$355.03
D&B Onboard Compliance Report; Africa / Middle East; Band 8 (\$3,000,000-\$3,999,999)	\$349.48
D&B Onboard Compliance Report; Africa / Middle East; Band 9 (\$4,000,000-\$4,999,999)	\$343.93
D&B Onboard Compliance Report; Africa / Middle East; Band 10 (\$5,000,000-\$99,999,999)	\$332.84
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 1 (\$1-\$2,000)	\$2.00
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 2 (\$2,000-\$2,999)	\$1.88
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 3 (\$3,000-\$9,999)	\$1.52
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 4 (\$10,000-\$24,999)	\$1.44
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 5 (\$25,000-\$99,999)	\$1.40
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 6 (\$100,000-\$1,999,999)	\$1.30
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 7 (\$2,000,000-\$2,999,999)	\$1.28
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 8 (\$3,000,000-\$3,999,999)	\$1.26
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 9 (\$4,000,000-\$4,999,999)	\$1.24
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 10 (\$5,000,000-\$99,999,999)	\$1.20

## Dun & Bradstreet powered by EconoVue

EconoVue is a web-based, business data visualization platform designed for Workforce & Economic Development professionals.

Powered by an underlying business data and risk intelligence database from Dun & Bradstreet, EconoVue gives Workforce Boards new data, insight, research and analysis ability. EconoVue delivers business, economic and workforce information with a breadth, depth, speed and agility available nowhere else.

EconoVue is an all-inclusive platform, allowing users data and analysis utility at the macro and micro levels: from countywide intelligence down to a specific business or employer.

EconoVue includes all four Apps: OverVue, ProspectVue, RegionVue and LocalVue.

### OverVue:

- Provides multi-dimensional sector trends and analysis by financial health and region
- Provides time-series comparative data from 2013-2020

### ProspectVue

- Build, Sort and Filter targeted business outreach lists based on geography, industry, financial health, failure risk, company size and more
  - Import lists into your “My List” area to track businesses over time and for targeted employer outreach details capture
  - Dive into business details (including contacts and company reports)

### RegionVue

- Understand the Industry Sector dynamics for your county or workforce development area via interactive charts, graphs and tables at the county, WDB or city level
- Drill down into sub-sectors to find Occupation detail data, and current jobs postings data

### LocalVue

- Map business and employment changes over time, examining the city down to the census tract Search for job openings by company, job title, O-Net Code or Job Zone classification

EconoVue allows users to produce over **20 different types of standard reports** in Excel and pdf format:

- Time Series by geo sector
- Employment
- Business Counts
- Salary data
- Location Quotient
- Business List
- Indeed.com jobs listings report
- BLS & Career OneStop reports
- Region Ranking Report
- Time Series Industry Sector
- Business List (Basic)
- Business List (Full Access)
- Contacts List
- Comments & Notes Report
- Tasks Report
- Regional Workforce Data Summary
- Time Series (pdf)
- Mapping output report (pdf)
- OverVue dashboard output (pdf)

Pricing

Description	Price
D&B MI & Econovue Bundle for Workforce-1)Direct+ AllEntitlements;1 license;250 Comp Reports; 2) MI ServPlan-2 DaysPerQtr;64 add'l PM Hrs; MI S&L bndle (High); AddOn: NAICS Code Table; Add on: Material Change-Opp Segment (LAD);Add on: Financial Stress Marketing Prescreen Table (LAD); Add on: 5 years Archive Data; Addon: Qtrly Duplicate File; Add on: S&MS Data Services Direct+;MI 2 users licenses. 3)25 seat lic to Econovue (SDMR Data Not Included)	\$250,000.00
D&B Market Insight & Econovue Bundle for Workforce - >64 Project Management Hours billings per hour = \$312.50 billed in blocks of 4 hours	\$1,270.00
D&B Market Insight & Econovue Bundle for Workforce - >25 Econovue Seats (per seat)	\$305.00
D&B Market Insight & Econovue Bundle for Workforce - Comprehensive Reports > 250 (per report)	\$110.97
D&B Market Insight & Econovue Bundle for Workforce - - >2,000 searches Detailed Company Profile - Premium - US (per record)	\$2.04
D&B Data for Market Insight and Econovue Bundle: 200 srch Det BAL Contacts-Std-US;2,000 srch Det Cmpny Profile-Prem-US;200 Srch/Look for People Std-US (per record)	\$2.00
Econovue license and SDMR Layout Only (per record)	\$1.00
D&B Market Insight & Econovue Bundle for Workforce - >250 Searches Detailed Build-a-List - Contacts - Standard - US (per contact)	\$0.87
D&B Market Insight & Econovue Bundle for Workforce - >200 Search/Lookup for People Standard - US. (per record)	\$0.11

D&B Hoovers Packages

D&B Hoovers Add Ons

		D&B Hoovers Explore	D&B Hoovers Focus	D&B Hoovers Predict	Add On <u>Technology Insights</u> Avail with Focus & Predict	Add On <u>Precision Research</u> Avail with Focus & Predict
Core Content	Company Summary	X	X	X		
	Company Description	X	X	X		
	Company History	X	X	X		
	Products & Operations	X	X	X		
	Contacts	X	X	X		
	Contact Decision Matrix	X	X	X		
	Corporate Overview	X	X	X		
	Corporate Family		X	X		
	SWOT		X	X		
	News	X	X	X		
	Triggers	X	X	X		
	Competitors	X	X	X		
	Closest Industry Peers	X	X	X		
	Closest Companies	X	X	X		
	Annual Reports		X	X		
	SEC Filings		X	X		
	UK Companies House		X (ex N. America)	X (ex N. America)		
	Industry Snapshot		X	X		
	Industry Snapshot PDF		X	X		
	Stock Report		X	X		
3 Most Recent Years of Standardized Income Statement		X	X			
3 Most Recent Years of Standardized of Balance Sheet		X	X			
3 Most Recent Years of Standardized Cash Flows		X	X			
Analytics	Conceptual Search	X	X	X		
	Usage Dashboards		X	X		
	Ideal Profile Scoring		X	X		
	Business Signals		X	X		
	Growth Trajectory			X		
	Decision HQ			X		
	Spend Capacity			X		
	FSPS					X
First Research	First Research Industry Profiles			X		
IT-Focused Content	CRUSH Reports				X	
	Technologies in Use Reports				X	
	Technology Vendors and Technology Products Search Filters				X	
	Information Technology-Focused Triggers				X	

Financial Services Focused Content	Analyst Reports						X
	UK Directors & Shareholders						X (ex N. America)
	UK Mortgages & County Court Judgments						X (ex N. America)
	Financial Health						X
	Business & Geographic Segment Reports						X
	Annual Ratios						X
	Ratio Comparison						X
	Company Chartbook						X
	Valuation Tear sheet						X
	Extended Financial Statements (up to 10 Annual, 16 Interim)						X
	Advanced Financials Search Filters						X
Analyst Content	MarketLine Industry Profiles						X
	Freedonia Industry Profiles						X
	Euromonitor Industry Profiles						X
	EMD Industry Profiles						X
	RMA Industry Norms						X
UCC	UCC Filing Data					X	
CRM/ MAP				X	X		
Downloads	Company Downloads	5k company downloads per seat	5k company downloads per seat	5k company downloads per seat			
		Can purchase additional downloads via Data Stewardship or Data Acquisition Package	Can purchase additional downloads via Data Stewardship or Data Acquisition Package	Can purchase additional downloads via Data Stewardship or Data Acquisition Package			
Business Contacts	Business Contacts (to export emails + direct dials)	5k Business Contacts per seat	5k Business Contacts per seat	5k Business Contacts per seat			
		Can purchase additional downloads via Data Stewardship or Data Acquisition Package	Can purchase additional downloads via Data Stewardship or Data Acquisition Package	Can purchase additional downloads via Data Stewardship or Data Acquisition Package			

## D&B Hoovers Pricing Matrix - D&B Confidential

Per User Per Year

Description of Product/Service <b>Seat prices are tiered (i.e. first 3 seats of Explore cost \$1,260, next 3 seats cost \$1,071, etc.).</b>	Commercial Price List (per user annually)
D&B Hoovers 1 - 3 Seats Technology Insights Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$1,100.00
D&B Hoovers 4 - 6 Seats Technology Insights Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$935.00
D&B Hoovers 7 - 10 Seats Technology Insights Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$794.75
D&B Hoovers Up to 15 Seats Technology Insights Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$675.54
D&B Hoovers Up to 25 Seats Technology Insights Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$574.21
D&B Hoovers Up to 50 Seats Technology Insights Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$488.08
D&B Hoovers Up to 100 Seats Technology Insights Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$414.86
D&B Hoovers 1 - 3 Seats Precision Research Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$1,650.00
D&B Hoovers 4 - 6 Seats Precision Research Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$1,402.50
D&B Hoovers 7 - 10 Seats Precision Research Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$1,192.13
D&B Hoovers Up to 15 Seats Precision Research Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$1,013.31
D&B Hoovers Up to 25 Seats Precision Research Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$861.31
D&B Hoovers Up to 50 Seats Precision Research Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$732.11
D&B Hoovers Up to 100 Seats Precision Research Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$622.30
D&B Hoovers Explore 1 - 3 Seats (Cost per Seat)	\$1,260.00
D&B Hoovers Explore 4 - 6 Seats (Cost per Seat)	\$1,071.00
D&B Hoovers Explore 7 - 10 Seats (Cost per Seat)	\$910.35
D&B Hoovers Explore Up to 15 Seats (Cost per Seat)	\$773.80
D&B Hoovers Explore Up to 25 Seats (Cost per Seat)	\$657.73
D&B Hoovers Explore Up to 50 Seats (Cost per Seat)	\$559.07
D&B Hoovers Explore Up to 100 Seats (Cost per Seat)	\$475.21
D&B Hoovers Focus 1 - 3 Seats (Cost per Seat)	\$2,100.00
D&B Hoovers Focus 4 - 6 Seats (Cost per Seat)	\$1,785.00
D&B Hoovers Focus 7 - 10 Seats (Cost per Seat)	\$1,517.25
D&B Hoovers Focus Up to 15 Seats (Cost per Seat)	\$1,289.66
D&B Hoovers Focus Up to 25 Seats (Cost per Seat)	\$1,096.21
D&B Hoovers Focus Up to 50 Seats (Cost per Seat)	\$931.78
D&B Hoovers Focus Up to 100 Seats (Cost per Seat)	\$792.01
D&B Hoovers Predict 1 - 3 Seats (Cost per Seat)	\$3,050.00
D&B Hoovers Predict 4 - 6 Seats (Cost per Seat)	\$2,592.50
D&B Hoovers Predict 7 - 10 Seats (Cost per Seat)	\$2,203.63
D&B Hoovers Predict Up to 15 Seats (Cost per Seat)	\$1,873.08
D&B Hoovers Predict Up to 25 Seats (Cost per Seat)	\$1,592.12
D&B Hoovers Predict Up to 50 Seats (Cost per Seat)	\$1,353.30
D&B Hoovers Predict Up to 100 Seats (Cost per Seat)	\$1,150.31
D&B Hoovers Add-on: Additional Company Downloads up to 5,000	\$2,000.00
D&B Hoovers Add-on: Additional Company Downloads up to 5,001 - 10,000	\$4,000.00
D&B Hoovers Add-on: Additional Company Downloads up to 10,001 - 20,000	\$7,600.00
D&B Hoovers Add-on: Additional Company Downloads up to 20,001 - 50,000	\$18,000.00
D&B Hoovers Add-on: Additional Contacts Downloads up to 5,000	\$1,500.00
D&B Hoovers Add-on: Additional Contacts Downloads up to 5,001 - 10,000	\$3,000.00
D&B Hoovers Add-on: Additional Contacts Downloads up to 10,001 - 20,000	\$5,400.00
D&B Hoovers Add-on: Additional Contacts Downloads up to 20,001 - 50,000	\$12,000.00

# Sales & Marketing Solutions

## Sales and Marketing Analytics - Custom Marketing Models

Summary Page Contents	
I	Model Descriptions
II	Model Development Fees
III	Custom Marketing Model Scoring
IV	Archive Database (SMAD/CSAD)

## I Model Descriptions

**Description:** The Sales and Marketing Analytics group offers **Custom Marketing Models** and **Analytic** solutions to help clients better understand the makeup of their existing customer base and more effectively identify the best prospects and customers for marketing campaigns. These unique solutions combine D&B information with the client's sales and other pertinent marketing information to create very powerful tools for more effective target marketing to existing customers and prospects.

The following list describes models that are most frequently purchased. As these projects are custom in nature, many others are possible. Please contact your local Analytical Consultant who can partner with you to provide the optimal solution for your customer.

### Products & Services

**Custom Segmentation Models** use advanced statistical techniques to divide a market into distinct groups of customers or prospects who share similar characteristics, but are different from the total market in terms of performance (e.g., likelihood of becoming a customer, revenue potential, likelihood of purchasing additional products, etc.). Statistical tools such as multivariate analysis and CHAID provide D&B the ability to explore literally hundreds of variables to find those that do the best job of discriminating between segments. The added value of this type of analysis is the ability to go beyond industry, size, and geography, and incorporate other variables unique to D&B, such as location, age, trend data, payment behavior, etc. The deliverables for a Custom Segmentation Model include model documentation detailing the development process and results, and a presentation which provides recommendations in applying the results to customer and prospect files.

**Custom Response Models** are developed by analyzing responders and non- responders of your client's previous marketing campaigns. The result is a measurement that identifies a prospect's probability of response to your client's offer. The information can be used to rank a prospect universe from highest likelihood to lowest likelihood of response so that your client can target prospects with a greater chance of responding to their marketing campaign.



## II Model Development Fees

**Pricing** Pricing for Custom Marketing Models consists of D-U-N-S® Numbering fees, development fees, model implementation, and scoring fees. Scoring fees are in addition to the base record price (e.g., EDMI, DMI, etc.). D-U- N-S® Number matching fees are not included in the development fees and must be charged if a customer submits a file without D-U-N-S® Numbers.

### D-U-N-S® Number Matching

Standard Match Rates Apply

### Model Development Fees

**Important: All custom model development fees and scoring charges are subject to approval by Pricing & Sales and Marketing Analytics. Incremental charges may apply based on the complexity of each project. Please contact your local Sales and Marketing Analytics consultant for additional information.**

#### Standard Marketing Reports

- Standard Marketing Reports starts at **\$15,000** – Customization charged at a rate of **\$2,000** per day
  - **Strategic Market Analysis (SMA)** - Detailed segmentation analysis of customer base.

#### Custom Marketing Analysis Pricing

- Custom Marketing Analysis Pricing starts at **\$25,000** – **Custom Marketing Analysis Price may vary based on actual work involved**
  - **Custom Profiling Analysis** - Analysis of the distribution of a customer portfolio by customized business segments.
  - **Custom Tracking** - Analysis which identifies the trends in a customer portfolio
  - **Custom Benchmarking** - Analysis which estimates the customer product demand compared to the industry

## **Custom Marketing Model & Analytical Datamart Pricing**

- Custom Model Pricing starts at **\$70,000** – **Custom Model Price may vary based on actual work involved**

### **Custom Model Pricing Includes:**

- Data discovery, exploratory data analysis, or data mining.
- Analytics including profiling, predictive modeling, or segmentation analysis.
- Design for integration into marketing strategies, or in-field validation, testing
- and delivery. Post-campaign analysis to maintain model performance.
- All business bureau data, including the *Strategic Marketing Analytical Database (SMAD)* necessary for D&B to conduct the analysis – **Delivery of SMAD or other data elements requires an incremental charge.**
- Any mix of analytics or specific models mentioned in
- proposal. All project management and D&B programming.
- All time & material for customer meetings, conference calls, and multiple presentations.

### **Analytical Datamart Includes:**

- Model distributions and cell populations for prospect selection

### **Model Implementation Fees**

Implementation of custom models developed by Sales and Marketing Analytics on **one** platform is included in the base model development charge. A **\$10,000** charge applies to each subsequent platform. This **\$10,000** implementation charge applies to each model if multiple models are purchased beyond the initial first model. A **\$10,000** charge applies to any model *not developed* by Sales and Marketing Analytics for implementation on one D&B platform.

<b>III</b>	<b>Custom Marketing Model Scoring</b>
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We have adjusted the pricing for custom marketing model scoring to be more cost effective for our customers and to take into account the costs the customer already incurs for the base record.

Batch Append and Selector Scoring Fees for Custom Marketing Models are priced as a premium to the base record charge. Pricing for custom Pre-screen models which use credit elements may be priced higher.

<b>When Base Records Are licensed</b>	<b>Score as Selector</b> 10% of data charge	<b>Appending Score</b> 30% of data charge
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**When no base records are being licensed scoring fees will be priced according to the table below**

Selector \$30/m

	Number of Records	Append \$/m
	1 - 2,500	\$340
	2,501 - 5,000	\$330
	5,001 - 25,000	\$320
	25,001 - 100,000	\$290
	100,001 - 200,000	\$240
	200,001 - 400,000	\$190
	400,001 - 850,000	\$165
	850,001 - 1,499,999	\$135
	1,500,000 - 1,999,999	\$120
	2,000,000 - 2,999,999	\$105
	3,000,000 - 4,999,999	\$95
	5,000,000 - 11,000,000	\$80
	11,000,000 +	\$75

<b>IV</b>	<b>Archive Data (CSAD &amp; SMAD)</b>
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D&B CSAD data and SMAD data is archived on a monthly basis; one archive period is equal to one month. A “record” consists of data on one business or one DUNS number from a single archive period.

For example, if a customer requests archived data from five (5) months on each of 5,000 records, this would count as 25,000 records.

<b>Archive Data Append Pricing – CSAD / SMAD</b>			
<b>Number of Records</b>	<b>CSAD Only \$/M</b>	<b>SMAD Only \$/M</b>	<b>CSAD &amp; SMAD \$/M</b>
1 - 2,500	\$420	\$420	\$672
2,501 - 5,000	\$410	\$410	\$656
5,001 - 25,000	\$400	\$400	\$640
25,001 - 100,000	\$310	\$310	\$496
100,001 - 200,000	\$250	\$250	\$400
200,001 - 400,000	\$180	\$180	\$288
400,001 - 850,000	\$140	\$140	\$224
850,001 - 1,499,999	\$120	\$120	\$192
1,500,000 - 1,999,999	\$106	\$106	\$170
2,000,000 - 2,999,999	\$100	\$100	\$160
3,000,000 - 4,999,999	\$94	\$94	\$150
5,000,000 - 11,000,000	\$86	\$86	\$138
11,000,001 +	\$76	\$76	\$122
Minimum Order Size:		\$2,000	
Additional Consulting or Project Management:		\$2,000 per day	
Setup Fee – <b>Per Archive Period</b> :		\$1,000	
Uptick to Add SBRI to Data:		20%	
Matching:		D&B Optimizer Book Price	
Limited Access Database (LAD) Use:		40% of the data charge ( <i>Analytical use restriction language <b>must</b> be included in the order form.</i> )	

# Global Analytics Pricing

## Material Change Proxy Pricing

Pricing Method: Per-Record, Refreshes, Standard LAD pricing applies. Standard matching applies. Customer Append Premium applies

### **Description:**

“Material Change™ considers an ensemble of derived insights over an extended time to predict future changes in traditional predictors of business outcomes.”

MC pool of predictors to predict the likelihood risk profile will change from low to high or high to low) MC pool of predictors to predict the likelihood the demand will increase or decrease

This is all by using Anticipatory Analytics i.e.- payment behavior, negative events, Financial Obligations, Spend Behavior, Firmographics, & Commercial Activity Patterns

Matched Records	Price per Thousand		Price per Thousand (Monthly)	Price per Thousand (Quarterly)
1 – 2,500	\$198		\$347	\$257
2,501 – 5,000	\$194		\$340	\$253
5,001 – 25,000	\$189		\$331	\$246
25,001 – 100,000	\$171		\$299	\$222
100,001 – 200,000	\$140		\$246	\$183
200,001 – 400,000	\$112		\$195	\$145
400,001 – 850,001	\$95		\$167	\$124
850,001 – 1,499,999	\$79		\$139	\$103
1,500,000 – 1,999,999	\$68		\$120	\$89
2,000,000 – 2,999,999	\$61		\$107	\$80
3,000,000 – 4,999,999	\$54		\$96	\$70
5,000,000 – 11,000,000	\$36		\$63	\$47
11,000,000+	\$24		\$42	\$31

## Supply Management Solutions (SMS)

### Supply Data Services

Fees for Supply Data Services

- 1) Information License
  - a) D&B data is licensed for a specific term (Annual)
  - b) Clients must renew information license (100%)
  - c) SMS Data Package and/or SMS Data Blocks
- 2) Information Refresh
  - a) Annual, Up to 1, Up to 3, Up to 5 and Monthly
  - b) Up to 5 and Monthly are available for "Data Services only"
- 3) Minimum Project Fee of \$1,500 applies to all SMS projects
- 4) All projects are based on **Input Record Counts**

SMS Combination Data Packages <sup>1</sup>	Per US Input Record Price	Per non-US Input Record Price
Data Rationalization <sup>2</sup>	\$1.35	\$1.35
Supplier Diversity <sup>3,8</sup>	\$1.75	\$1.35
Enhanced Green <sup>4</sup>	\$1.00	N/A
Enhanced GLBT <sup>5</sup>	\$1.00	N/A
Spend Analytics and Compliance <sup>6</sup>	\$3.60	\$3.15
Risk Management <sup>7,10</sup>	\$4.75	\$3.15
Supply Risk Manager Complete <sup>10,11</sup>	Not Available for Data Services	Not Available for Data Services
Supply Management Complete <sup>9,10</sup>	\$5.95	\$3.25

<sup>1</sup> Additional data block pricing is available.

<sup>2</sup> Data Rationalization includes DUNSRight® and Identification and Demographics

<sup>3</sup> Supplier Diversity includes Data Rationalization and Enhanced Diversity Information

<sup>4</sup> Business Verification Data Block and Green Business Information

<sup>5</sup> Business Verification Data Block and Gay, Lesbian, Bisexual, Transgender (GLBT) Business Information

<sup>6</sup> Spend Analytics & Compliance includes Data Rationalization, Linkage and Enhanced Diversity Information

<sup>7</sup> Risk Management includes Data Rationalization, Linkage, Enhanced Diversity and Enhanced Risk Information

<sup>8</sup> Includes Diversity Classification Resolution Detail Reports

<sup>9</sup> Supply Management Complete includes Risk Management Combination Package.

<sup>10</sup> Does not contain Financial Information and Risk Scores outside the US

<sup>11</sup> For Supplier Risk Manager only, not available for Data Services

WorldBase Applications	Per Input Record Price
Full Prospect Record <sup>1</sup>	\$1.10
Full Prospect Record with Linkage <sup>1</sup>	\$2.25

<sup>1</sup> Includes the DUNSRight® process

ERP Applications	Per Input Record Price
SAP R/3 Vendor DAK23 or DAK6 <sup>1,2</sup>	\$5.15
SAP BW <sup>1</sup>	\$3.50
Oracle 11i <sup>1,2</sup> and PI <sup>1,2</sup>	\$5.15
PeopleSoft <sup>1,2</sup>	\$5.15

<sup>1</sup> Includes the DUNSRight® process

<sup>2</sup> Does not contain Financial Information and Risk Scores outside the US

Input Records *	Volume Adjustment
25,000-49,999	12.5%
50,000-74,999	25.0%
75,000-99,999	37.5%
100,000-249,999	50.0%
250,000-499,999	62.5%
500,000-749,999	75%
750,000+	75% (contact Deal Management for Customer Specific pricing)

\* No Volume adjustments when pricing on Unique Duns Appends

Refresh Schedule	Refresh Cost
Up to One (1)	16.0%
Up to Three (3)	32.0%
Up to five (5) *	50.0%
Monthly *	70.0%

\* Not Available with Supply Base Analysis Module without SMS Product Manager's alignment

#### SMS Data Blocks

Additional SMS Data Blocks may be selected in conjunction with SMS Combination Data Packages or sold separately when combined with a Data Block that includes the DUNSRight® process.

SMS Basic Data Blocks	Per US Input Record Price	Per non-US Input Record Price
Business Verification <sup>1</sup>	\$0.60	\$0.60
Diversity - Identification	\$0.20	N/A
Diversity – Enhanced <sup>1,2</sup>	\$0.50	N/A
Diversity – Enhanced Plus <sup>3</sup>	\$1.00	N/A
Green – Identification ***	\$0.40	N/A
Green – Enhanced ****	\$1.00	N/A
Corporate Linkage - Identification	\$1.25	\$1.25
Corporate Linkage - Enhanced	\$1.86	\$1.86
Risk Scores	\$1.55	N/A

<sup>1</sup> Includes the DUNSRight® process

<sup>2</sup> Electronic match only, returns only Diverse businesses

<sup>3</sup> Electronic match only, returns only Diverse and Green businesses

\*\*\* - Maximum price for Green ID File is based on Green file size

\*\*\*\* - Maximum price for Enhanced Green File is based on Green file size

**General Data Blocks**

Additional D&B Data Blocks/Elements may be selected in conjunction with SMS Combination Packages or SMS Data Blocks

Single Element Data Block	Batch Price - US	Batch Price – Non-US	Appended to File
DUNS Number Only – Includes the DUNSRight® process	\$0.20	\$0.20	DUNS Number
Business Ownership – Legal Status	\$0.35	\$0.35	Values populated where applicable: G - Sole Proprietorship; H - Partnership; I - Corporation
Out of Business Indicator	\$0.15	\$0.15	Value populated where applicable: O - Discontinued operations at this location.
Contact Name and Title (per name)	\$0.05	\$0.05	The contract must list how many need to be appended, Contact Name and Title (The number should be "Up To" xxxx Contacts and Titles)
Ticker Symbol	\$0.15	\$0.15	Street Ticker and Street Exchange
URL	\$0.18	\$0.18	URL 1 (Domain1 on standard URL layout)
Employees	\$0.15	\$0.15	Contract needs to include which employee figure is needed. Employees Here or Total Employees. Employee figure and code for estimated, actual or range is included on output
Sales Information	\$0.15	\$0.15	Sales Figure and code for estimated, actual or range is included on output.
SIC codes and Descriptions	\$0.15	\$0.15	All 6 of both the SIC code and SIC descriptions
NAICS codes and Descriptions	\$0.15	\$0.15	All 6 of both the NAICS code and NAICS description
FEIN – Tax ID – National ID	\$0.15	\$0.15	D&B Federal Tax ID (not the Best FEIN)
One Up Linkage	\$0.45	\$0.45	HQ/Parent Duns and Company Name only
Domestic Upward Linkage	\$0.52	\$0.52	Domestic Ultimate Duns, Name and Address information
Global Upward Linkage	\$0.60	\$0.60	Global Ultimate Duns, Name and Address information
Patriot Act Indicators (does not include Screening)	\$0.95	N/A	See Appendix A - Patriot Act Indicator, contract needs to be specific as to which elements are needed. Price will be charged based on all elements (reduction of elements <> lower price)
Debarment ID	\$0.10	N/A	Values populated where applicable: Y - Debarred; N - Not debarred; Blank - N/A.
Rating	\$1.25	N/A	D&B Rating
Paydex	\$1.25	N/A	D&B Paydex
Credit Score	\$1.55	N/A	Credit Class, Credit Score, Credit Percentile
FSS	\$1.55	N/A	FSS Class, FSS Score, FSS Percentile
Viability	\$1.55	N/A	Viability Score
SER Score 8.0	\$1.45	Per Global Bid Process	SER Score (Non- US requires Global Bid)
SER Score 7.1 (Available until	\$1.45	N/A	No Longer Available. Replaced by 8.0



SSI Score	\$1.40	\$1.40	SSI Score **Only current SSI is available (no historical data available) This score is only available for current SR Manager customers though may be available through Direct 2 0 going through the bid process
Retro Scores (SER or FSS) up to 2 years	\$2.20	N/A	Quarterly scores available, the number of scores needs to be explained in the contract
Financial Overview	\$1.70	N/A	See Appendix B - Financial Overview for the layout that will be delivered, data appended where available
Franchise Type*	\$0.20	N/A	8 digit Franchise code or 4 digit SIC code (if alt linkage only); Blank if not available
Suits, Liens, Judgment indicators	\$0.10	N/A	Y/N indicator for each group
Bankruptcy Indicator	\$0.10	N/A	Y/N indicator
HR-BD Indicators	\$1.12	N/A	Severe Risk Indicators- H-R - High Risk B-D - Business Deterioration
Global Risk Scores	N/A	Per Global Bid Process	The contract must list exactly what needs to be appended (volume, score type and fields)

\* Maximum price for Franchise Type is \$22,000

## Other Services Debarment Process

Fees for Daily Debarment notifications

- 1) Set up fee - \$5,000
- 2) Annual license fee - \$52,000

U.S. Sales & Marketing Solutions

8. Marketing Products - Market Insight

**Market Insight Bundles**

		<u>Middle Market (Low)</u>	<u>Middle Market (High)</u>	<u>Small</u>	<u>Medium</u>	<u>Large</u>	<u>Jumbo</u>
<b># of customer records</b>		45,000	75,000	150,000	300,000	450,000	600,000
<b># of full access records</b>		75,000	125,000	250,000	500,000	750,000	1,000,000
<b>Prospect Record</b>	<b>Domestic</b>	\$77,000	\$93,000	\$158,000	\$243,000	\$338,000	\$394,000
	<b>Global</b>	\$104,500	\$125,000	\$209,000	\$326,800	\$468,200	\$535,800
<b>Strategic Marketing</b>	<b>Domestic</b>	\$93,000	\$112,000	\$175,000	\$254,000	\$372,000	\$428,000
	<b>Global</b>	\$127,100	\$150,600	\$236,700	\$349,300	\$502,000	\$574,700
<b>Strategic Database Marketing</b>	<b>Domestic</b>	\$112,000	\$130,100	\$191,600	\$287,900	\$411,800	\$462,000
	<b>Global</b>	\$152,700	\$176,200	\$259,200	\$394,000	\$563,400	\$631,000

<b>8. Add-on Modules</b>							
<b>NAICS Append</b>	\$9,100	\$9,100	\$9,100	\$9,100	\$9,100	\$9,100	\$9,100
<b>Class 2 Records</b>	\$77,000	\$77,000	\$77,000	\$77,000	\$77,000	\$77,000	\$77,000
<b>Marketing Pre-screen (H/M/L)</b>	\$51,000	\$51,000	\$51,000	\$102,000	\$153,000	\$204,000	
<b>UCC Table Add-on</b>	\$44,000	\$44,000	\$44,000	\$44,000	\$44,000	\$44,000	\$44,000
<b>Segmentation Clusters</b>	\$55,000	\$55,000	\$55,000	\$55,000	\$55,000	\$55,000	\$55,000
<b>Worldbase Active LAD (Global Bundles Only)</b>	NA	NA	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000

Duplicate Flat File of MI LAD							
		<u>Middle Market (Low)</u>	<u>Middle Market (High)</u>	<u>Small</u>	<u>Medium</u>	<u>Large</u>	<u>Jumbo</u>
<b>Prospect Record</b>	<b>Domestic</b>	NA	NA	\$174,000	\$105,000	\$55,000	\$43,000
	<b>Global</b>	NA	NA	NA	NA	NA	NA
<b>Strategic Marketing</b>	<b>Domestic</b>	NA	NA	\$189,000	\$107,000	\$61,000	\$46,000
	<b>Global</b>	NA	NA	NA	NA	NA	NA
<b>Strategic Database Marketing</b>	<b>Domestic</b>	NA	NA	\$210,000	\$125,000	\$67,000	\$50,000
	<b>Global</b>	NA	NA	NA	NA	NA	NA

**Additional Pricing**

<b>Additional Users (\$/User)</b>	\$615
<b>Enterprise (Unlimited Seats)</b>	\$60,000
<b>Additional Matching Customer Data Load</b>	Standard Match Rates Apply
<u># of Records</u>	
0 - 100,000	\$10/m
100,001 - 500,000	\$8/m
500,001 +	\$5/m
<b>Custom Fields</b>	
<u># of Fields</u>	
0 - 10	Included
11 - 20	\$5,100
21 - 40	\$7,200
41 - 60	\$14,500
61 - 80	\$21,500
81 - 100	\$29,000
101 - 300	\$36,000
301 - 500	\$70,000
501 - 700	\$90,000
<b>Consulting (\$/Day)</b>	\$2,000
<b>Project Management(\$/Day)</b>	\$2,000
<b>Training (\$/Day)</b>	\$2,500

# Appendix



### License Agreement (2-21) – Government

This License Agreement (“Master Agreement”) is between Dun & Bradstreet, Inc. (“D&B”) and the customer named below (“Customer”) and is effective as of the date set forth below in the column reflecting Customer’s signature (“Effective Date”). In consideration of the mutual obligations set forth in this Master Agreement, each party agrees to the terms and conditions below and represents that this Master Agreement is executed by duly authorized representatives. Customer and D&B may be sometimes referred to in this Master Agreement each individually as a “party” or collectively as the “parties”. The Services subject to this Agreement are identified in the attached Purchase or Task Order (‘the Order’) issued by Customer to D&B which may include particular Service-specific terms and conditions.

	<b>DUN &amp; BRADSTREET, INC.</b>	<b>Customer:</b>	
<b>Signature:</b>		<b>Signature:</b>	
<b>Print Name:</b>		<b>Print Name:</b>	
<b>Title:</b>		<b>Title:</b>	
<b>Date:</b>		<b>Date:</b>	

#### 1. Definitions

The definitions for the defined terms used in the Agreement are contained below or in the body of the Agreement.

1.1 “Affiliates” means entities that control, are controlled by, or are under common control with, a party to the Agreement.

1.2 “Agreement” means this Master Agreement, any Orders, addendum, statements of work, and schedules.

1.3 “CCPA” means the California Consumer Privacy Act of 2018, as amended (Cal. Civ. Code §§ 1798.100 to 1798.199), and any related regulations or guidance provided by the California Attorney General.

1.4 “CCPA Requests” has the meaning set forth in the CCPA.

1.5 “Claim” means any claim, demand, suit or proceeding.

1.6 “Confidential Information” means information provided by Discloser to the Recipient that Discloser designates in writing to be confidential, or information that the Recipient ought to reasonably know is confidential.

1.7 “Contact Information” means professional information D&B collects and compiles relating to a person in the context of business which may include but is not limited to names, titles, business phone and facsimile numbers, wireless devices, e-mail addresses and physical addresses, and social media handles.

1.8 “Contractor” means third parties provided with Information or accessing the Services solely to support Customer.

1.9 “Customer Controlled Environment” means a facility or location that is owned, used or leased by Customer or under Customer’s operational control.

1.10 “D&B Data Processing Agreement” means the agreement retained at [www.dnb.co.uk/dpa](http://www.dnb.co.uk/dpa) as updated from time to time as required of D&B by the European Privacy Legislation.

1.11 “Data Subject” means an individual person who is the subject of, represented within or identifiable by Contact Information, or as defined in European Privacy Legislation where applicable

1.12 “Discloser” means the party disclosing Confidential Information.

I.13 “Documentation” means any manuals, instructions or other documents or materials that D&B provides or makes available to Customer in any form or medium and which describe the functionality, components, features or requirements of the Services, including any aspect of the installation, configuration, integration, operation, use, support or maintenance thereof.

I.14 “European Privacy Legislation” means Directive 95/46/EC (Data Protection) and European Union Regulation 2016/679 and any other applicable data protection legislation including implementing legislation, guidelines and industry standards from time-to-time in force in a relevant jurisdiction, relating to the use and processing of Personal Information in that jurisdiction.

I.15 “Information” means information D&B collects and compiles on business entities anywhere in the world which may include, but is not limited to, business information, legal or financial data, Contact Information, D-U-N-S® Numbers, and ratings on such business entities.

I.16 “Initial Term” means the License term of an Order as further described in Section 3.2.

I.17 “License” has the meaning set forth in Section 3.1.

I.18 “Losses” means all losses, costs and damages, including reasonable counsel fees.

I.19 “Non-Operational” means not used to support the on-going operations of the Customer such that Information is not susceptible to use as a substitute for the Services licensed by D&B.

I.20 “Order” means the ordering document for Services which may include particular Service-specific terms and conditions.

I.21 “Personal Information” shall have the same meaning as personal data as in European Privacy Legislation.

I.22 “Privacy Notice” means D&B’s privacy notice located at <https://www.dnb.com/utility-pages/privacy-policy.html>.

I.23 “Recipient” means the party receiving Confidential Information.

I.24 “Representatives” means employees and vendors of the Recipient as further described in Section 8.3.

I.25 “Retained Information” has the meaning set forth in Section 4.5.

I.26 “Services” shall have the meaning set forth in Section 2.

I.27 “Software” means computer programs or applications (including those accessed remotely), documentation, and media.

I.28 “Standard Contractual Clauses” means the D&B completed Controller-to-Controller Standard Contractual Clauses 2004 (Set II), Commission Decision 2004/915/EC retained at [www.dnb.com/CTC-SCC](http://www.dnb.com/CTC-SCC) and updated from time to time as required of D&B by the European Privacy Legislation.

I.29 “Term” shall have the meaning set forth in Section 3.2.

I.30 “Third Party Providers” means third parties that provide data, Software or services to D&B for use in providing the Services to D&B customers.

I.31 “Unauthorized Code” means any virus, trojan horse, worm, or any other software routines or hardware components designed to permit unauthorized access to disable, erase, or otherwise harm software, hardware, or data.

## **2. Scope of Agreement**

2.1 D&B, either directly or through its Affiliates, shall, subject to the Agreement, make available to Customer the Information, Software, and other services, identified in Orders entered into from time to time by D&B and Customer (the “Services”). Where there is a conflict between the terms of any Order and this Master Agreement, the terms of the Order shall control with respect to the Services set forth in such Order and solely to the extent of the conflict.

2.2 Upgrades. D&B may upgrade Customer to its next generation or replacement product with reasonable prior notice, provided that (i) there is no charge to a Customer unless mutually agreed, (ii) Customer maintains access to the prior version for a reasonable period of time, (iii) the upgraded product serves the same use case with similar product capabilities and functionality, (iv) D&B provides reasonable technical support and training, and (v) the terms of the original Order continue to apply, and any new features will be handled separately.

### **3. Licenses**

3.1 D&B grants to Customer a non-exclusive, non-sublicensable, non-transferable license ("License") to use and display the Information and Software (in object code format only) constituting the Services specified in an Order. All rights not expressly granted hereunder are reserved to D&B.

3.2 Each License is for a term of twelve (12) months, beginning on the effective date of the Order, unless another term is specified in the Order ("Initial Term"). The Initial Term and any renewal period for an Order or License constitute "the Term" for such Order or License.

3.3 In the event a particular Order allows for Customer to make Services available to its Affiliates, Affiliates are bound by the same terms and conditions as Customer under the Agreement and Customer is responsible and liable for the Affiliates' acts and/or omissions which if done by Customer itself would be a breach of the Agreement.

3.4 If the Customer identified in the signature block above is part of the executive, legislative or judicial branches of the US Federal Government and Customer procuring the Services pursuant to the federal acquisition regulations or applicable agency supplements, the Information and Software is a Commercial Item as that term is defined in FAR 2.101, and is comprised of Technical Data, Computer Software and Computer Software Documentation as those terms are defined in FAR 52.227-14(a) and DFARS 252.227-7013. The Software and Information was developed exclusively at private expense.

a) If Customer is a civilian agency, the Customer's rights to use, modify, reproduce, release, perform, display or disclose the Information and Software is subject to the terms of this Agreement as specified in FAR 12.212 (Commercial Computer Software), FAR 12.211 (Technical Data) and FAR 27.405-3 (Commercial Computer Software).

b) If Customer is a defense agency, the Customer's rights to use, modify, reproduce, release, perform, display or disclose the Information and Software is subject to the terms of this Agreement as specified in DFARS 227.7202-1, and 227.7202-3.

c) Under no circumstances will the Customer have greater rights in the Information and Software provided hereunder than "Limited Rights" as that term is defined in FAR 52.227-14 (ALT II) and DFARS 252.227-7013(f) and "Restricted Rights" as that term is defined in FAR 52.227-14 (ALT III) and DFARS 252.227-7014(f), respectively.

This provision is in lieu of, and supersedes any other FAR, DFARS, or other clause or provision that addresses U.S. Government rights in the Information or Software. A non-Government Customer may not acquire the Information or Software on behalf of a U.S. Government entity without D&B's prior written consent.

### **4. Terms of Use**

4.1 Information and Software are licensed for internal use only by Customer's employees with a need to know for the purpose identified in the Order. Customer will not provide Information, Software or other Services to others, whether directly in any media or indirectly through incorporation in a database, marketing list, report or otherwise, or use or permit the use of Information to generate any statistical, comparative, or other information that is or will be provided to third parties (including as the basis for providing recommendations to others); or voluntarily produce Information in legal proceedings, unless required by law.

4.2 Notwithstanding the foregoing, Customer may allow Contractors to access the Services in the territories identified on an Order, provided that such Contractors use the Services in accordance with the Agreement. However, Customer must have written approval of D&B prior to providing access to a Contractor for use outside of a Customer Controlled Environment. Customer is liable to D&B for any use or disclosure by any Contractor of Services not for the benefit of Customer or, which, if done by Customer itself, would be a breach of the Agreement.

4.3 Customer will not attempt to reverse engineer any Services or access, use, modify, copy, or derive the source code of any Software.

4.4 Customer will not systematically access or extract (or "scrape") Information from the Software (outside of the features available within the Software for exporting Information), including by the use of any engine, software, agent, spider, bot, or other device or mechanism.

4.5 Customer will not use Information (i) as a factor in establishing an individual's eligibility for credit or insurance to be used primarily for personal, family, household or employment purposes; or (ii) in any manner that would cause such Information to be construed as, a "Consumer Report" as defined in 15 U.S.C. § 1681a. In addition, Customer will not use any Service to engage in any unfair or deceptive practices and will use the Services only in compliance with all applicable local, state, federal and international laws, rules, regulations or requirements, including, but not limited to, laws and regulations promulgated by the Office of Foreign Asset Control, and/or any subsequent regulation and those laws and regulations regarding telemarketing, customer solicitation (including fax advertising, wireless advertising and/or e-mail solicitation), data protection and privacy. If Customer is provided with Information from outside the United States, D&B must comply with applicable international data transfer laws, which may require the parties to enter into a data transfer agreement prior to the applicable Information being provided to Customer.

4.6 Where applicable and only to the extent that Customer licenses D&B-owned or controlled Personal Information subject to European Privacy Legislation, Customer and D&B hereby enter into the Standard Contractual Clauses, the terms of which are hereby agreed to and incorporated into this Master Agreement, as the basis for the onward transfer of such Personal Information from D&B to Customer, if any. To the extent the terms of the Standard Contractual Clauses conflict with this Master Agreement, the terms of the Standard Contractual Clauses will control.

4.7 To the extent that Customer transfers to D&B, under a particular Order, Personal Information subject to European Privacy Legislation, D&B will process such Personal Information in accordance with the D&B Data Processing Agreement, which is hereby incorporated into this Master Agreement. Notwithstanding Section 2 above, in case of conflict between this Master Agreement, the D&B Data Processing Agreement and any Order, the D&B Data Processing Agreement shall prevail.

4.8 D&B certifies that D&B will comply with D&B's obligations under the CCPA. D&B's Privacy Notice may be used as documentation of D&B's compliance with CCPA notice obligations. D&B will honor any CCPA Requests passed on by Customer, where required to comply by the CCPA and CCPA regulations issued by the California Attorney General. To the extent that Customer provides to D&B Personal Information subject to the CCPA, unless otherwise disclosed in writing and consented to by Customer, D&B will not sell Personal Information provided by Customer. D&B will process, retain, use, disseminate, disclose, make available, transfer, or otherwise communicate orally, in writing, or by electronic or other means, such Personal Information only on behalf of Customer and only as necessary to fulfill the business purpose under this Master Agreement or applicable Orders. Where the U.S. Government Customer agrees that it is subject to CCPA requirements, Customer warrants that Customer will honor any CCPA Opt-out requests passed on by D&B. To receive or submit CCPA Requests, non-exempt Customers will register at <https://support.dnb.com/?prod=CCPARequests>.

4.9 Upon expiration or termination of a License with respect to a particular Service, or upon receipt of a Service that is intended to supersede previously obtained Service(s), Customer will promptly delete or destroy all originals and copies of the Information and/or Software, as applicable, including all Information or Software provided to Contractors as permitted by Section 4.2 hereof; and upon request, provide D&B with a certification thereof. Notwithstanding the foregoing,

(i) Customer is granted a perpetual, limited, non-transferable and non-assignable license to retain copies of such Information in the form of hard copies or in Non-Operational systems, made in the normal course of business, solely for historical and/or archival (i.e. disaster recovery, compliance, and evidence of Customer's use of Information for regulatory compliance) purposes and not for any other continuing use ("Retained Information"). Customer is prohibited from using such Retained Information for any commercial purposes or as a substitute for the Services licensed by D&B.

(ii) The obligation to delete Information shall not apply to names, addresses (street, city, state, and zip code), phone numbers, fax numbers, and email addresses to the extent the subject to whom the Information relates has (a) become a customer or supplier of Customer, or (b) engaged with Customer to become a customer or supplier of Customer.

4.10 Customer agrees that in the event D&B obtains information or other evidence leading it to reasonably conclude that Customer is violating its obligations under the Agreement, if requested by D&B, an authorized officer of Customer will demonstrate and certify that it is in compliance with the Agreement.

## **5. D-U-N-S® Numbers**

5.1 D-U-N-S® Numbers are proprietary to and controlled by D&B. D&B grants Customer a non-exclusive, perpetual, limited license to use D-U-N-S® Numbers (excluding linkage D-U-N-S® Numbers) solely for identification purposes and only for Customer's internal business use. Where practicable, Customer will refer to the number as a "D-U-N-S® Number" and state that D-U-N-S is a registered trademark of D&B.

## **6. Payment**

6.1 Customer will pay D&B in accordance with each Order.

6.2 Except in instances where the customer is exempt from taxes as evidenced by tax exemption certificates, the fees do not include, and Customer will pay any applicable taxes relating to the Agreement, other than taxes based on D&B income and franchise- related taxes.

## **7. Warranties and Disclaimers**

7.1 D&B and Customer each represent and warrant that it (i) has the right to enter into the Agreement and (ii) has all necessary legal rights, title, consents and authority to disclose Information (including Confidential Information and Personal Information) to the other in accordance with this Agreement.

7.2 D&B represents that the Information has been collected and compiled in accordance with applicable local, state, federal and international laws, rules or regulations, but D&B does not guarantee that the Customer's use of the Information meets the requirements of any applicable federal, or state law, rule or regulation including but not limited to wireless suppression lists, the CAN-SPAM Act, and "Do Not Call" lists.

7.4 D&B represents and warrants that all Services will be performed with commercially reasonable care and skill by qualified individuals.

7.5 D&B represents and warrants that it has taken commercially reasonable efforts (i.e., scanning with current versions of antivirus software) to determine that the Software provided hereunder does not contain or will not contain any Unauthorized Code. In the event D&B discovers or is notified of any such Unauthorized Code in the Software, D&B shall promptly remove such Unauthorized Code in the Software.

7.6 D&B represents and warrants that the Software will perform all material functions and features as set forth in the Documentation.



7.7 Contact Information has not been obtained directly from the Data Subjects and the Data Subjects have not opted in or otherwise expressly consented to having their information sold for marketing purposes, nor has D&B scrubbed Contact Information against wireless suppression lists, the FTC's Do-Not-Call lists or other opt out lists (other than its own). It is Customer's responsibility to observe any indicators D&B provides to Customer indicating the Data Subject has expressly objected to receiving direct marketing (as well as their own and any applicable opt out lists) prior to any direct marketing. Opt-out provisions and/or opt-out links in Customer's marketing and sales materials shall not pertain to opting out of D&B's marketing lists and/or databases.

7.8 Customer agrees that it will not provide D&B any Social Security number, driver's license number, account number, credit or debit card number (other than Customer's own card for payment purposes, if applicable), or personal identification number or password that would permit access to the person's account, or personal data which reveals racial or ethnic origin, political opinions, religious or philosophical beliefs, trade-union membership, genetic or biometric data for the purpose of uniquely identifying a natural person, data concerning health or data concerning a natural person's sex life or sexual orientation and data relating to criminal convictions and offences.

7.9 CUSTOMER ACKNOWLEDGES THAT EVERY BUSINESS DECISION TO SOME DEGREE REPRESENTS AN ASSUMPTION OF RISK AND THAT D&B IN FURNISHING INFORMATION DOES NOT ASSUME CUSTOMER'S RISK. D&B IS ONE TOOL IN CUSTOMER'S DECISION-MAKING PROCESSES. THEREFORE, ALL SERVICES ARE PROVIDED ON AN "AS IS," "AS AVAILABLE" BASIS. THOUGH D&B USES EXTENSIVE PROCEDURES TO KEEP ITS DATABASE CURRENT AND TO PROMOTE DATA ACCURACY, OTHER THAN AS EXPLICITLY STATED IN THE AGREEMENT, D&B AND ITS THIRD PARTY PROVIDERS DISCLAIM ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING ANY WARRANTIES OF ACCURACY, COMPLETENESS, CURRENTNESS, MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. D&B DOES NOT WARRANT THAT THE SERVICES WILL BE UNINTERRUPTED OR ERROR-FREE AND DISCLAIMS ANY WARRANTY OR REPRESENTATION REGARDING AVAILABILITY OF A SERVICE, SERVICE LEVELS OR PERFORMANCE.

## **8. Protection of Proprietary Rights**

8.1 Information and Software are proprietary to D&B and may include copyrighted works, trade secrets, or other materials created by D&B at great effort and expense. Customer will not remove D&B's copyright and proprietary rights legend from any Information and Software which are so marked when received.

8.2 Neither party will use the trade names, trademarks or service marks of the other party in any news release, publicity, advertising, or endorsement without the prior written approval of the other party.

8.3 The Recipient will treat all Confidential Information in the same manner as Recipient treats its own Confidential Information of a similar nature provided that: i) Recipient may share such information with its Representatives, with a need to know and/or in order to fulfill the obligations pursuant to the Agreement, in furtherance of the provision of Services hereunder, that are subject to confidentiality obligations substantially as restrictive as those set forth in this Section and ii) Recipient assumes responsibility for such Representative's use of such information. Confidential Information shall not include (a) Information and Services licensed pursuant to the Agreement; or (b) information that (i) is or becomes a part of the public domain through no act or omission of Recipient; (ii) was in Recipient's lawful possession prior to Discloser's disclosure to Recipient; (iii) is lawfully disclosed to Recipient by a third-party with the right to disclose such information and without restriction on such disclosure; or (iv) is independently developed by Recipient without use of or reference to the confidential information.

8.4 Each party shall implement and maintain security measures with respect to the D&B Information, Software and Customer Confidential Information in its possession that effectively restrict access only to employees and Contractors with a need to know for the purpose identified in the Order, and protect such Information, Software, and Customer Confidential Information from unauthorized use, alteration, access, publication and distribution. D&B will comply with the security principles and controls located at <https://www.dnb.com/about-us/company/our-security.html>. In no event shall such security measures be less restrictive than those each party employs to safeguard its confidential information of a similar nature. Unless prohibited by law, in the event of an actual breach of such security measures that involves the unauthorized access, use or disclosure of Information, Software and Customer Confidential Information each party shall notify the other promptly after becoming aware of any such security incident.

## **9. Termination**

9.1 In the event of material breach of Section 4 or 8, Customer may immediately terminate, this Master Agreement or particular Orders; or D&B may, with notice, suspend Customer's access to the Services subject to such breach if necessary to prevent any ongoing impairment of D&B's intellectual property rights.

9.2 The provisions set forth in Sections 4, 5, 7, 8, 9.2, 10 and 11 will survive the termination of this Master Agreement.

## **10. Limitation of Liability; Indemnification**

10.1 NEITHER PARTY NOR D&B'S THIRD-PARTY PROVIDERS WILL BE LIABLE FOR ANY INCIDENTAL, SPECIAL, PUNITIVE, EXEMPLARY, INDIRECT, OR CONSEQUENTIAL DAMAGES OF ANY KIND, INCLUDING LOST PROFITS, LOST DATA, LOST REVENUES, AND LOSS OF BUSINESS OPPORTUNITY, WHETHER OR NOT THE OTHER PARTY WAS AWARE OR SHOULD HAVE BEEN AWARE OF THE POSSIBILITY OF THESE DAMAGES.

10.2 EACH PARTY'S AND D&B'S THIRD-PARTY PROVIDERS' MAXIMUM LIABILITY ARISING OUT OF OR RELATING TO THE APPLICABLE ORDER, REGARDLESS OF THE CAUSE OF ACTION (WHETHER IN CONTRACT, TORT, BREACH OF

WARRANTY OR OTHERWISE), WILL NOT EXCEED THE TOTAL AMOUNT PAID AND PAYABLE BY CUSTOMER UNDER THE APPLICABLE ORDER DURING THE 12-MONTH PERIOD IMMEDIATELY PRECEDING THE DATE ON WHICH SUCH LOSS, DAMAGE, INJURY, CLAIM, COST OR EXPENSE OCCURRED.

10.3. Notwithstanding anything to the contrary, the exclusions and limitations set forth in Section 10.1 and Section 10.2 above shall not apply with respect to: (i) the parties' respective obligations under Section 10.4 (Indemnification), or (ii) Customer's unauthorized use, disclosure, or distribution of Information or Services, or (iii) breach of Section 8.3.

10.4 (a) D&B shall defend or settle at its expense any Claim arising from or alleging infringement of any existing U.S. copyrights, patents, trademarks, or other intellectual property rights of any third party by the Services furnished under this Agreement (but not to the extent Customer modifies the Services in any way or combines the Services with material from third parties). D&B shall indemnify and hold Customer harmless from and pay any and all Losses attributable to such Claim. Customer shall give D&B prompt notice of any Claim. D&B shall have the right to control the defense of any such Claim, including appeals, negotiations and any settlement or compromise thereof, provided that Customer shall have the right to approve the terms of any settlement or compromise that adversely impact Customer's use of the Services, such approval not to be unreasonably withheld. Customer shall provide all reasonable cooperation in the defense of any Claim. This section provides Customer's exclusive remedy for any infringement Claims or damages. Notwithstanding the foregoing, D&B agrees that the U.S. Department of Justice, or any government entity with authority over Customer's legal representation decisions, may have the right to represent the United States in any such action, in accordance with 28 U.S.C. 516 or similar statute.

## **II. Miscellaneous**

11.1 The Master Agreement, the Order, addenda, statements of work and schedules, constitute the entire agreement between D&B and Customer regarding the Services. All prior Master Agreements, both oral and written, between the parties on the matters contained in this Master Agreement are expressly cancelled and superseded by this Master Agreement. Except with respect to Section 7 hereof (which shall take precedence over any inconsistent terms regarding warranties), if there is a conflict between the terms of the Order and/or this Master Agreement, the Order shall take precedence over this Agreement. Any amendments of or waivers relating to this Master Agreement must be in writing signed by the party, or parties, to be charged therewith.

CUSTOMER NAME:

ORDER #:

CUSTOMER D-U-N-S® #:

ORDER DATE:

**PRODUCT DESCRIPTION**

**SERVICE NAME: DNBi RUM**

SERVICE START DATE:

SERVICE END DATE:

EXPIRATION OPTION:

Service Termination

**DNBi Tier I:** Make confident decisions

**Usage Allowance:**

Access to all available Credit Reports/Portfolio Records subject to the “records under management” terms herein. Pricing is based on total records under management by region as follows:

US and Canada	150
Europe	3
Latin America	0
Asia Pacific	0
Average Exposure	Under \$7,500

Changes to Customer’s actual “average exposure” during the Term of this Order do not affect the agreed upon pricing during the Initial Term of License but can be considered for future Contract Terms.

D-U-N-S Numbers loaded into DNBi Portfolio will be counted against the records under management.

**Professional Services**

Additional hours available at the rate of \$250.00 per hour

**LICENSE TERMS**

Initial Term of License:

Each period specified herein, beginning with the applicable Service Start Date(s) and ending with the applicable Service End Date(s), is referred to as a "Contract Term" (or individually as “Contract Term 1”, “Contract Term 2” etc., as applicable).

Agreement Clause - Auto Renewal

**INVESTMENT**

**Currency: USD**

Contract Term 1	\$5,000.00
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## PAYMENT INFORMATION

Payment Terms:	Effective Date Due upon receipt
Payment Method:	Pay by Electronic/Wire/ACH/Cash/Check
Shipping and sales taxes will be billed to the Customer as applicable.	

## TERMS & CONDITIONS

This Order is subject to the Master Agreement (hereinafter referred to as the "Governing Terms") between Customer specified herein and Dun & Bradstreet, Inc. ("D&B"). Notwithstanding anything to the contrary contained in the Governing Terms, this Order constitutes Customer's binding commitment for the term of this Order. Only Customer and Customer's affiliates identified in this Order, if any, may use the Services.

The Services under this Order may only be used by Customer in the United States to support its U.S. business.

**CONTACT INFORMATION:** D&B represents that the Information has been collected in accordance with applicable local, state, federal or international laws, rules or regulations. However, Data Subjects have not "opted in" or otherwise expressly consented to receive direct marketing from Customer. Customer should check applicable marketing legislation relating to the locality of Data Subjects prior to direct marketing. D&B will inform Customers of Data Subjects who have informed D&B they object to receiving direct marketing. Their objection is either indicated on their record or their details are provided in a separate file to Customer. It is Customer responsibility to check these sources (as well as their own and any applicable opt out lists) and observe their objection prior to any direct marketing. Customer's use of the Contact Information shall be for its own marketing and sales purposes and all opt out provisions and/or opt out links in Customer's marketing and sales materials shall pertain to opting out of Customer's marketing lists and/or Customer's databases only. "Contact Information" means professional information D&B collects and compiles relating to a person in the context of business which may include but is not limited to, names, titles, business phone and facsimile numbers, wireless devices, e-mail addresses and physical addresses, and social media handles. "Data Subject" means an individual person who is the subject of, represented within or identifiable by Contact Information.

**GDPR COMPLIANCE: This section applies only to the extent that Customer transfers Personal Information to D&B subject to European Privacy Legislation.** In such event D&B will process such Personal Information in accordance with the D&B EU Personal Data Processing Agreement, as set forth at <http://www.dnb.co.uk/dpa> which is incorporated herein. "European Privacy Legislation" means European Union Regulation 2016/679 and any other applicable data protection legislation including implementing legislation, guidelines and industry standards from time-to-time in force in a relevant jurisdiction, relating to the use and processing of Personal Information in that jurisdiction. "Personal Information" shall have the same meaning as personal data in European Privacy Legislation.

**ONWARD TRANSFER OF EU PERSONAL DATA: This Section applies ONLY to the extent that D&B owned or controlled Personal Data from the European Union (and as defined by European data protection legislation) is requested by Customer from D&B as part of the Services.**

Personal Data from the European Union can only be transferred in accordance with applicable data protection laws, which currently require parties outside of jurisdictions deemed adequate by the EU to enter into the EU Standard Contractual Clauses. Therefore, and solely to the extent required by applicable data protection laws, Customer and D&B hereby enter into the EU Standard Contractual Clauses retained at [www.dnb.com/CTC-SCC](http://www.dnb.com/CTC-SCC) as the basis for the onward transfer of such Personal Data from D&B to Customer, if any.

**PRODUCT AND DATA LIFECYCLE:** The D&B Services licensed under this Order are subject to D&B's Global Product and Data Lifecycle Policy, as set forth at <http://www.dnb.com/product-lifecycle-policy.html> which is incorporated herein.

CREDIT CARD: If paying by credit card, or in a manner similar to a credit card, the credit card terms set forth at the following URL apply to this Order: <https://www.dnb.com/Payment-Credit-Card-Terms/Payment-Credit-Card-Terms.html>.

## TERMS & CONDITIONS - DNBi RUM

Description of the services can be found at <https://www.dnb.com/products/finance-credit-risk/dnbi-risk-management.html>

### All Services

Records Under Management: Each unique DUNS associated with a record loaded to or received through the Services is a “record under management”. Provided that Customer pays the License fees in full during the applicable Contract Term, Customer shall have access to features made available within the DNBi subscription specified herein, including ability to get credit reports and portfolio records, and, for Tiers 2 - 5, the ability to load account receivable data, according to the number of records under management specified herein.

Customer shall not copy or export Information in bulk from the Service into other enterprise applications (such as enterprise resource planning, customer relationship management, or master data warehouse/management).

Any unused amounts associated with the Services will not be carried over or credited to current or subsequent Contract Terms.

## AGREED TO BY

Customer Name		Dun & Bradstreet, Inc.	
Authorized Signature:		Authorized Signature:	
Name: (Please Print)		Name: (Please Print)	
Title:		Title:	
Date:		Date:	
Purchase Order #: (optional)			

## ADDRESS INFORMATION

Product Name	Ship To	Bill To	Contract Admin
DNBi RUM			

## SALES EXECUTIVE DETAILS

Name: Michelle Scagliotti	
Telephone #: 610-248-1779	E-Mail: <a href="mailto:probstj@dnb.com">probstj@dnb.com</a>

CUSTOMER NAME:

ORDER #:

CUSTOMER D-U-N-S® #:

ORDER DATE:

**PRODUCT DESCRIPTION**

**SERVICE NAME: D&B for Finance**

SERVICE START DATE:

SERVICE END DATE:

EXPIRATION OPTION:

Service Termination

Customer is licensed to access and use the D&B Data Blocks selected below, to manage the Records Under Management (or "RUM") specified below and other company records made available to Customer under this Order, solely for use within the "Finance" domain (that is, credit scoring (including online and batch applications), credit evaluation, customer accounts receivable analytics and management).

**Domain Use - RUM**

- US/Canada 5,000
- Europe 0
- APAC 0
- LATAM 0

**Domain Use - Data Blocks**

- Company Entity Resolution Level 1
- Company Information Level 2
- Hierarchy & Connections Level 3

\* Monitoring is only available for API delivery and not available for Beneficial Ownership Block.

\*\* Batch delivery is not available

**Delivery:**

The Data Blocks selected above may be delivered in either or both of the following Services, where available:

- API delivery via D&B Direct Plus
- Batch file delivery

**Delivery Terms:**

- Development Keys are available for D&B Direct Plus upon delivery of service
- Delivery details shall be as specified in a requirements document agreed between the parties (which may be via email)

**SERVICE NAME: API Professional Services**

SERVICE START DATE:

SERVICE END DATE:

EXPIRATION OPTION:

Service Termination

**Delivery:**

- API delivery via D&B Direct Plus: New D&B Direct Plus Implementation
  - API Advisory Services are required for the first Contract Term of any new D&B Direct Plus API implementation and are not available for any subsequent Contract Terms
    - Included API Advisory Service hours: 20 (Contract Term 1 only; see Appendix API Standard Implementation Statement of Work for additional details)
    - Additional hours can be purchased for \$250 per hour

**LICENSE TERMS**

Initial Term of License: 9/30/2020 - 9/29/2021

Each period specified herein, beginning with the applicable Service Start Date(s) and ending with the applicable Service End Date(s), is referred to as a "Contract Term" (or individually as "Contract Term 1", "Contract Term 2", etc., as applicable).

**INVESTMENT****Currency: USD**

Contract Term 1	\$
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**PAYMENT INFORMATION**

Payment Terms:	Pending
Payment Method:	Pending
Shipping and sales taxes will be billed to the Customer as applicable.	

**TERMS & CONDITIONS**

This Order is placed by Customer with Dun & Bradstreet, Inc. ("D&B"), pursuant to the General Terms & Conditions (hereinafter referred to as the "Governing Terms") available at:

Also available at: [www.dnb.com/generalterms](http://www.dnb.com/generalterms)

The Services under this Order may only be used by Customer in the United States to support its U.S. business.

**TERMS & CONDITIONS - D&B for Finance**

Customer is licensed to use the Services solely for the Use(s) identified within the Product Description. Customer has unlimited access to the licensed Data Blocks for all Entities included within the universe of Records Under Management. Additional use cases, entitlements, capabilities and/or data not explicitly granted herein shall require execution of a Change Order between D&B and Customer.

Customer may not share D&B Data Blocks with third party data onboarding companies for the purpose of matching to digital identifiers for online advertising or targeting, as this is a separate D&B offering.

Any unused amounts associated with the Services or carryovers from previous agreements will not be carried over or credited to current or subsequent Contract Terms.

**DEFINITIONS:**

"Entity" - an Entity refers to a unique DUNS Numbered business for which content from any of the licensed D&B

Data Blocks is accessed. Pricing for the Services is based on the total number of unique Entities.

“Analytical Use” means data may be used for analytical purposes only, and not for any commercial use.

“Domain Use” means data may be used for commercial purposes within the domain(s) within which the content is licensed. Domain Use includes Analytical Use.

“Domain Master Data Use” means data may be used to enable the mastering of Customer’s data within a defined domain, and may also be used for commercial purposes within the domain(s) within which the content is licensed. Domain Master Data Use includes Analytical Use.

“Enterprise Master Data Use” means data may be used to enable the mastering of Customer’s data across all domains, and may also be used for commercial purposes in Customer applications across all domains. Enterprise Master Data Use includes Analytical Use.

A listing of the data elements contained in each D&B Data Block is available upon request.

#### D&B DIRECT PLUS - TERMS & CONDITIONS

1. Customer has access to data at a rate of up to 5 Queries Per Second. Customer shall not perform or permit bulk/batch loads using any Software unless it has received D&B's prior written approval. D&B reserves the right to limit the volume of inquiries placed at any time. Customer also shall not robotically or otherwise automatically harvest data through any Software.
2. Customer agrees that it will upgrade its hardware and/or software, at its own expense, in order to maintain compatibility with Service modifications which are made from time to time. Customer will cooperate with and provide all necessary information and resources to assist D&B in providing the Service to Customer.

DEVELOPMENT KEY LICENSE: All D&B Direct Plus Terms and Conditions are applicable to the Development Key license. In addition, the following Terms and Conditions apply:

1. The Development API Key may only be used by Customer for the internal purpose of familiarizing itself with the Services, for development and testing, and to understand its uses and applications. Customer may not make any commercial use of such Services whatsoever.
2. Customer has access to up to 1,000 Calls per week, in aggregate, across all capability and content selected above, including no more than 100 Scores if selected herein.

#### ADDRESS INFORMATION

Product Name	Ship To	Bill To	Contract Admin
API Professional Services			

#### ADDRESS INFORMATION

Product Name	Ship To	Bill To	Contract Admin
D&B for Finance			

#### SALES EXECUTIVE DETAILS

Name: Michelle Scagliotti	
Telephone #:	Email: probstj@dnb.com



## API Standard Implementation Statement of Work

### **Statement of Work:**

This Statement of Work (SOW) details the work effort, requirements and expectations that will be adhered to during Advisory and Implementation Services.

### **Start Date:**

Within 30 Days of Effective Date of Order.

### **Deliverables:**

- The purpose of these Services is to advise on or support Customer's API Implementation.
- D&B will provide up to 20 hours of support across the following types of optional Services over a period of 90 days, commencing upon the Start Date:
  - Architectural & requirements review – typically a 1-2 hour call between Customer and D&B to review architectural & requirements document prepared by Customer.
  - Design, code and QA review – calls between Customer and D&B, as needed according to Customer's project schedule, once scope is confirmed.
  - API integration sample code and developer assistance – sample code is available at [developer.dnb.com](http://developer.dnb.com) for customer download.
  - API documentation review and walkthroughs – typically a 1 hour call between Customer and D&B to review documentation and answer questions.
  - Engineering Training on API products – D&B is available upon request to assist and answer questions related to D&B API products.

### **Project Overview:**

Customer Requirements
<p><b><i>Customer is responsible for the following:</i></b></p> <ul style="list-style-type: none"><li>○ Project management and the management of Customer resources during implementation.</li><li>○ Provision of resources for project planning, work sessions and review meetings.</li><li>○ Provision of resources, documentation, data and/or environments required to complete Deliverables as outlined in this Statement of Work.</li></ul>

### **Changes to Statement of Work:**

Any changes to the Deliverables defined in this Statement of Work must be mutually agreed to in writing by the parties and may result in additional charges.

### **Required Consent:**

Customer is responsible for promptly obtaining and providing to D&B all Required Consents necessary for D&B to provide the Services described in this Statement of Work. A Required Consent means any consents or approvals required to give D&B and its subcontractors the right or license to access, use and/or modify (including creating derivative works) the hardware, software, firmware or other products Customer uses, without infringing the ownership or license rights (including patent and copyright) of the providers or owners of such products.

**D&B Email IQ – Access Free Data In Your Inbox**

Transform your inbox into a powerful sales intelligence tool. D&B Email IQ is a free email plugin to access company and contact data in your email inbox. Currently available for Microsoft Outlook and planned to be available for other email providers, including Google. The application can be installed self-service at <https://www.dnb.com/Email-IQ-Download>. For more information, please visit <https://www.dnb.com/products/marketing-sales/dnb-email-iq.html>

This Order is placed by Customer with Dun & Bradstreet, Inc. (“D&B”) pursuant to the General Terms & Conditions (hereinafter referred to as the “Governing Terms”) available at: [www.dnb.com/generalterms](http://www.dnb.com/generalterms).

The Services hereunder may only be used by Customer in the United States to support its U.S. business.

The Effective Date of the Order will be the latter of the Effective Date noted herein or the date the User ID is issued.

**Order #:**  
**Effective Date:**

**Customer Name:**

**Customer D-U-N-S® Number:**

**Subscriber #:**

**Product Description**

**D&B Hoovers Explore**

Number of Seats:

Includes: 5,000 Company and 5,000 Contact Exports per seat

Number of Additional Company Exports for acquisition:

Number of Additional Contact Exports for acquisition:

**D&B Hoovers Select**

Number of Seats:

Includes: 5,000 Company and 5,000 Contact Exports per seat

Number of Additional Company Exports for acquisition:

Number of Additional Contact Exports for acquisition:

Includes: CRM Connector

CRM Platform: Select

CRM Org ID:

Sandbox Org ID:

Unique name (MSFT):

Includes: Marketing Automation Connector

Marketing Automation System: Select

Technology Insights

Precision Research

D&B Buyer Intent Data: Select

Number of Models:

Includes: Buyer Intent implementation for Contract Term 1 only of any new Buyer Intent implementation and not available for any subsequent Contract Terms. See Appendix A for additional details.

Includes: D&B to provide Buyer Intent Data based on a list of Customer-defined keywords on a weekly basis, per model, into Customer’s D&B Hoovers instance

Buyer Intent Flat File

Buyer Intent Model Rebuild Services are provided once per Contract Term for all Contract Terms subsequent to the initial Contract Term of a Buyer Intent Data integration. See Appendix A for additional details.

**INITIAL TERM OF LICENSE: Months**

Each period, the duration of which is set forth herein, is a "Contract Term." Contract Term begins on the Effective Date unless otherwise stated herein.

Product / Item Name	Contract Term 1	Contract Term 2	Contract Term 3	Grand Total
<b>D&amp;B Hoovers</b>	Months	Months	Months	
Contract Term Subtotal	\$	\$	\$	
<b>D&amp;B Buyer Intent Implementation - Contract Term 1</b>	Months	N/A	N/A	
Contract Term 1 Only Services Subtotal	\$	N/A	N/A	
<b>Contract Term Total:</b>	\$	\$	\$	\$

**Payment Information**

Payment Terms: Select Payment Term	Payment Method: Pay by Credit/Debit Card
Shipping and sales taxes will be billed to the Customer as applicable.	

**AGREED TO BY:**

<b>CUSTOMER</b>	<b>DUN &amp; BRADSTREET, INC.</b>
Authorized Signature: _____	Authorized Signature: _____
Name (Please Print):	Name (Please Print):
Title:	Title:
Date:	Date:
Email:	Email:

**Account Rep Details**

RM Name:	
RM Email:	RM Telephone #:
<b>Customer Admin:</b>	<b>Customer Admin Email:</b>
<b>Billing Address:</b>	<b>Shipping Address:</b>
Attention:	Attention:
Address 1:	Address 1:
Address 2:	Address 2:
City:	City:
State:	State:
Zip:	Zip:
Telephone:	Telephone:
Fax:	Fax:

**Additional Terms & Conditions**

**CRM & MARKETING AUTOMATION CONNECTORS:** CRM and Marketing Automation Connectors are included with D&B Hoovers Focus and Predict subscriptions. The CRM and Marketing Automation Connectors provide inbound processing of records (up to the maximum records allowed per the Service) during the Term of this Order. D&B shall provide access to one CRM and/or one Marketing Automation Connector supported by Dun & Bradstreet upon request of Customer. If the customer chooses to move from a standalone subscription to a CRM subscription, D&B shall provide 30 days of dual access to allow for a smooth transition.

**D&B HOOVERS SERVICES TERMS & CONDITIONS:** Use of Service: D&B shall issue to Customer a confidential access code assigned to Customer (“Customer Account ID”) for authorized use and access to the Services by a user. Customer may provide the Customer Account ID to its employees, up to the quantity of Seat(s) licensed hereunder (each, an “Authorized User”). A “User ID” means the unique and distinctive “log-on” identifier selected by an Authorized User that is used in conjunction with a user selected password that enables authorized access to the Services. Each individual Authorized User represents one Seat, regardless of whether the individual is actively using the Service at any given time. No User ID sharing is permitted except in the event of a transition of responsibilities from a current authorized individual to his or her replacement, which shall be no longer than thirty (30) days. Information accessed through the Services may not be shared outside of the licensed seat population. Users shall not copy, download, upload or in any other way reproduce Information to create a master data management solution. Included Company and Contacts exports not to exceed 10,000,000 each.

Systematic access or extraction of content from the Service, outside of the features provided within the Service to perform such extraction, including the use of data scraping programs such as "bots" or "spiders," is prohibited.

**100% HARD BOUNCE CONTACT REPLACEMENT GUARANTEE:** D&B will replace contact credits for any contact sourced from the Service which has an undeliverable email address provided that, no more than once a quarter, Customer submits the bounce report and list of email addresses to D&B at <https://support.dnb.com/> D&B will then credit Customer's account an equal number of credits. Credits for undeliverable emails during the final three months of a particular Contract Term will only be carried over to the Contract Term immediately following such Contract Term, if any.

Unused Records at the end of the Contract Terms are forfeited and may not be carried over to subsequent Contract Terms.

If Customer selects Buyer Intent Data Models, Customer agrees to provide a minimum of 75 key phrases for D&B to build custom model for Intent. Model creation will begin upon receipt of key phrases. Buyer Intent Data models are defined in the initial Contract Term.

DRAFT

**D&B Digital Professional Services  
Statement of Work  
(Buyer Intent Implementation - New)**

**Statement of Work:**

This Statement of Work (SOW) details the deliverables, requirements and expectations that will be adhered to during the onboarding of digital audiences from D&B Buyer Intent Data.

**Deliverables: One-Time Services**

**Onboarding and Setup**

D&B will work with Customer to operationalize the use of buyer intent data. Specific tasks include:

- Advise on best practices for optimizing key phrases for all intent models under contract.
- Create buyer intent models that utilize the defined key phrases to score accounts based on two dimensions: intent score and buying score.

**Deliverables: Recurring Services**

**Model Rebuild**

If the “Buyer Intent Model Rebuild Service” option is selected on the Order Form, D&B will rebuild the buyer intent model(s) once per contract term. Tasks include:

- Work with Customer to update the key phrases for all intent models under contract.
- Create updated buyer intent models that utilize the refreshed key phrases.

**D&B Roles and Responsibilities**

D&B will ensure the following project roles are filled during the configuration phase:

Role	Key Responsibilities
Solution Configurator	<ul style="list-style-type: none"><li>• Serve as main day-to-day contact during the implementation</li><li>• Advise on best practices on key phrases</li></ul>

**Customer Roles and Responsibilities**

Customer will ensure the following project roles are filled during the configuration phase:

Role	Key Responsibilities
Digital Marketing Lead	<ul style="list-style-type: none"><li>• Serve as day-to-day contact for D&amp;B throughout the onboarding process and provide required information for model creation</li></ul>

**Project Management Control Procedures:**

During the course of the project, the project team may identify changes to the requirements that affect the project plan. Some changes may be minor, cause no delay, and introduce no additional risk to the project. In such cases, the changes will be accommodated within the scope of the project. Other changes may take the form of significant modifications to the scope and require a formal Change Control process be followed.

A formal Change Control process is initiated with the completion of a Project Change Order by either Customer or D&B. The Project Change Order describes in detail the requested change.

D&B will evaluate the potential impact of the change on the project deliverables, timeline, and budget and will report the impact to Customer. Customer will determine whether or not they wish to authorize the change order and the associated additional expense. Upon approval, the work will be assigned and scheduled and the project deliverables, timelines, and budget revised.

**D&B Digital Professional Services**  
**Statement of Work**  
(Buyer Intent Model Rebuild)

**Statement of Work:**

This Statement of Work (SOW) details the deliverables, requirements and expectations that will be adhered to during the onboarding of digital audiences from D&B Buyer Intent Data.

**Deliverables: Recurring Services**

**Model Rebuild**

If the “Buyer Intent Model Rebuild Service” option is selected on the Order Form, D&B will rebuild the buyer intent model(s) once per contract term. Tasks include:

- Work with Customer to update the key phrases for all intent models under contract.
- Create updated buyer intent models that utilize the refreshed key phrases.

**D&B Roles and Responsibilities**

D&B will ensure the following project roles are filled during the configuration phase:

Role	Key Responsibilities
Solution Configurator	<ul style="list-style-type: none"><li>• Serve as main day-to-day contact during the implementation</li><li>• Advise on best practices on key phrases</li></ul>

**Customer Roles and Responsibilities**

Customer will ensure the following project roles are filled during the configuration phase:

Role	Key Responsibilities
Digital Marketing Lead	<ul style="list-style-type: none"><li>• Serve as day-to-day contact for D&amp;B throughout the onboarding process and provide required information for model creation</li></ul>

**Project Management Control Procedures:**

During the course of the project, the project team may identify changes to the requirements that affect the project plan. Some changes may be minor, cause no delay, and introduce no additional risk to the project. In such cases, the changes will be accommodated within the scope of the project. Other changes may take the form of significant modifications to the scope and require a formal Change Control process be followed.

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D&B will evaluate the potential impact of the change on the project deliverables, timeline, and budget and will report the impact to Customer. Customer will determine whether or not they wish to authorize the change order and the associated additional expense. Upon approval, the work will be assigned and scheduled and the project deliverables, timelines, and budget revised.



**FULLY EXECUTED - CHANGE 1**

Contract Number: 4400024096

Original Contract Effective Date: 05/03/2021

Valid From: 06/01/2021 To: 05/31/2024

All using Agencies of the Commonwealth, Participating Political Subdivision, Authorities, Private Colleges and Universities

**Purchasing Agent**

Name: Trevenen Peggy

Phone: 717-703-2943

Fax: 717-214-9505

Your SAP Vendor Number with us: 116384

**Supplier Name/Address:**

DUN & BRADSTREET  
DUN & BRADSTREET INC  
3 SYLVAN WAY FL 1 E  
PARSIPPANY NJ 07054-3805 US

Supplier Phone Number: 973-605-6399

**Please Deliver To:**

To be determined at the time of the Purchase Order unless specified below.

**Contract Name:**

Business Financial Reporting

**Payment Terms**

NET 30

Solicitation No.:

Issuance Date:

Supplier Bid or Proposal No. (if applicable):

Solicitation Submission Date:

This contract is comprised of: The above referenced Solicitation, the Supplier's Bid or Proposal, and any documents attached to this Contract or incorporated by reference.

Item	Material/Service Desc	Qty	UOM	Price	Per Unit	Total
1	Business Financial Reporting Services	0.000	Each	0.00	1	0.00

**General Requirements for all Items:**

**Information:**

Supplier's Signature \_\_\_\_\_

Title \_\_\_\_\_

Printed Name \_\_\_\_\_

Date \_\_\_\_\_



**FULLY EXECUTED - CHANGE 1**  
Contract Number: 4400024096  
Original Contract Effective Date: 05/03/2021  
Valid From: 06/01/2021 To: 05/31/2024

**Supplier Name:**  
DUN & BRADSTREET

**Header Text**

CO#1- Added Cyber security risk product. CZ 7.6.2021

Business Financial Reporting Services  
3 year contract with 2, 1 year renewals.

This Contract will cover the requirements to provide Commonwealth agencies with market research and business intelligence information. The Pennsylvania Department of General Services ("DGS") is seeking qualified Suppliers with the technology and experience in providing commercial information and insight on businesses, which allows customers to make information-based business decisions. The Awarded Supplier(s) must be able to supply On-Line, Report, and/or Subscription services, which may include, but not limited to, Business Reports, Company Reports, Country Reports, Commodity Reports, Industry Standards, Economic Reports, Price Indexes etc. The market research and business intelligence should provide descriptions of markets, business trends, current conditions and forecasts and should provide quantitative and qualitative research on topics required. Reporting should include details on industries, technologies, and companies, as well as population demographics and country profiles.

On March 19, 2020, the Governor's Office issued a General Purchasing Ban to limit spending of goods or services that are not critical to operations. The agency has determined through its internal approval process that this contract is absolutely critical to operations and the purchase does not violate the Governor's General Purchasing Ban. Additionally, the issuing agency conducted due diligence before issuing a solicitation via positive vendor affirmation and determined that there was sufficient competition due to the prevalence of teleworking allowing a preponderance of suppliers to have access to respond to the solicitation. The phased reopening of counties across the Commonwealth also allowed suppliers to respond to the solicitation in advance of execution of this Contract and work initiation dates. However, this does not alleviate agency responsibility to request approval to issue purchase orders against this Contract.

Supplier POC:  
Kellee Osborne-Kloppel  
D&B Public Sector  
osbornek@dnb.com

No further information for this Contract

**Information:**





**FULLY EXECUTED**  
Contract Number: 4400024096  
Original Contract Effective Date: 05/03/2021  
Valid From: 06/01/2021 To: 05/31/2024

All using Agencies of the Commonwealth, Participating Political  
Subdivision, Authorities, Private Colleges and Universities

**Purchasing Agent**

Name: Zelinski Crystal  
Phone: 717-346-8112  
Fax: 717-783-6241

Your SAP Vendor Number with us: 116384

**Supplier Name/Address:**  
DUN & BRADSTREET  
DUN & BRADSTREET INC  
3 SYLVAN WAY FL 1 E  
PARSIPPANY NJ 07054-3805 US

Supplier Phone Number: 973-605-6399

**Please Deliver To:**

To be determined at  
the time of the Purchase Order  
unless specified below.

**Contract Name:**  
Business Financial Reporting

**Payment Terms**  
NET 30

Solicitation No.: \_\_\_\_\_ Issuance Date: \_\_\_\_\_  
Supplier Bid or Proposal No. (if applicable): \_\_\_\_\_ Solicitation Submission Date: \_\_\_\_\_

This contract is comprised of: The above referenced Solicitation, the Supplier's Bid or Proposal, and any documents attached to this Contract or incorporated by reference.

Item	Material/Service Desc	Qty	UOM	Price	Per Unit	Total
1	Business Financial Reporting Services	0.000	Each	0.00	1	0.00

**General Requirements for all Items:**

**Information:**

Supplier's Signature \_\_\_\_\_  
Printed Name \_\_\_\_\_

Title \_\_\_\_\_  
Date \_\_\_\_\_



**FULLY EXECUTED**  
Contract Number: 4400024096  
Original Contract Effective Date: 05/03/2021  
Valid From: 06/01/2021 To: 05/31/2024

**Supplier Name:**  
DUN & BRADSTREET

**Header Text**

Business Financial Reporting Services  
3 year contract with 2, 1 year renewals.

This Contract will cover the requirements to provide Commonwealth agencies with market research and business intelligence information. The Pennsylvania Department of General Services ("DGS") is seeking qualified Suppliers with the technology and experience in providing commercial information and insight on businesses, which allows customers to make information-based business decisions. The Awarded Supplier(s) must be able to supply On-Line, Report, and/or Subscription services, which may include, but not limited to, Business Reports, Company Reports, Country Reports, Commodity Reports, Industry Standards, Economic Reports, Price Indexes etc. The market research and business intelligence should provide descriptions of markets, business trends, current conditions and forecasts and should provide quantitative and qualitative research on topics required. Reporting should include details on industries, technologies, and companies, as well as population demographics and country profiles.

On March 19, 2020, the Governor's Office issued a General Purchasing Ban to limit spending of goods or services that are not critical to operations. The agency has determined through its internal approval process that this contract is absolutely critical to operations and the purchase does not violate the Governor's General Purchasing Ban. Additionally, the issuing agency conducted due diligence before issuing a solicitation via positive vendor affirmation and determined that there was sufficient competition due to the prevalence of teleworking allowing a preponderance of suppliers to have access to respond to the solicitation. The phased reopening of counties across the Commonwealth also allowed suppliers to respond to the solicitation in advance of execution of this Contract and work initiation dates. However, this does not alleviate agency responsibility to request approval to issue purchase orders against this Contract.

Supplier POC:  
Kellee Osborne-Kloppel  
D&B Public Sector  
osbornek@dnb.com  
No further information for this Contract

**Information:**



<b>TABLE OF CONTENTS</b>	<b>PAGE NUMBER</b>
D&B Public Sector Solution Overview	3
Price Guide	7
DNBi / D&B Finance Solutions	10
D&B Risk Monitoring Services	17
D&B Supply Risk Solutions (SRM) Solutions	23
D&B Sales & Marketing Solutions	26
Single elements	43
Single elements Max Prices	58
Data Suites	60
Data Suites Max Prices	73
WorldBase Marketing Records & Solutions	74
Optimizer (match)	79
D&B Integration Manager (IM)	85
D&B Integration Batch (DIB)	91
Data Blocks Overview	92
Data Blocks (Sales & Marketing; 3rd Party Risk Insights)	93
Data Blocks (Company Entity Resolution, Company Information & Company Financials)	94
Data Blocks (Company News, Diversity Insights & Filings and Events)	95
Data Blocks (Financial Risk Insights)	96
Data Blocks (Hierarchies and Connections; Industry Profile)	97
Data Blocks (Ownership Insights; Payment Insights)	98
Data Blocks (Principals and Contacts; Inquiry Insights)	99
Direct +	100
D&B Onboard	101
D&B EconoVue	104
D&B Hoovers	106
Sales & Marketing Analytics – Custom Marketing Models	109
Archive Data (CSAD & SMAD)	114
Technical Account Management / Premium Support	115
Material Change	116
Supply Management Solutions (SMS)	117
Debarment Process	120
Market Insight	122
Appendix – Master Agreement; Order Forms	124

# **D&B Public Sector Solution Overview**

## **D&B: A Corporate Profile**

D&B (NYSE:DNB) is the world's leading source of commercial information and insight on businesses, enabling companies and government entities to Decide with Confidence for over 180 years. D&B's global commercial database contains more than 400 million business records and is perpetually maintained and enhanced by D&B's proprietary DUNSRIGHT Quality Process. D&B data provides our commercial and public sector customers with the quality business intelligence they rely on to make critical business decisions, and to improve process and operations worldwide.

Founded in 1841, and headquartered in Short Hills, NJ, D&B directly employs over 4,000 associates worldwide, and maintains a World Wide Network of business and information partners to provide information coverage on over 190 countries. To help ensure the accuracy and completeness of our information, we use sophisticated data collection tools and update our database over 5 million times a day.

Our exclusive nine-digit D&B D-U-N-S® Number, assigned to each business location in our global database, is widely used as a tool for identifying, organizing and consolidating information about businesses. Companies and government agencies worldwide use it to link information about suppliers, customers and trading partners; business taxpayers, regulated business entities, contractors and vendors, providing them a more complete picture of the business entities with whom they deal.

## **D&B Public Sector Solutions**

For over 30 years D&B has supported and assisted Federal, State and local government departments and agencies in the mission critical areas of Data Management, financial Oversight, Homeland Security, Acquisition Management, Law Enforcement/Intelligence and Regulatory compliance. Based in Arlington, VA, just outside of Washington D.C., D&B's Government Solutions division has over 70 government-dedicated team members, physically located in nine states nationwide and supported by the technology and information powerhouse that is the D&B Corporation. All 15 Federal Cabinet-level departments and all states rely on D&B as a trusted partner to make confident business and operational decisions, as well as for support in the information, analysis and governmental planning processes.

# Make Confident Decisions that Drive Business Performance

*Put the world's most comprehensive commercial data and insights to work. Your agency's performance depends on it.*

The nature of business risk is shifting and expanding on an almost daily basis, and the responsibilities of finance leaders are increasing. They are asked to do more with less. But, human minds alone are no longer a match for risk. Neither are machines alone. The two must work together. For government leaders in particular, the promises of new developments in machine learning, technology, predictive analytics, and automation seem endless. Government leaders need to integrate the best of human and machine intelligence to improve their business performance—with a foundation of the right data and insights.

## THE POWER OF THE DUN & BRADSTREET DATA CLOUD FOR FINANCE TEAMS

The Dun & Bradstreet Data Cloud offers the world's most comprehensive business data and analytical insights to power

today's most crucial business needs for government leaders. Our Data Cloud includes the world's largest trade payment network, and insights on over 400 million businesses. Insights include analytical scores relating to risk and fraud, as well as information on how companies are connected, such as through legal entities or other connections. We continually monitor our data for change, verify that change, then update the Data Cloud accordingly.

This unparalleled depth and breadth of business information provides a unique lens into the business activity and associations that can help inform more confident and timely decisions about risk, create efficiency, and help government achieve its mission.

<p><b>400M+ BUSINESS RECORDS</b></p>  <p><b>WORLD'S MOST COMPREHENSIVE BUSINESS DATA &amp; INSIGHTS</b></p>	<p><b>WORLD'S LARGEST COMMERCIAL TRADE PAYMENT NETWORK</b></p>  <ul style="list-style-type: none"> <li>200M+ Unique Global Payment Experiences</li> <li>2x Trade Payment Experiences of Competitors</li> </ul>	<p><b>1.3 BILLION MATCH POINTS</b></p> 
<p><b>EXPANSIVE SMALL BUSINESS DATA</b></p> <p>~80% companies in the Data Cloud globally have fewer than 11 employees</p>	<p><b>RESULTS THAT WORK</b></p> <p>7 Days Reduced DSO* for Workflows Leveraging Predictive Analytics</p> <p>50% Auto Approval Rate*</p>	<p><b>90%</b> </p> <p><b>OF THE FORTUNE 500, and companies of all sizes around the world, rely on Dun &amp; Bradstreet to help grow and protect their business</b></p>
<p> <b>THE WORLD'S LEADING SOURCE OF HIERARCHY &amp; LINKAGE</b></p>		<p><b>2 BILLION</b></p>  <p><b>YEARLY UPDATES</b> to our global trade data (the largest in the world)</p>

Our commitment to help government agencies with their mission means that we continually invest in the power of our [Data Cloud](#). We combine the best of human and machine intelligence to analyze and monitor opportunities to extend and enhance our Data Cloud, investing more in our Data Cloud than several of our leading competitors make in revenue in a given year. Some specific areas of Data Cloud strength include:



## THE WORLD'S LARGEST COMMERCIAL TRADE PAYMENT NETWORK

Our customers benefit from the world's largest commercial trade payment network—with over 200 million trade payment experiences in our Data Cloud, updated 2 billion times a year. Our cross-border World Wide Network trade partnership allows us to collect and share data in 55 markets, covering 190 countries. We cover 128 detailed trade variables and 10 years' worth of credit score history.



## HIERARCHIES AND LINKAGE

Hierarchies help you understand how your customers are linked. Knowing the majority ownership relationship between two or more business entities is critical to understanding corporate exposure and uncovering untapped growth potential.



## DUNSRight® QUALITY PROCESS

Our ability to turn an enormous stream of data into high quality business information is part of our legacy that extends almost two centuries. The foundation of DUNSRight is data governance, which includes thousands of separate automated checks, plus many manual ones, to ensure that data in the Dun & Bradstreet Data Cloud meets our standards. Once the DUNSRight process is complete, any given entity has a Live Business Identity which is kept current through our continual monitoring of business activity.



## INDUSTRY-LEADING RISK MONITORING & ALERTS

Dun & Bradstreet has a dedicated team of US and UK-based fraud examiners who monitor current events and public filings to issue Severe Risk Alerts. These special investigators update the Dun & Bradstreet Data Cloud with noteworthy signals of business deterioration that may impact risk. We also use powerful artificial intelligence to provide ongoing updates to our Data Cloud to complement our risk monitoring.



## COMPREHENSIVE SMALL BUSINESS COVERAGE

Nearly 80% of Dun & Bradstreet's Data Cloud consists of companies with fewer than 11 employees. We have the most comprehensive coverage of small, private businesses.



## GLOBAL, COMPREHENSIVE BUSINESS COVERAGE

We offer coverage of 220 markets globally. Dun & Bradstreet's Worldwide Network is an unrivalled alliance of leading business information providers across the globe.



## PROPRIETARY ANALYTICS & SCORES FOR PROFOUND BUSINESS INSIGHTS

With a world-class team of data scientists and analysts, we illuminate the path to growth and uncover business risks through unique, global scores. We're well-known for the Descriptive, Prescriptive and Predictive analytics that are provided as part of most of our software solutions and are also available stand-alone.



## ARCHIVE DATA

Our Data Cloud is unique in that it contains a vast amount of archive—or historical—data. Archive data harmonizes information on businesses across the globe and enables the development of robust global predictive and prescriptive models with greater precision.



### **LAWSUITS & FINANCIAL STATEMENTS**

Dun & Bradstreet is the leading provider of private company financial statements, bankruptcies, judgments, and lawsuits. We offer financial statements on both public and private companies.

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### **DUN & BRADSTREET IS ONE OF FOUR SBFE-CERTIFIED VENDORS**

We were the first Certified Vendor of the Small Business Financial Exchange (SBFE)®, a business data exchange governed by the small business lending industry. Dun & Bradstreet combines SBFE data with our proprietary data to provide innovative analytic solutions—such as D&B® SBRI (Small Business Risk Insight)— that help financial institutions across the credit lifecycle.

---



### **TRUSTED FOR OVER 180 YEARS**

We are trusted by over 90% of the Fortune 500, and companies of all sizes around the world.



# D&B Pricing Guide

The purpose of this Pricing Guide is to provide a comprehensive listing of all D&B products, services and pricing available to Commonwealth of Pennsylvania Agencies through Commonwealth of Pennsylvania.

This Guide contains four sections:

- D&B Finance Analytics (DNBi)
- D&B Risk Monitoring Services
- D&B Third Party Risk and Compliance Solutions (Supplier Risk Manager)
- D&B Sales & Marketing Solutions

***NOTE: Pricing in the Price Guide is commercial list price. Commonwealth of Pennsylvania agencies procuring via this schedule will receive a 2% discount off of commercial list price. Supplier Risk Manager is excluded from the 2% discount as it is already discounted for state agencies.***

If the products or services you require are not listed, please contact Jason Probst, Client Director, at 610-882-6154 or Michelle Derr, Account Consultant, at 610-882-7148 / [derrm@dnb.com](mailto:derrm@dnb.com).

D&B's web-based subscription service that offers unprecedented access to D&B's global database. DNBI / Finance Analytics will support Commonwealth of Pennsylvania Agencies by providing access to information to enhance:

**Commonwealth Departments that would benefit from these services:**

- Contracts, Purchasing and Procurement / Vendor Responsibility Determinations
- Law Enforcement, Intelligence and Counter-Terrorism
- Inspectors' General
- Economic Development for review of loans and grants applications
- Workforce Development for Business Engagement
- Tax and Revenue Collections

**Benefits:**

- DNBI / Finance Analytics Live Report - D&B's most in-depth report
  - Modeled after D&B's Comprehensive Report but with more data and insight
  - Corporate Family Tree Graphical Display with Risk
  - More in-depth financial ratios
  - Ability to upload vendor / company financials
  - Ability to create notes and audit trail
- Integrated Alert Services to provide tracking and monitoring on accounts that matter most to you
- Customized dashboard views to monitor your entire portfolio in one screen
- Ability to save snapshots – date and time stamp reports ordered for audit trails
- Ability to work collaboratively with other colleagues – create workspaces to share notes on common accounts, groups or vendors
- Interactive Family Tree - allows users to view - graphically and interactively - entire corporate family trees.
- Also included as part of the DNBI / Finance Analytics service **at no additional cost** are:
  - Integrated Alerts
  - Customized dashboard views
  - Report Snapshots
  - Ability to work collaboratively with other colleagues
  - Interactive family tree

**DNBI / D&B Finance Analytics Key Features and Benefits**

**I. Get the Most Up-To-Date Information Available**

DNBI/D&B Finance Analytics provides the most complete and up-to-date information D&B has on the millions of businesses in the DUNSRight™ database every time you view information on a company, to ensure users have the information they need to make a confident analysis or decision. Users no longer need to select static reports to get the latest business information.

**II. Monitor What's Important**

The Dashboard provides a quick way to monitor companies that are most important, displaying an overview of portfolio's current portfolio risk, trends in business portfolio risk, and the top 10 riskiest companies in a business file. From the Dashboard, users are no more than two clicks away from detailed information on businesses.

**III. Analyze Total Risk Exposure**

D&B is the most reliable source of information on millions of businesses worldwide. The D-U-N-S Number, a nine-digit business identification number, tracks corporate family relationships across the 400 million companies in the D&B Global Database allowing state agencies to investigate the total risk within a corporate family.

DNBI/D&B Finance Analytics includes an interactive global family tree that allows users, researchers and analysts to understand the entire corporate family structure on an entity with a few simple key strokes. The D&B Family Tree can be used to:

- View related companies within the corporate family tree
- Understand your possible risk exposure across a corporate tree, to assess indirect risk
- Recognize the relationship between risk levels in one company and the rest of the organization
- Identify linked suppliers, employers or business taxpayers

IV. *Be Notified of Changes When They Occur*

The D&B database is updated 5 million times each day. To keep users up-to-date with the changes affecting the companies they do business with, DNBi / D&B Finance Analytics includes alert notifications on all companies / vendors in the portfolio. DNBi / D&B Finance Analytics will keep you up to date when changes occur that would cause you to revisit your decisions; giving you the early warning system you need to manage risk effectively. For example, alerts inform you when a company's Financial Stress Score/Failure Class (long-term risk) or Commercial Credit Score/Delinquency Class (short-term risk) changes; if a vendor is filing for bankruptcy; or if special events such as disbarment or criminal proceedings occur. The alerts are prominently displayed in DNBi / D&B Finance Analytics and can be emailed directly to you.

V. *Create and Organize Your Portfolio*

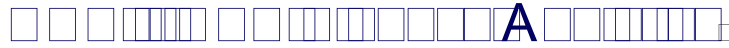
The DNBi / D&B Finance Analytics Portfolio gives you a holistic view of your portfolio, providing you with current statistics on all of the companies/vendors you have reviewed and filed. By using folders in DNBi / D&B Finance Analytics, you can categorize companies according to your own choosing. Folders allow you to group companies and track their risk as a group. For example, you might add folders for various commodities purchased, geographies covered, purchasing officers, dollar amount of award, critical projects, etc. You can create as many folders as you want and add as many companies as you want to each folder. For any folder you create, you can specify which users can view it, which roles can view it and whether users have read-only or read/write access to it.

VI. *Capture Company Snapshots*

DNBi / D&B Finance Analytics provides the most up to date DUNSRight™ information every time users perform a company/vendor/ bidder search or view a vendor that is being monitored in DNBi/D&B Finance Analytics. Snapshots allow users to save a —point in time archive of D&B data on a business. For example, if you make a decision to award a contract for a particular company, you can create a Snapshot of that company at time of award to document your decision. This provides you with an audit trail should the award be challenged or protested. Snapshots are saved in DNBi / D&B Finance Analytics and can be viewed and e-mailed any time, eliminating the need to print reports and save them in binders.

VII. *Enterprise Access Pricing Models*

At the appropriate time and when end user adaptation of the DNBi / D&B Finance Analytics service is deemed sufficient by both Pennsylvania and D&B, D&B is open to discussing enterprise access and pricing models that would further increase the ability for the Commonwealth to share information in an open and transparent manner – thereby mitigating vendor risk at a Commonwealth level not just an agency level.



Product/Service Description	Commercial List Price
Pricing is step down (i.e. records 1-49 priced first at x, then the next 49 priced at y, etc.)	
Overage charged at lowest tier committed (no step down for overage)	
DNBi / Finance Analytics (Records Under Management-RUM) North America; 1-49 records; Level 1	\$59.00
DNBi / Finance Analytics (Records Under Management-RUM) North America; 50-99 records; Level 1	\$26.55
DNBi / Finance Analytics (Records Under Management-RUM) North America; 100-249 records; Level 1	\$20.65
DNBi / Finance Analytics (Records Under Management-RUM) North America; 250-749 records; Level 1	\$17.70
DNBi / Finance Analytics (Records Under Management-RUM) North America; 750-2,499 records; Level 1	\$12.98
DNBi / Finance Analytics (Records Under Management-RUM) North America; 2,500-4,999 records; Level 1	\$11.80
DNBi / Finance Analytics (Records Under Management-RUM) North America; 5,000-9,999 records; Level 1	\$7.67
DNBi / Finance Analytics (Records Under Management-RUM) North America; 10,000-24,999 records; Level 1	\$7.38
DNBi / Finance Analytics (Records Under Management-RUM) North America; 25,000-49,999 records; Level 1	\$4.72
DNBi / Finance Analytics (Records Under Management-RUM) North America; 50,000-74,999 records; Level 1	\$4.57
DNBi / Finance Analytics (Records Under Management-RUM) North America; 75,000-99,999 records; Level 1	\$3.84
DNBi / Finance Analytics (Records Under Management-RUM) North America; 100,000-199,999 records; Level 1	\$2.66
DNBi / Finance Analytics (Records Under Management-RUM) North America; 200,000+ records; Level 1	\$1.77
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 1-49 records; Level 1	\$47.20
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 50-99 records; Level 1	\$21.24
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 100-249 records; Level 1	\$16.52
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 250-749 records; Level 1	\$14.16
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 750-2,499 records; Level 1	\$10.38
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 2,500-4,999 records; Level 1	\$9.44
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 5,000-9,999 records; Level 1	\$6.14
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 10,000-24,999 records; Level 1	\$5.90
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 25,000-49,999 records; Level 1	\$3.78
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 50,000-74,999 records; Level 1	\$3.66
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 75,000-99,999 records; Level 1	\$3.07
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 100,000-199,999 records; Level 1	\$2.12
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 200,000+ records; Level 1	\$1.42
DNBi / Finance Analytics (Records Under Management-RUM) North America; 1-49 records; Level 2 (includes 10 hrs of professional service)	\$61.95
DNBi / Finance Analytics (Records Under Management-RUM) North America; 50-99 records; Level 2 (includes 10 hrs of professional service)	\$27.88
DNBi / Finance Analytics (Records Under Management-RUM) North America; 100-249 records; Level 2 (includes 10 hrs of professional service)	\$21.68
DNBi / Finance Analytics (Records Under Management-RUM) North America; 250-749 records; Level 2 (includes 10 hrs of professional service)	\$18.59
DNBi / Finance Analytics (Records Under Management-RUM) North America; 750-2,499 records; Level 2 (includes 10 hrs of professional service)	\$13.63
DNBi / Finance Analytics (Records Under Management-RUM) North America; 2,500-4,999 records; Level 2 (includes 10 hrs of professional service)	\$12.39
DNBi / Finance Analytics (Records Under Management-RUM) North America; 5,000-9,999 records; Level 2 (includes 10 hrs of professional service)	\$8.05
DNBi / Finance Analytics (Records Under Management-RUM) North America; 10,000-24,999 records; Level 2 (includes 10 hrs of professional service)	\$7.74
DNBi / Finance Analytics (Records Under Management-RUM) North America; 25,000-49,999 records; Level 2 (includes 10 hrs of professional service)	\$4.96
DNBi / Finance Analytics (Records Under Management-RUM) North America; 50,000-74,999 records; Level 2 (includes 10 hrs of professional service)	\$4.80
DNBi / Finance Analytics (Records Under Management-RUM) North America; 75,000-99,999 records; Level 2 (includes 10 hrs of professional service)	\$4.03

Product/Service Description	Commercial List Price
<p>Pricing is step down (i.e. records 1-49 priced first at x, then the next 49 priced at y, etc.)  Overage charged at lowest tier committed (no step down for overage)</p>	
DNBi / Finance Analytics (Records Under Management-RUM) North America; 100,000-199,999 records; Level 2 (includes 10 hrs of professional service)	\$2.79
DNBi / Finance Analytics (Records Under Management-RUM) North America; 200,000+ records; Level 2 (includes 10 hrs of professional service)	\$1.86
DNBi / Finance Analytics (Records Under Management-RUM) North America; 1-49 records; Level 3 (includes 10 hrs of professional service)	\$67.85
DNBi / Finance Analytics (Records Under Management-RUM) North America; 50-99 records; Level 3 (includes 10 hrs of professional service)	\$30.53
DNBi / Finance Analytics (Records Under Management-RUM) North America; 100-249 records; Level 3 (includes 10 hrs of professional service)	\$23.75
DNBi / Finance Analytics (Records Under Management-RUM) North America; 250-749 records; Level 3 (includes 10 hrs of professional service)	\$20.36
DNBi / Finance Analytics (Records Under Management-RUM) North America; 750-2,499 records; Level 3 (includes 10 hrs of professional service)	\$14.93
DNBi / Finance Analytics (Records Under Management-RUM) North America; 2,500-4,999 records; Level 3 (includes 10 hrs of professional service)	\$13.57
DNBi / Finance Analytics (Records Under Management-RUM) North America; 5,000-9,999 records; Level 3 (includes 10 hrs of professional service)	\$8.82
DNBi / Finance Analytics (Records Under Management-RUM) North America; 10,000-24,999 records; Level 3 (includes 10 hrs of professional service)	\$8.48
DNBi / Finance Analytics (Records Under Management-RUM) North America; 25,000-49,999 records; Level 3 (includes 10 hrs of professional service)	\$5.43
DNBi / Finance Analytics (Records Under Management-RUM) North America; 50,000-74,999 records; Level 3 (includes 10 hrs of professional service)	\$5.26
DNBi / Finance Analytics (Records Under Management-RUM) North America; 75,000-99,999 records; Level 3 (includes 10 hrs of professional service)	\$4.41
DNBi / Finance Analytics (Records Under Management-RUM) North America; 100,000-199,999 records; Level 3 (includes 10 hrs of professional service)	\$3.05
DNBi / Finance Analytics (Records Under Management-RUM) North America; 200,000+ records; Level 3 (includes 10 hrs of professional service)	\$2.04
DNBi / Finance Analytics (Records Under Management-RUM) North America; 1-49 records; Level 4 (includes 10 hrs of professional service)	\$66.38
DNBi / Finance Analytics (Records Under Management-RUM) North America; 50-99 records; Level 4 (includes 10 hrs of professional service)	\$29.87
DNBi / Finance Analytics (Records Under Management-RUM) North America; 100-249 records; Level 4 (includes 10 hrs of professional service)	\$23.23
DNBi / Finance Analytics (Records Under Management-RUM) North America; 250-749 records; Level 4 (includes 10 hrs of professional service)	\$19.91
DNBi / Finance Analytics (Records Under Management-RUM) North America; 750-2,499 records; Level 4 (includes 10 hrs of professional service)	\$14.60
DNBi / Finance Analytics (Records Under Management-RUM) North America; 2,500-4,999 records; Level 4 (includes 10 hrs of professional service)	\$13.28
DNBi / Finance Analytics (Records Under Management-RUM) North America; 5,000-9,999 records; Level 4 (includes 10 hrs of professional service)	\$8.63
DNBi / Finance Analytics (Records Under Management-RUM) North America; 10,000-24,999 records; Level 4 (includes 10 hrs of professional service)	\$8.30
DNBi / Finance Analytics (Records Under Management-RUM) North America; 25,000-49,999 records; Level 4 (includes 10 hrs of professional service)	\$5.31
DNBi / Finance Analytics (Records Under Management-RUM) North America; 50,000-74,999 records; Level 4 (includes 10 hrs of professional service)	\$5.14
DNBi / Finance Analytics (Records Under Management-RUM) North America; 75,000-99,999 records; Level 4 (includes 10 hrs of professional service)	\$4.31
DNBi / Finance Analytics (Records Under Management-RUM) North America; 100,000-199,999 records; Level 4 (includes 10 hrs of professional service)	\$2.99
DNBi / Finance Analytics (Records Under Management-RUM) North America; 200,000+ records; Level 4 (includes 10 hrs of professional service)	\$1.99
DNBi / Finance Analytics (Records Under Management-RUM) North America; 1-49 records; Level 5 (includes 10 hrs of professional service)	\$70.80
DNBi / Finance Analytics (Records Under Management-RUM) North America; 50-99 records; Level 5 (includes 10 hrs of professional service)	\$31.86
DNBi / Finance Analytics (Records Under Management-RUM) North America; 100-249 records; Level 5 (includes 10 hrs of professional service)	\$24.78

Product/Service Description	Commercial List Price
Pricing is step down (i.e. records 1-49 priced first at x, then the next 49 priced at y, etc.) Overage charged at lowest tier committed (no step down for overage)	
DNBi / Finance Analytics (Records Under Management-RUM) North America; 250-749 records; Level 5 (includes 10 hrs of professional service)	\$21.24
DNBi / Finance Analytics (Records Under Management-RUM) North America; 750-2,499 records; Level 5 (includes 10 hrs of professional service)	\$15.58
DNBi / Finance Analytics (Records Under Management-RUM) North America; 2,500-4,999 records; Level 5 (includes 10 hrs of professional service)	\$14.16
DNBi / Finance Analytics (Records Under Management-RUM) North America; 5,000-9,999 records; Level 5 (includes 10 hrs of professional service)	\$9.20
DNBi / Finance Analytics (Records Under Management-RUM) North America; 10,000-24,999 records; Level 5 (includes 10 hrs of professional service)	\$8.85
DNBi / Finance Analytics (Records Under Management-RUM) North America; 25,000-49,999 records; Level 5 (includes 10 hrs of professional service)	\$5.66
DNBi / Finance Analytics (Records Under Management-RUM) North America; 50,000-74,999 records; Level 5 (includes 10 hrs of professional service)	\$5.49
DNBi / Finance Analytics (Records Under Management-RUM) North America; 75,000-99,999 records; Level 5 (includes 10 hrs of professional service)	\$4.60
DNBi / Finance Analytics (Records Under Management-RUM) North America; 100,000-199,999 records; Level 5 (includes 10 hrs of professional service)	\$3.19
DNBi / Finance Analytics (Records Under Management-RUM) North America; 200,000+ records; Level 5 (includes 10 hrs of professional service)	\$2.12
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 1-24 records; Level 1	\$67.85
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 25-49 records; Level 1	\$61.07
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 50-99 records; Level 1	\$54.28
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 100-149 records; Level 1	\$50.89
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 150-249 records; Level 1	\$47.50
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 250-499 records; Level 1	\$45.12
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 500-999 records; Level 1	\$42.86
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 1,000-2,499 records; Level 1	\$40.72
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 2,500+ records; Level 1	\$39.50
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 1-24 records; Level 2 (includes 10 hrs of professional service)	\$71.24
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 25-49 records; Level 2 (includes 10 hrs of professional service)	\$64.12
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 50-99 records; Level 2 (includes 10 hrs of professional service)	\$56.99
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 100-149 records; Level 2 (includes 10 hrs of professional service)	\$53.43
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 150-249 records; Level 2 (includes 10 hrs of professional service)	\$49.87
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 250-499 records; Level 2 (includes 10 hrs of professional service)	\$47.38
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 500-999 records; Level 2 (includes 10 hrs of professional service)	\$45.01
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 1,000-2,499 records; Level 2 (includes 10 hrs of professional service)	\$42.76
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 2,500+ records; Level 2 (includes 10 hrs of professional service)	\$41.47
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 1-24 records; Level 3 (includes 10 hrs of professional service)	\$78.03
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 25-49 records; Level 3 (includes 10 hrs of professional service)	\$70.22
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 50-99 records; Level 3 (includes 10 hrs of professional service)	\$62.42
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 100-149 records; Level 3 (includes 10 hrs of professional service)	\$58.52
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 150-249 records; Level 3 (includes 10 hrs of professional service)	\$54.62
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 250-499 records; Level 3 (includes 10 hrs of professional service)	\$51.89
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 500-999 records; Level 3 (includes 10 hrs of professional service)	\$49.29
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 1,000-2,499 records; Level 3 (includes 10 hrs of professional service)	\$46.83
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 2,500+ records; Level 3 (includes 10 hrs of professional service)	\$45.42
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 1-24 records; Level 4 (includes 10 hrs of professional service)	\$76.33
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 25-49 records; Level 4 (includes 10 hrs of professional service)	\$68.70
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 50-99 records; Level 4 (includes 10 hrs of professional service)	\$61.07

Product/Service Description	Commercial List Price
Pricing is step down (i.e. records 1-49 priced first at x, then the next 49 priced at y, etc.) Overage charged at lowest tier committed (no step down for overage)	
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 100-149 records; Level 4 (includes 10 hrs of professional service)	\$57.25
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 150-249 records; Level 4 (includes 10 hrs of professional service)	\$53.43
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 250-499 records; Level 4 (includes 10 hrs of professional service)	\$50.76
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 500-999 records; Level 4 (includes 10 hrs of professional service)	\$48.22
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 1,000-2,499 records; Level 4 (includes 10 hrs of professional service)	\$45.81
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 2,500+ records; Level 4 (includes 10 hrs of professional service)	\$44.44
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 1-24 records; Level 5 (includes 10 hrs of professional service)	\$81.42
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 25-49 records; Level 5 (includes 10 hrs of professional service)	\$73.28
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 50-99 records; Level 5 (includes 10 hrs of professional service)	\$65.14
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 100-149 records; Level 5 (includes 10 hrs of professional service)	\$61.07
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 150-249 records; Level 5 (includes 10 hrs of professional service)	\$56.99
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 250-499 records; Level 5 (includes 10 hrs of professional service)	\$54.14
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 500-999 records; Level 5 (includes 10 hrs of professional service)	\$51.44
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 1,000-2,499 records; Level 5 (includes 10 hrs of professional service)	\$48.87
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 2,500+ records; Level 5 (includes 10 hrs of professional service)	\$47.40
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 1-24 records; Level 1	\$88.50
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 25-49 records; Level 1	\$82.31
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 50-99 records; Level 1	\$78.19
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 100-149 records; Level 1	\$74.28
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 150-249 records; Level 1	\$70.57
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 250-499 records; Level 1	\$67.04
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 500-999 records; Level 1	\$63.69
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 1,000-2,499 records; Level 1	\$60.50
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 2,500+ records; Level 1	\$57.48
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 1-24 records; Level 2 (includes 10 hrs of professional service)	\$92.93
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 25-49 records; Level 2 (includes 10 hrs of professional service)	\$86.42
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 50-99 records; Level 2 (includes 10 hrs of professional service)	\$82.10
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 100-149 records; Level 2 (includes 10 hrs of professional service)	\$77.99
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 150-249 records; Level 2 (includes 10 hrs of professional service)	\$74.09
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 250-499 records; Level 2 (includes 10 hrs of professional service)	\$70.39
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 500-999 records; Level 2 (includes 10 hrs of professional service)	\$66.87
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 1,000-2,499 records; Level 2 (includes 10 hrs of professional service)	\$63.53
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 2,500+ records; Level 2 (includes 10 hrs of professional service)	\$60.35
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 1-24 records; Level 3 (includes 10 hrs of professional service)	\$101.78
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 25-49 records; Level 3 (includes 10 hrs of professional service)	\$94.65
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 50-99 records; Level 3 (includes 10 hrs of professional service)	\$89.92
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 100-149 records; Level 3 (includes 10 hrs of professional service)	\$85.42

Product/Service Description	Commercial List Price
Pricing is step down (i.e. records 1-49 priced first at x, then the next 49 priced at y, etc.) Overage charged at lowest tier committed (no step down for overage)	
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 150-249 records; Level 3 (includes 10 hrs of professional service)	\$81.15
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 250-499 records; Level 3 (includes 10 hrs of professional service)	\$77.09
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 500-999 records; Level 3 (includes 10 hrs of professional service)	\$73.24
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 1,000-2,499 records; Level 3 (includes 10 hrs of professional service)	\$69.58
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 2,500+ records; Level 3 (includes 10 hrs of professional service)	\$66.10
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 1-24 records; Level 4 (includes 10 hrs of professional service)	\$99.56
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 25-49 records; Level 4 (includes 10 hrs of professional service)	\$92.59
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 50-99 records; Level 4 (includes 10 hrs of professional service)	\$87.96
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 100-149 records; Level 4 (includes 10 hrs of professional service)	\$83.57
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 150-249 records; Level 4 (includes 10 hrs of professional service)	\$79.39
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 250-499 records; Level 4 (includes 10 hrs of professional service)	\$75.42
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 500-999 records; Level 4 (includes 10 hrs of professional service)	\$71.65
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 1,000-2,499 records; Level 4 (includes 10 hrs of professional service)	\$68.06
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 2,500+ records; Level 4 (includes 10 hrs of professional service)	\$64.66
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 1-24 records; Level 5 (includes 10 hrs of professional service)	\$106.20
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 25-49 records; Level 5 (includes 10 hrs of professional service)	\$98.77
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 50-99 records; Level 5 (includes 10 hrs of professional service)	\$93.83
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 100-149 records; Level 5 (includes 10 hrs of professional service)	\$89.14
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 150-249 records; Level 5 (includes 10 hrs of professional service)	\$84.68
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 250-499 records; Level 5 (includes 10 hrs of professional service)	\$80.45
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 500-999 records; Level 5 (includes 10 hrs of professional service)	\$76.42
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 1,000-2,499 records; Level 5 (includes 10 hrs of professional service)	\$72.60
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 2,500+ records; Level 5 (includes 10 hrs of professional service)	\$68.97
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 1-24 records; Level 1	\$67.85
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 25-49 records; Level 1	\$61.07
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 50-99 records; Level 1	\$54.28
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 100-149 records; Level 1	\$50.89
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 150-249 records; Level 1	\$47.50
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 250-499 records; Level 1	\$45.12
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 500-999 records; Level 1	\$42.86
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 1,000-2,499 records; Level 1	\$40.72
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 2,500+ records; Level 1	\$39.50
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 1-24 records; Level 2 (includes 10 hrs of professional service)	\$71.24
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 25-49 records; Level 2 (includes 10 hrs of professional service)	\$64.12
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 50-99 records; Level 2 (includes 10 hrs of professional service)	\$56.99
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 100-149 records; Level 2 (includes 10 hrs of professional service)	\$53.43



Product/Service Description	Commercial List Price
<b>Pricing is step down (i.e. records 1-49 priced first at x, then the next 49 priced at y, etc.)            Overage charged at lowest tier committed (no step down for overage)</b>	
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 150-249 records; Level 2 (includes 10 hrs of professional service)	\$49.87
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 250-499 records; Level 2 (includes 10 hrs of professional service)	\$47.38
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 500-999 records; Level 2 (includes 10 hrs of professional service)	\$45.01
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 1,000-2,499 records; Level 2 (includes 10 hrs of professional service)	\$42.76
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 2,500+ records; Level 2 (includes 10 hrs of professional service)	\$41.47
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 1-24 records; Level 3 (includes 10 hrs of professional service)	\$78.03
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 25-49 records; Level 3 (includes 10 hrs of professional service)	\$70.22
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 50-99 records; Level 3 (includes 10 hrs of professional service)	\$62.42
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 100-149 records; Level 3 (includes 10 hrs of professional service)	\$58.52
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 150-249 records; Level 3 (includes 10 hrs of professional service)	\$54.62
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 250-499 records; Level 3 (includes 10 hrs of professional service)	\$51.89
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 500-999 records; Level 3 (includes 10 hrs of professional service)	\$49.29
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 1,000-2,499 records; Level 3 (includes 10 hrs of professional service)	\$46.83
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 2,500+ records; Level 3 (includes 10 hrs of professional service)	\$45.42
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 1-24 records; Level 4 (includes 10 hrs of professional service)	\$76.33
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 25-49 records; Level 4 (includes 10 hrs of professional service)	\$68.70
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 50-99 records; Level 4 (includes 10 hrs of professional service)	\$61.07
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 100-149 records; Level 4 (includes 10 hrs of professional service)	\$57.25
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 150-249 records; Level 4 (includes 10 hrs of professional service)	\$53.43
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 250-499 records; Level 4 (includes 10 hrs of professional service)	\$50.76
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 500-999 records; Level 4 (includes 10 hrs of professional service)	\$48.22
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 1,000-2,499 records; Level 4 (includes 10 hrs of professional service)	\$45.81
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 2,500+ records; Level 4 (includes 10 hrs of professional service)	\$44.44
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 1-24 records; Level 5 (includes 10 hrs of professional service)	\$81.42
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 25-49 records; Level 5 (includes 10 hrs of professional service)	\$73.28
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 50-99 records; Level 5 (includes 10 hrs of professional service)	\$65.14
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 100-149 records; Level 5 (includes 10 hrs of professional service)	\$61.07
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 150-249 records; Level 5 (includes 10 hrs of professional service)	\$56.99
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 250-499 records; Level 5 (includes 10 hrs of professional service)	\$54.14
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 500-999 records; Level 5 (includes 10 hrs of professional service)	\$51.44
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 1,000-2,499 records; Level 5 (includes 10 hrs of professional service)	\$48.87

Product/Service Description	Commercial List Price
Pricing is step down (i.e. records 1-49 priced first at x, then the next 49 priced at y, etc.) Overage charged at lowest tier committed (no step down for overage)	
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 2,500+ records; Level 5 (includes 10 hrs of professional service)	\$47.40
DNBi / Finance Analytics (Records Under Management-RUM); Additional professional service hours for levels 2-5 are available on a per hourly basis	\$250.00
DNBi / Finance Analytics (Records Under Management-RUM); Annual Service Plan (includes 2 days of professional service per quarter)	\$16,000.00

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# Risk Monitoring Services

## ***Alert Services Option***

### **Alert Services - Inquiry**

Our automated warning service, Alert Services allows D&B to do the monitoring work for you. Alert Services automatically monitors the entire portfolio of businesses in your Customer Watch on dnb.com. Risk notifications are sent directly to you whenever there is a significant change in a customer's financial condition or operational status

Indicators Automatically Monitored include: D&B Rating, Financial Stress Percentile Score, Credit Class, PAYDEX Score, Public Filings (suits, liens, judgments, bankruptcy), Special Events (mergers, announced sales or restructuring, and more). Customization of the profile is not available. All notifications are daily, available through Customer Watch and email.

### **Alert Services – Business Monitoring**

Business Monitoring is ideal for those customers who only wish to monitor companies on a case-by-case basis. You can choose which companies to monitor through Customer Watch on dnb.com. You can choose to monitor a company when you first purchase a report via Customer Watch, or you can add Business Monitoring to a previously purchased company report in your Customer Watch.

Indicators Automatically Monitored include: D&B Rating, Financial Stress Score/Failure Class, Credit Class, PAYDEX Score, Public Filings (suits, liens, judgments, bankruptcy), Special Events (mergers, announced sales or restructuring, and more). Customization of the profile is not available. All notifications are daily, available through Customer Watch and email.

### **Alert Services - Customized Lists (See Preferred Pricing Plan Price Schedule for details)**

**Delivery Options** Alert Services provide customers with the option of receiving notification of changes to accounts registered for monitoring on a daily, weekly, monthly, bi-monthly, or quarterly basis in the following delivery methods:

- FTP
- E-Mail

## Risk Monitoring Services (cont.)

**Deliverables** Customers selecting *email delivery* receive full change notices regardless of frequency.

Customers receiving fax delivery receive full change notices for daily service ONLY

Customers receiving tape, diskette, cartridge, or FTP delivery receive machine readable notices, regardless of frequency (note exception listed in above delivery options)

- Management Reports are available at no additional charge and include:
- Registration Activity Report (Listing of all accounts registered for Alert Services)
- Account Management Summary Report, available bi-annually upon request (Summary of change notices by account over a six-month timeframe).

### **Monitoring Groups**

Monitoring groups available to customers with Alert Services include:

- Bankruptcies
- Business Information Reports updates (**Daily deliver only**)
- Credit Score (Credit Risk Score OR Credit Risk Class)
- D&B Rating
- Financial Statement updates (**Daily deliver only**)
- Financial Stress Score / Failure Class (Financial Stress Score / Failure Class OR Financial Stress Score Percentile/ Failure Score)
- Financials (Change in Net Worth)
- Operational Events (e.g., Business Moves, Change of CEO, etc.)
- PAYDEX Score
- Public Filings (Suits, Liens, Judgements)
- Special Events (e.g., Fire/Disasters, Burglary/Embezzlement, etc.)
- Supplier Evaluation Score
- UCC Filings

**Pricing** Pricing for any of the Alert Services options is based on three factors:

- Number of Accounts Registered
- Number of Data Elements Monitored
- Frequency of Notification Delivery

**Special Pricing Options**

**Cycle** All pricing is based on a 12 month monitoring cycle

**D-U-N-S®  
Number Look-Ups** There is no charge for D-U-N-S® Number Look-Ups when done in conjunction with any Alert Service option.

**High Volume  
Registration  
Discounts** Volume discounts are available to customers registering large numbers upfront for monitoring. Discounts are applied as the number of registrations progress through the tier levels.

**PPT Discounts** Participating Point (PPT's) can take advantage of volume discounts available through their Combination Contract. This option can be obtained by completing the "Combination Contract Indicator" section on the Customer Profile Worksheet.

**Trade Tape  
Participant  
Discount** Trade Tape Program Participants are eligible for an additional 10% discount off of their monitoring registrations up to a maximum of \$5,000. This option can be obtained by completing the "Special Billing Options" section on the Customer Profile Worksheet.

**Multiple Media** Additional media output (e.g., tape and paper) is charged at \$160.89 per additional media.

**Additional Copies of  
Media** When customers wish to receive multiple copies of output or delivery to multiple locations the charge is \$159.67 per additional copy/location.

**Same Registrations,  
Multiple Delivery  
Frequencies** When the same data elements on the same accounts are selected at different frequencies (e.g., PAYDEX Score delivered monthly and daily), there is a 10% premium based on the higher priced frequency.

**Same Registrations,  
Different Profiles** When the same accounts are monitored in two different ways (e.g., PAYDEX Score monthly and bankruptcies daily), there is a 10% premium based on the higher priced profiles.

***Severe Risk Option – Business Deterioration, Higher Risk, Bankruptcy and Information Alerts***

The Basic Service covers previous D&B inquiries over the prior 24 month period, for each of three types of severe risk options and provides fax or e-mail notification of the event to a designated contact. Notification types include:

- Higher Risk
- Business Deterioration
- Filed Bankruptcy
- Information Alert

## Monitoring Services Price List

### D & B Subscription Discount Plans Price Guide

D & B Subscription Monitoring Services are comprised of four offerings:

Together, Alert Services and Severe Risk provide a client with ultimate protection against risk.

1. Alert Services -- a proactive account management tool that works as an "early warning detection system." Available in 2 versions. Alert services select allows customers to customize

their service by selecting data elements to meet their specific requirements. There are currently thirteen (13) data elements to choose from, which are available on a daily, weekly, monthly, bi-monthly or quarterly delivery basis. Delivery available via dnb.com, E-Mail, FTP, facsimile or mail. Alert Services Inquiry monitors a pre-selected list of elements across all customer inquiries.

2. Severe Risk -- an insurance policy designed to protect the customer from severe situations that may occur within a customer's accounts. Four levels of risk notification are offered: Higher Risk, Business Deterioration, Bankruptcy and Information Alerts.

3. Continuous Monitoring -- an option to receive on-going updates to the specific D&B report sections of the reports customers ordered.

4. Annual Report Update Program -- a free reminder service (renewal program) that tracks which reports a customer has ordered in the previous ten months.

Volume discounts for Alerts are available to customers registering large numbers upfront for Monitoring. Discounts are applied as number of registrations progress through the tier levels, i.e., number of accounts. (Step-down pricing)

**Step-down pricing up to 200,000 records. At 200,001 records convert to range pricing**

#### D&B Alert Services Inquiry

##### Basic Coverage

17% of current year's total annual upfront dollar commitment for Annual Discount Plan

Minimum offer: \$350 (Price Per Record)

##### Basic Coverage w/ Severe Risk

15% of current year's total annual upfront dollar commitment for Annual Discount Plan

Minimum offer: \$350 (Price Per Record)

#### Discount Schedule Based On Change Delivery Option

		DAILY	WEEKLY	MONTHLY	BI-MONTHLY	QUARTERLY
<b>D&amp;B Alert Services (Scores, Events, Public Filing Notification)</b>						
<b>1-500 Accounts</b>						
1 Data Element	\$ 9.56	\$ 8.60	\$ 7.17	\$ 6.21	\$ 5.74	
2 Data Elements	\$ 11.53	\$ 10.39	\$ 8.66	\$ 7.51	\$ 6.92	
3 Data Elements	\$ 13.12	\$ 11.84	\$ 9.86	\$ 8.54	\$ 7.89	
4 Data Elements	\$ 14.46	\$ 12.99	\$ 10.82	\$ 9.38	\$ 8.66	
5 Data Elements	\$ 16.12	\$ 14.48	\$ 12.07	\$ 10.47	\$ 9.66	
6 Data Elements	\$ 16.80	\$ 15.12	\$ 12.60	\$ 10.93	\$ 10.08	
<b>501-1,000 Accounts</b>						
1 Data Element	\$ 7.92	\$ 7.11	\$ 5.92	\$ 5.13	\$ 4.73	
2 Data Elements	\$ 9.56	\$ 8.60	\$ 7.17	\$ 6.21	\$ 5.74	
3 Data Elements	\$ 11.15	\$ 10.05	\$ 8.36	\$ 7.25	\$ 6.69	
4 Data Elements	\$ 12.20	\$ 10.97	\$ 9.15	\$ 7.93	\$ 7.31	
5 Data Elements	\$ 13.49	\$ 12.12	\$ 10.11	\$ 8.76	\$ 8.08	
6 Data Elements	\$ 14.10	\$ 12.70	\$ 10.58	\$ 9.18	\$ 8.46	
<b>1,001-5,000 Accounts</b>						
1 Data Element	\$ 6.31	\$ 5.65	\$ 4.72	\$ 4.09	\$ 3.78	
2 Data Elements	\$ 7.24	\$ 6.52	\$ 5.44	\$ 4.71	\$ 4.34	
3 Data Elements	\$ 8.52	\$ 7.68	\$ 6.40	\$ 5.54	\$ 5.12	
4 Data Elements	\$ 9.20	\$ 8.26	\$ 6.87	\$ 5.96	\$ 5.51	
5 Data Elements	\$ 10.17	\$ 9.19	\$ 7.65	\$ 6.63	\$ 6.12	
6 Data Elements	\$ 10.85	\$ 9.74	\$ 8.13	\$ 7.05	\$ 6.50	
<b>5,001-10,000 Accounts</b>						
1 Data Element	\$ 4.96	\$ 4.46	\$ 3.71	\$ 3.21	\$ 2.96	
2 Data Elements	\$ 5.88	\$ 5.32	\$ 4.42	\$ 3.84	\$ 3.53	
3 Data Elements	\$ 6.62	\$ 5.95	\$ 4.95	\$ 4.29	\$ 3.95	
4 Data Elements	\$ 7.24	\$ 6.52	\$ 5.44	\$ 4.71	\$ 4.34	
5 Data Elements	\$ 7.91	\$ 7.11	\$ 5.92	\$ 5.13	\$ 4.73	
6 Data Elements	\$ 8.52	\$ 7.68	\$ 6.40	\$ 5.54	\$ 5.12	
<b>10,001-25,000 Accounts</b>						
1 Data Element	\$ 4.24	\$ 3.81	\$ 3.18	\$ 2.76	\$ 2.54	
2 Data Elements	\$ 4.96	\$ 4.46	\$ 3.71	\$ 3.21	\$ 2.96	
3 Data Elements	\$ 5.88	\$ 5.32	\$ 4.42	\$ 3.84	\$ 3.53	
4 Data Elements	\$ 6.31	\$ 5.65	\$ 4.72	\$ 4.09	\$ 3.78	
5 Data Elements	\$ 6.92	\$ 6.24	\$ 5.19	\$ 4.51	\$ 4.15	
6 Data Elements	\$ 7.24	\$ 6.52	\$ 5.44	\$ 4.71	\$ 4.34	
<b>25,001-50,000 Accounts</b>						
1 Data Element	\$ 3.92	\$ 3.52	\$ 2.94	\$ 2.54	\$ 2.35	
2 Data Elements	\$ 4.66	\$ 4.15	\$ 3.46	\$ 3.00	\$ 2.78	
3 Data Elements	\$ 5.28	\$ 4.73	\$ 3.93	\$ 3.42	\$ 3.15	
4 Data Elements	\$ 5.88	\$ 5.32	\$ 4.42	\$ 3.84	\$ 3.53	
5 Data Elements	\$ 6.31	\$ 5.65	\$ 4.72	\$ 4.09	\$ 3.78	
6 Data Elements	\$ 6.62	\$ 5.95	\$ 4.95	\$ 4.29	\$ 3.95	
<b>50,001-100,000 Accounts</b>						
1 Data Element	\$ 3.62	\$ 3.23	\$ 2.69	\$ 2.34	\$ 2.15	
2 Data Elements	\$ 4.24	\$ 3.81	\$ 3.18	\$ 2.76	\$ 2.54	
3 Data Elements	\$ 4.78	\$ 4.33	\$ 3.61	\$ 3.13	\$ 2.88	
4 Data Elements	\$ 5.40	\$ 4.86	\$ 4.05	\$ 3.50	\$ 3.23	
5 Data Elements	\$ 5.72	\$ 5.14	\$ 4.28	\$ 3.71	\$ 3.42	
6 Data Elements	\$ 6.00	\$ 5.42	\$ 4.53	\$ 4.42	\$ 3.62	
<b>100,001-200,000 Accounts</b>						
1 Data Element	\$ 3.44	\$ 3.12	\$ 2.60	\$ 2.26	\$ 2.08	
2 Data Elements	\$ 4.06	\$ 3.65	\$ 3.02	\$ 2.62	\$ 2.42	
3 Data Elements	\$ 4.66	\$ 4.15	\$ 3.46	\$ 3.00	\$ 2.78	
4 Data Elements	\$ 5.15	\$ 4.61	\$ 3.85	\$ 3.34	\$ 3.07	
5 Data Elements	\$ 5.45	\$ 4.92	\$ 4.09	\$ 3.53	\$ 3.27	
6 Data Elements	\$ 5.72	\$ 5.14	\$ 4.28	\$ 3.71	\$ 3.42	

Range Pricing

200,001-500,000 Accounts	DAILY	WEEKLY	MONTHLY	BI-MONTHLY	QUARTERLY
1 Data Element	\$ 0.74	\$ 0.67	\$ 0.55	\$ 0.48	\$ 0.44
2 Data Elements	\$ 0.87	\$ 0.78	\$ 0.65	\$ 0.56	\$ 0.52
3 Data Elements	\$ 0.99	\$ 0.90	\$ 0.75	\$ 0.65	\$ 0.59
4 Data Elements	\$ 1.11	\$ 0.98	\$ 0.82	\$ 0.72	\$ 0.66
5 Data Elements	\$ 1.17	\$ 1.06	\$ 0.88	\$ 0.76	\$ 0.71
6 Data Elements	\$ 1.23	\$ 1.11	\$ 0.92	\$ 0.80	\$ 0.74
500,001-1,000,000 Accounts	DAILY	WEEKLY	MONTHLY	BI-MONTHLY	QUARTERLY
1 Data Element	\$ 0.64	\$ 0.57	\$ 0.47	\$ 0.41	\$ 0.38
2 Data Elements	\$ 0.75	\$ 0.67	\$ 0.55	\$ 0.48	\$ 0.45
3 Data Elements	\$ 0.85	\$ 0.77	\$ 0.65	\$ 0.55	\$ 0.51
4 Data Elements	\$ 0.95	\$ 0.85	\$ 0.71	\$ 0.61	\$ 0.56
5 Data Elements	\$ 1.00	\$ 0.90	\$ 0.75	\$ 0.66	\$ 0.60
6 Data Elements	\$ 1.06	\$ 0.95	\$ 0.79	\$ 0.69	\$ 0.64
1,000,001-2,000,000 Accounts	DAILY	WEEKLY	MONTHLY	BI-MONTHLY	QUARTERLY
1 Data Element	\$ 0.52	\$ 0.47	\$ 0.39	\$ 0.34	\$ 0.31
2 Data Elements	\$ 0.61	\$ 0.55	\$ 0.46	\$ 0.40	\$ 0.37
3 Data Elements	\$ 0.71	\$ 0.64	\$ 0.53	\$ 0.46	\$ 0.42
4 Data Elements	\$ 0.79	\$ 0.70	\$ 0.58	\$ 0.51	\$ 0.47
5 Data Elements	\$ 0.83	\$ 0.75	\$ 0.62	\$ 0.54	\$ 0.50
6 Data Elements	\$ 0.87	\$ 0.79	\$ 0.66	\$ 0.56	\$ 0.52
2,000,001-3,500,000 Accounts	DAILY	WEEKLY	MONTHLY	BI-MONTHLY	QUARTERLY
1 Data Element	\$ 0.40	\$ 0.36	\$ 0.30	\$ 0.26	\$ 0.24
2 Data Elements	\$ 0.47	\$ 0.42	\$ 0.35	\$ 0.31	\$ 0.29
3 Data Elements	\$ 0.54	\$ 0.49	\$ 0.41	\$ 0.35	\$ 0.33
4 Data Elements	\$ 0.60	\$ 0.53	\$ 0.45	\$ 0.39	\$ 0.36
5 Data Elements	\$ 0.64	\$ 0.57	\$ 0.48	\$ 0.41	\$ 0.38
6 Data Elements	\$ 0.67	\$ 0.60	\$ 0.50	\$ 0.43	\$ 0.40
3,500,001-5,000,000 Accounts	DAILY	WEEKLY	MONTHLY	BI-MONTHLY	QUARTERLY
1 Data Element	\$ 0.29	\$ 0.26	\$ 0.22	\$ 0.18	\$ 0.16
2 Data Elements	\$ 0.33	\$ 0.30	\$ 0.25	\$ 0.22	\$ 0.19
3 Data Elements	\$ 0.38	\$ 0.34	\$ 0.29	\$ 0.25	\$ 0.23
4 Data Elements	\$ 0.42	\$ 0.38	\$ 0.32	\$ 0.28	\$ 0.26
5 Data Elements	\$ 0.45	\$ 0.40	\$ 0.34	\$ 0.29	\$ 0.27
6 Data Elements	\$ 0.47	\$ 0.42	\$ 0.35	\$ 0.31	\$ 0.28
5,000,001+ Accounts	DAILY	WEEKLY	MONTHLY	BI-MONTHLY	QUARTERLY
1 Data Element	\$ 0.17	\$ 0.16	\$ 0.13	\$ 0.11	\$ 0.10
2 Data Elements	\$ 0.20	\$ 0.18	\$ 0.15	\$ 0.13	\$ 0.12
3 Data Elements	\$ 0.24	\$ 0.22	\$ 0.18	\$ 0.15	\$ 0.14
4 Data Elements	\$ 0.27	\$ 0.24	\$ 0.19	\$ 0.17	\$ 0.15
5 Data Elements	\$ 0.28	\$ 0.26	\$ 0.22	\$ 0.18	\$ 0.16
6 Data Elements	\$ 0.30	\$ 0.27	\$ 0.23	\$ 0.19	\$ 0.17
<b>Premium Monitoring Groups - Daily Delivery Only (Annual Cost)</b>					
Financial Section Updates	\$ 10.30				
Report Updates (Including Financial Section) for Business Information Report	\$ 17.23				

**D&B Alert Services - Special Pricing Options**

Multiple media output: \$165 per additional media.  
 Delivery of notifications to multiple locations: \$165 per additional location.  
 Delivery of multiple copies of notifications: \$165 per additional copy.  
 Same registrations, multiple delivery frequencies: 10% premium per additional delivery frequency based on most frequent delivery.  
 Same registrations, different monitored criteria: 10% premium based on higher cost profile.

**See the first page of this document for important information about D&B's policies with respect to these offers**

\*\*\*\*Prices subject to change without notice. All Product and Services include Delivery Charge

Annual Upfront \$ Commitment	Discount Band	Annual Discount
\$1,000 - \$1,999	Band 1	0.0%
\$2,000 - \$2,999	Band 2	6.0%
\$3,000 - \$9,999	Band 3	24.0%
\$10,000 - \$24,999	Band 4	28.0%
\$25,000 - \$99,999	Band 5	30.0%
\$100,000 - \$1,999,999	Band 6	35.0%
\$2,000,000+	Band 7	CUSTOM

The price per product will vary depending upon your volume commitment, billing option (One Time, Effective Date/30/60, Quarterly, or Monthly) and overrun premium. The annual upfront commitment amount excludes reference service options and annual service fees.

**Discount Schedule Based On Annual Upfront Agreement**

	Band 1	Band 2	Band 3	Band 4	Band 5	Band 6
	\$1,000 -	\$2,000 -	\$3,000 -	\$10,000 -	\$25,000 -	\$100,000 -
List Price	\$1,999	\$2,999	\$9,999	\$24,999	\$99,999	\$1,999,999

**Account Update Services**

**Business Monitoring (In addition to U.S. report charge - NO BAND DISCOUNTS)**

Business Information Report	\$25.61
Comprehensive Report	\$25.61

*Business Monitoring is only available with the purchase of a BIR or Comp via Customer Watch*

**Annual Report Update Program**

**Full Report**

Business Information Report	\$74.85	\$74.85	\$70.36	\$56.89	\$53.89	\$52.40	\$48.65
Comprehensive Report	\$102.98	\$102.98	\$96.80	\$78.26	\$74.15	\$72.09	\$66.94
Credit Advisory System	\$99.04	\$99.04	\$93.10	\$75.27	\$71.31	\$69.33	\$64.38
Credit Scoring Report	\$53.53	\$53.53	\$50.32	\$40.68	\$38.54	\$37.47	\$34.79
Payment Analysis Report	\$55.82	\$55.82	\$52.47	\$42.42	\$40.19	\$39.07	\$36.28
Supplier Evaluation Report	\$66.12	\$66.12	\$62.15	\$50.25	\$47.61	\$46.28	\$42.98

**Severe Risk Option (Higher Risk, Business Deterioration, Information Alert, Bankruptcy)**

**Basic Coverage**

9% of current year's total annual upfront dollar commitment for Annual Discount Plan  
 Minimum offer: \$250

(Price Per Record)

# Records	Trade Tape Coverage	List Service Coverage
1-500	\$2.03	\$3.46
501-1,000	\$1.66	\$3.14
1,001-5,000	\$1.41	\$2.83
5,001-10,000	\$1.16	\$2.18
10,001-25,000	\$0.92	\$1.74
25,001-50,000	\$0.62	\$1.42
50,001 - 100,000	\$0.55	\$1.15
100,001 - 200,000	\$0.48	\$1.08
200,001+	\$0.46	\$1.03

Contact your local sales representative for volumes greater than 200,000 and for information state/national coverage

**Severe Risk – (Business Deterioration, Higher Risk, Bankruptcy, and Information Alert)**

State File Options	Bankruptcies	Higher Risk / Deterioration / Information Alerts	All Types of Notifications
National Coverage or 5+ States	\$94,738	\$94,738	\$184,266
1 State	\$19,446	\$19,446	\$37,541
2 States	\$38,155	\$38,155	\$73,637
3 States	\$56,132	\$56,132	\$107,244
4 States	\$73,652	\$73,652	\$141,405

See the first page of this document for important information about D&B's policies with respect to these offers

\*\*\*\*Prices subject to change without notice. All Product and Services include Delivery Charge







**Rate Card Pricing**

Placeholder text for the introductory paragraph of the Rate Card 1 section.

**Rate Card 1 – Local Government**

Band	SR Manager	SR Manager Premium	SR Manager Premium XL
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder

**Rate Card 2 – State Government**

Band	SR Manager	SR Manager Premium	SR Manager Premium XL
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder

**Alerts for International suppliers**

Placeholder text for the introductory paragraph of the Alerts for International suppliers section.

Placeholder text for the main body of the Alerts for International suppliers section, including a bolded letter 'A'.

## **D&B Sales & Marketing Solutions**

Users may enjoy even deeper discounts by requesting quotes from D&B Sales & Marketing Solutions that contain marketing analysis products; data cleanse, match and append services; and web based data management services.

### **Commonwealth Departments currently using these services:**

- Contracts, Purchasing and Procurement for Vendor Responsibility
- Determinations Law Enforcement, Intelligence and Counter-Terrorism
- Economic Development
- Workforce Development
- Tax and Revenue Collections

### **Most Commonly Used Products:**

- Optimizer
- D&B Sales & Marketing Data
- Services D&B Hoover's
- Market Insight & Econovue
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# Sales & Marketing Solutions

## Base Records

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	Element	Page
I	<b>Mail and Telemarketing Records</b> <b>Product output rate</b> [Placeholder] <input type="checkbox"/> [Placeholder] <input type="checkbox"/> [Placeholder] <b>Note:</b> [Placeholder]	28
II	<b>Other Base Record charges</b> [Placeholder] <input type="checkbox"/> [Placeholder] <input type="checkbox"/> [Placeholder] <b>Note:</b> [Placeholder]	29
III	<b>Selector and indicator charges</b> [Placeholder] A [Placeholder]	31
IV	<b>Special file charges.</b> [Placeholder] <input type="checkbox"/> [Placeholder] <input type="checkbox"/> [Placeholder]	36
V	<b>Updates</b>	38
VI	<b>Data and Product add-ons</b> [Placeholder] <input type="checkbox"/> [Placeholder]	39
VII	<b>Other License Options</b>	40
VIII	<b>Limited Access Database (LAD)</b>	41



















**IV Special file charges**

Special file charges are assessed for all files. The charges are based on the number of records in the file and the type of file. The charges are assessed as follows:

Special file charges are assessed for all files. The charges are based on the number of records in the file and the type of file. The charges are assessed as follows:

- Executive Name File
- Hot List
- Hot List Extra
- Trends Selection

**Special File Multipliers**

Special file multipliers are assessed for all files. The multipliers are based on the type of file and the type of marketing. The multipliers are assessed as follows:

Description	Multipliers				
	Mail	Telemarketing/ Enhanced Telemarketing	Prospecting Record	Strategic Marketing	Strategic Database Marketing
Executive Name File	1.0	1.0	1.0	1.0	1.0
Hot List	1.0	1.0	1.0	1.0	1.0
Hot List Extra	1.0	1.0	1.0	1.0	1.0
Trends Selection	1.0	1.0	1.0	1.0	1.0

**\*\* Executive Name File information is only available with a Strategic marketing/Database Record.**









<b>VII</b>	<b>Other License Options</b>
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**Licenses that are less than 12 months \***

Licenses that are less than 12 months will be at the regular pro-rated amount.  
 Licenses that are less than 12 months will be at the regular pro-rated amount.  
 Licenses that are less than 12 months will be at the regular pro-rated amount.

Period	Percentage of 12 Month Equiv.
1 month	11.67%
2 months	23.33%
3 months	35.00%
4 months	46.67%
5 months	58.33%
6 months	70.00%
7 months	75.00%
8 months	80.00%
9 months	85.00%
10 months	90.00%
11 months	95.00%

\* Licenses that are more than 12 months will be at the regular pro-rated amount.

<b>Retaining Old Data</b>	<input type="checkbox"/> Licenses that are more than 12 months will be at the regular pro-rated amount. <input type="checkbox"/> Licenses that are more than 12 months will be at the regular pro-rated amount. <input type="checkbox"/> Licenses that are more than 12 months will be at the regular pro-rated amount. <input type="checkbox"/> Licenses that are more than 12 months will be at the regular pro-rated amount.
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**Pricing – Level B**

**Selector Pricing:** \$11/m

**Append Pricing:**

# of Records	Standard Append Pricing
Up to 5,000	
5,001 - 10,000	
10,001 - 20,000	
20,001 - 50,000	
50,001 - 100,000	
100,001 - 200,000	
200,001 - 500,000	
500,001 - 1,000,000	
1,000,001 - 5,000,000	
5,000,001 - 15,000,000	
15,000,001+	

\*All elements have a max price - please refer to Max Prices Tab;  
 \*All pricing is step-down  
 \*Cost is per record

**25% Customer Append Premium must be applied for match and append orders**

**Elements by Category**

- 8 Digit SIC Code
- 8(A) Indicator
- Accounting Firm Relation
- Actual Square Footage
- Axiom Home Based Business Insight Flag
- Bank Relation
- Change Control Indicator
- Company Level E-Contact
- Cottage Industry
- Employees Here **Append Only**
- Employees Total **Append Only**
- FAX #
- FIPS Code
- Fiscal Year
- Franchise Establishment Type
- Franchise Identifier Code
- Latitude & Longitude (GEO Code) **Selector Only**
- GEO Connect - **Domestic Append Only**
- Import/Export Indicator \*
- Income Indicator (Census)
- Incorporated vs Unincorporated
- Labor Surplus
- Legal Status
- Line of Business
- Manufacturing Indicator
- Median Family Income (Census)
- Minority Owned Business Indicator
- MSA (Census) **Append Only**
- NAICS Code \*
- National ID
- Number of Accounts
- Number of Family Members
- Public Filings Indicator
- Public vs Private Indicator
- Small Business Indicator
- State of Incorporation
- Territory Covered
- Ticker Symbol File
- Trends Data - 3 Years (Employees or Sales)
- UCC Filing Indicator
- Woman-Owned Business Indicator
- Year Business Started





Pricing – Level D

Selector Pricing: \$32/m

Append Pricing:

# of Records	Standard Append Pricing
Up to 5,000	
5,001 - 10,000	
10,001 - 20,000	
20,001 - 50,000	
50,001 - 100,000	
100,001 - 200,000	
200,001 - 500,000	
500,001 - 1,000,000	
1,000,001 - 5,000,000	
5,000,001 - 15,000,000	
15,000,001+	

\*All elements have a max price - please refer to Max Prices Tab;  
 \*All pricing is step-down  
 \*Cost is per record

**25% Customer Append Premium must be applied for match and append orders**

Elements in Buckets

- Building ID
- Color Imaging ID
- Computer Reseller/VAR/Developer ID
- Copier Acquisition Channel
- Copy Volume
- Best FEIN (Includes Tax ID and Case DUNS #)
- Latitude & Longitude (GEO Connect) - **Global Append Only**
- Number of Copiers
- Number of Nodes
- Number of PCs
- Number of Printers
- Financial Services Model Score – Card Response
- Financial Services Model Score – Lease Propensity
- Financial Services Model Score – Lease Balance
- Financial Services Model Score – Loan Propensity
- Financial Services Model Score – Line of Credit Propensity
- Financial Services Model Score – Total Balance
- Office Products Reseller ID
- Presence of a Network
- Presence of a Wide Area Network (WAN)
- Printer Volume
- Propensity to Lease
- UCC Filing Details
- Web Presence Model Score **Append Only**
- Wholesale Office Supply Buying Index (WOSBI)





**Pricing – Level G**

**Selector Pricing:**

**Append Pricing:**

# of Records	Standard Append Pricing
Up to 5,000	<input type="text"/>
5,001 - 10,000	<input type="text"/>
10,001 - 20,000	<input type="text"/>
20,001 - 50,000	<input type="text"/>
50,001 - 100,000	<input type="text"/>
100,001 - 200,000	<input type="text"/>
200,001 - 500,000	<input type="text"/>
500,001 - 1,000,000	<input type="text"/>
1,000,001 - 5,000,000	<input type="text"/>
5,000,001 - 15,000,000	<input type="text"/>
15,000,001+	<input type="text"/>

\*All elements have a max price - please refer to Max Prices Tab;  
 \*All pricing is step-down  
 \*Cost is per record

**25% Customer Append Premium must be applied for match and append orders**

**Elements in Bucket:**

- \*
- \*
- **Selector Only**

# Single Element Details

*Details on the most popular single elements*

---

## Cottage Industry File

**Cottage Industry File** provides information on businesses that are classified as cottage industries. This information is used to determine the eligibility of businesses for certain programs and services.

**Data elements** include:

**Pricing – Level B**

---

## Minority & Women Owned Business

**D&B Minority & Women Owned Business File** provides information on businesses that are classified as minority and women owned. This information is used to determine the eligibility of businesses for certain programs and services.

**Data elements** include:

- Level B**
- Level B**
- Level C**
- A**
- A**
- A**

---

## Best FEIN (Federal Employee Tax ID)

**Best FEIN File** provides information on businesses that are classified as best FEIN. This information is used to determine the eligibility of businesses for certain programs and services.

**Data elements:**

- 
- 

**Pricing – Level D**

# Franchise File

Franchise File contains 430,000 businesses that are engaged in 'franchising' activities

## Data elements

- Business Name (Level B)
- Business Address (Level B)
- Business Phone Number (Level C)

Pricing: [redacted]

---

# Ticker Symbol File

Ticker Symbol File contains information on the ticker symbols of public companies. It includes the company name, ticker symbol, and exchange.

## Data elements

- Company Name
- Ticker Symbol
- Exchange (A, NYSE, NASDAQ, etc.)
- A "street symbol" (e.g., Apple Inc.)

Pricing – Level B

---

# Marketing Prescreen Score

Marketing Prescreen Score is a metric used to evaluate the quality of leads generated by various marketing channels. It is based on factors such as lead source, lead quality, and conversion rate.

Selector Pricing - Level G:  
Append Pricing - Level E

# GeoConnect

**D&B GeoConnect File** is a flat file containing information on the top 1000 Fortune 500 companies and the top 500 Global 500 companies. The file is organized into two sections: Fortune 500 and Global 500. Each section contains a list of companies with their respective financial and operational data.

The file is organized into two sections: Fortune 500 and Global 500. Each section contains a list of companies with their respective financial and operational data.

## GeoConnect Data elements:

The file contains the following data elements:

Field Name	Length of Field	Type
Company Name	100	Text
Company Address	100	Text
A	1	Text
<ul style="list-style-type: none"> <li>Company Revenue</li> <li>Company Profit</li> <li>Company Assets</li> <li>Company Employees</li> <li>Company Market Cap</li> <li>Company Industry</li> <li>Company Sector</li> <li>Company Country</li> </ul>		

# Fortune 1000 File

The Fortune 1000 File is a flat file containing information on the top 1000 Fortune 500 companies. The file is organized into a list of companies with their respective financial and operational data.

- Company Name
- Company Address
- Company Revenue
- Company Profit
- Company Assets
- Company Employees
- Company Market Cap
- Company Industry
- Company Sector
- Company Country

# Global 500 File

The Global 500 File is a flat file containing information on the top 500 Global 500 companies. The file is organized into a list of companies with their respective financial and operational data.

## Data elements:

- Company Name

## Pricing – Level G: (Applies to Each of Fortune 1000 or Global 500)



# NAICS (North American Industrial Classification System)

A **NAICS** **A** **A**

**Data elements:**

- **A** establishment's

**Pricing: Level B for Primary NAICS; Level A for additional NAICS codes**



# U.S. Sales & Marketing Solutions

## 7. Credit Elements Used with Marketing Related Applications\*

Note: NOT AVAILABLE

\*All pricing is step-down

Selector Only Pricing												
Base Pricing (\$ per record)	Credit Elements					Scores			Indicators			
	Paydex	Credit Rating	Net Worth	Rating & Paydex	Rating, Paydex & Net Worth	Credit Score	BAS or DUG	Financial Stress	Bankruptcy*	Suit/Lien/Judgement	Foreign Owned	
Up to 5,000												
5,001 - 10,000												
10,001 - 20,000												
20,001 - 50,000												
50,001 - 100,000												
100,001 - 200,000												
200,001 - 500,000												
500,001 - 1,000,000												
1,000,001 - 5,000,000												
5,000,001 - 15,000,000												
15,000,001+												

Add-On Pricing												
Base Pricing (\$ per record)	Credit Elements					Scores			Indicators			
	Paydex	Credit Rating	Net Worth	Rating & Paydex	Rating, Paydex & Net Worth	Credit Score	BAS or DUG	Financial Stress Score	Bankruptcy	Suit/Lien/Judgement*	Foreign Owned*	
Up to 5,000												
5,001 - 10,000												
10,001 - 20,000												
20,001 - 50,000												
50,001 - 100,000												
100,001 - 200,000												
200,001 - 500,000												
500,001 - 1,000,000												
1,000,001 - 5,000,000												
5,000,001 - 15,000,000												
15,000,001+												

Base Pricing (\$/m):	Add-On Pricing			
	Credit Elements		Scores	
	Rating PAYDEX and NW	Suit/Lien/Judgement Details	Rating OR PAYDEX w/ NW	Average High Credit/ High Credit (Both)
1 - 2,500				
2,501 - 5,000				
5,001 - 25,000				
25,001 - 100,000				
100,001 - 200,000				
200,001 - 400,000				
400,001 - 850,000				
850,001 - 1,499,999				
1,500,000 - 2,000,000				
2,000,001 - 11,000,000				
11,000,001 +				

Single Element Pricing (Cont.)

Update Multipliers

Frequency	Multiplier
□ □ □ □ □ □ □ □ □ □	□ □ □ □ □
□ □ □ □ □ □ □ □	□ □ □ □ □
□ □ □ □ □ □ □ □ □ □	□ □ □ □ □
□ □ □ □ □ □ □	□ □ □ □ □



Single Elements Appends	Maximum Price
Median Family Income (Census)	\$50,000
Mergers and Acquisitions Indicator	\$50,000
Minority Classification (Specific) *	\$30,000
Minority Owned Business Indicator *	\$15,000
MSA (Census) Append Only	\$50,000
NAICS Code *	\$35,000
NAICS Code with Description *	\$35,000
National ID	\$300,000
NIXIE	\$75,000
Non-Profit Indicator *	\$30,000
Number of Accounts	\$75,000
Number of Copiers	\$40,000
Number of Family Members	\$125,000
Number of Nodes	\$40,000
Number of PCs	\$40,000
Number of Printers	\$40,000
Office Products Reseller ID	\$30,000
Out of Business Indicator	\$50,000
Owns / Rents site *	\$50,000
Phone #	\$125,000
Premium Marketing Prescreen Append Only*	\$187,500
Presence of a Network	\$40,000
Presence of a Wide Area Network (WAN)	\$40,000
Printer Volume	\$40,000
Propensity to Lease	\$200,000
Public Filings Indicator *	\$5,000
Public vs Private Indicator *	\$5,000
Sales Volume Actual	\$175,000
Sales Volume Range	\$175,000
Second NAICS or SIC Code *	\$30,000
Second NAICS or SIC Code with description*	\$30,000
Single URL *	\$175,000
Site Status (HQ, Branch, Single Location)	\$30,000
Small Business Indicator	\$50,000
Square Footage Estimator	\$30,000
Standard Marketing Prescreen Append Only*	\$125,000
State of Incorporation	\$30,000
Tech. & Office Products Premium Profile Index	\$50,000
Territory Covered	\$50,000
Ticker Symbol File *	\$1,000
TIXIE	\$75,000
Toll Free Phone #'s	\$30,000
Trade Style Name	\$50,000
Trends Data - 3 Years (Employees or Sales)	\$150,000
UCC Filing Details *	\$600,000
UCC Filing Indicator *	\$200,000
UCC Secured Party *	\$400,000
Web Presence Model Score Append Only	\$75,000
White Collar Employment Estimator *	\$75,000
Wholesale Office Supply Buying Index (WOSBI)	\$50,000
Woman-Owned Business Indicator *	\$35,000
Women Executive File	\$50,000
Year Business Started *	\$1,000
Year Present Control	\$75,000

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- 
- 
- 

# Sales & Marketing Solutions

## Bundled Data Solutions / “Data Suites”

Solutions or “Data Suites”. □

These “Data Suites” □ fulfillment team as “common element groupings”. These “*pre-packaged*” product □

□ **If a bundle is being appended to a customer record, then the Customer Append Premium multiple must be utilized.**

□ A □

Suite Name □	Page □	Suite Name □	Page □
A □	□	□	□
□	□	□	□
□	□	□	□
□ A □	□	□	□
□	□	□	□
□	□	□	□
□	□	□	□
□	□	□	□
□ A □ A □	□	□	□
□	□	□	□



**Pricing – Tier 2**

Append Pricing:

# of Records	Standard Append Pricing
Up to 5,000	
5,001 - 10,000	
10,001 - 20,000	
20,001 - 50,000	
50,001 - 100,000	
100,001 - 200,000	
200,001 - 500,000	
500,001 - 1,000,000	
1,000,001 - 5,000,000	
5,000,001 - 15,000,000	
15,000,001+	
<p>*All elements have a max price - please refer to Max Prices Tab;                      *All pricing is step-down                      *Cost is per record</p>	

**25% Customer Append Premium must be applied for match and append orders**

**Suites Included:**

- [Redacted]
- [Redacted]
- [Redacted]

**Pricing – Tier 3**

Append Pricing:

# of Records	Standard Append Pricing
Up to 5,000	
5,001 - 10,000	
10,001 - 20,000	
20,001 - 50,000	
50,001 - 100,000	
100,001 - 200,000	
200,001 - 500,000	
500,001 - 1,000,000	
1,000,001 - 5,000,000	
5,000,001 - 15,000,000	
15,000,001+	
<p>*All elements have a max price - please refer to Max Prices Tab;                      *All pricing is step-down                      *Cost is per record</p>	

**25% Customer Append Premium must be applied for match and append orders**

**Suites Included:**

- [Redacted]
- [Redacted]



**Pricing – Tier 4**

**Append Pricing:**

# of Records	Standard Append Pricing
Up to 5,000	
5,001 - 10,000	
10,001 - 20,000	
20,001 - 50,000	
50,001 - 100,000	
100,001 - 200,000	
200,001 - 500,000	
500,001 - 1,000,000	
1,000,001 - 5,000,000	
5,000,001 - 15,000,000	
15,000,001+	
<p>*All elements have a max price - please refer to Max Prices Tab;                      *All pricing is step-down                      *Cost is per record</p>	

**25% Customer Append Premium must be applied for match and append orders**

**Suites Included:**

- A
- 
- 
- 

**Pricing – Tier 5**

**Append Pricing:**

# of Records	Standard Append Pricing
Up to 5,000	
5,001 - 10,000	
10,001 - 20,000	
20,001 - 50,000	
50,001 - 100,000	
100,001 - 200,000	
200,001 - 500,000	
500,001 - 1,000,000	
1,000,001 - 5,000,000	
5,000,001 - 15,000,000	
15,000,001+	
<p>*All elements have a max price - please refer to Max Prices Tab;                      *All pricing is step-down                      *Cost is per record</p>	

**25% Customer Append Premium must be applied for match and append orders**

**Suites Included:**

- A
-







# Executive Home Address (EHA) Suite

EHA Suite provides a comprehensive set of tools and services designed to help you manage your home address effectively. It includes a range of features and data elements to ensure you have all the information you need at your fingertips.

## Data Elements Included:

- Current address
- Previous addresses
- Property details and valuation
- Mortgage information
- Council tax bands
- Local authority information
- School catchment areas
- Crime statistics
- Environmental data
- Planning applications
- Local market trends
- Demographic information
- Transport links
- Local amenities
- Historical data

## Pricing Table - Tier 4

□

## URL Suite

The URL Suite offers a range of services to help you manage your online presence. It includes tools for monitoring your website, social media, and other online activities. The suite is designed to be easy to use and provides a wealth of data to help you make informed decisions.

<p><b>URL Suite</b> Tier 1</p>	<p>The URL Suite provides a comprehensive set of tools and services designed to help you manage your online presence effectively. It includes a range of features and data elements to ensure you have all the information you need at your fingertips.</p> <p><b>Data Elements:</b></p> <ul style="list-style-type: none"> <li>• Current website status</li> <li>• Search engine rankings</li> <li>• Social media activity</li> <li>• Backlink analysis</li> <li>• Content performance</li> <li>• User engagement metrics</li> <li>• Security alerts</li> <li>• Local market trends</li> <li>• Demographic information</li> <li>• Transport links</li> <li>• Local amenities</li> <li>• Historical data</li> </ul>
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## Family Linkage Suites

**D&B Geographic File** The D&B Geographic File provides a comprehensive view of a company's location history, including current and former addresses, and the geographic areas in which the company has operated. This data is derived from public records and is updated regularly to ensure accuracy. The file includes information on state and county level, providing a detailed view of a company's geographic footprint.

**GeoConnect Data** GeoConnect Data provides a comprehensive view of a company's geographic footprint, including current and former addresses, and the geographic areas in which the company has operated. This data is derived from public records and is updated regularly to ensure accuracy. The file includes information on state and county level, providing a detailed view of a company's geographic footprint.

### Data Elements Included in each Suite:

<u>Census Suite</u>	<u>Congressional District Suite</u>	<u>Congress Person Address Suite</u>
<input type="checkbox"/> <input type="checkbox"/> A	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
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**Pricing Table - Tier 1: (All of the above bundles are in Tier 1 – prices are Per Bundle)**

The pricing table for Tier 1 bundles is located in the accompanying spreadsheet.

**D&B Family Linkage Suites** The D&B Family Linkage Suites provide a comprehensive view of a company's family linkage, including current and former addresses, and the geographic areas in which the company has operated. This data is derived from public records and is updated regularly to ensure accuracy. The file includes information on state and county level, providing a detailed view of a company's family linkage.

### Data Elements Included:

<u>Parent/HQ Linkage Suite</u>	<u>Domestic Ultimate Linkage Suite</u>	<u>Global Ultimate Linkage Suite</u>
<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
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**Pricing Tables:** The pricing table for these bundles is located in the accompanying spreadsheet.

**D&B Small Business Suite** is a comprehensive solution for businesses that need to track and manage their financial data. It includes a variety of tools and features that can help you improve your financial performance and make better decisions about your business.

**Data Elements Included:**

- Account Balances
- Accounts Payable
- Accounts Receivable
- Assets
- Liabilities
- Equity

**Pricing Table - Tier 3**

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## Corporate Family Tree Plus (Formerly Known as Alternative Linkage Suite)

**Corporate Family Tree Plus** is a comprehensive solution for businesses that need to track and manage their financial data. It includes a variety of tools and features that can help you improve your financial performance and make better decisions about your business.

**Capabilities include :**

**Corporate Family Tree Plus-Franchises:** is a comprehensive solution for businesses that need to track and manage their financial data. It includes a variety of tools and features that can help you improve your financial performance and make better decisions about your business.

**Corporate Family Tree Plus-Minority Interests:** is a comprehensive solution for businesses that need to track and manage their financial data. It includes a variety of tools and features that can help you improve your financial performance and make better decisions about your business.

**Corporate Family Tree Plus-Vehicle Dealerships:** is a comprehensive solution for businesses that need to track and manage their financial data. It includes a variety of tools and features that can help you improve your financial performance and make better decisions about your business.

**Corporate Family Tree Plus-Agents:** is a comprehensive solution for businesses that need to track and manage their financial data. It includes a variety of tools and features that can help you improve your financial performance and make better decisions about your business.

**Corporate Family Tree Plus-Non-Profit Chapters:** is a comprehensive solution for businesses that need to track and manage their financial data. It includes a variety of tools and features that can help you improve your financial performance and make better decisions about your business.

**Corporate Family Tree Plus-Health Care Provider Networks:** is a comprehensive solution for businesses that need to track and manage their financial data. It includes a variety of tools and features that can help you improve your financial performance and make better decisions about your business.

**Append Codes:**

- Account Balances
- Accounts Payable
- Accounts Receivable
- Assets
- Liabilities
- Equity
- Income
- Expenses
- Assets
- Liabilities
- Equity
- Income
- Expenses

**Pricing Table - Tier 6:**





# Marketing Segmentation Clusters

Marketing Segmentation Clusters: The process of identifying and describing segments of the market that are homogeneous and distinct from other segments. This process is essential for developing targeted marketing strategies that address the specific needs and preferences of different customer groups. Segmentation allows marketers to tailor their messaging, offers, and channels to maximize effectiveness and efficiency.

- Identify and describe segments based on demographic, psychographic, and behavioral characteristics.
- Ensure segments are mutually exclusive, collectively exhaustive, and measurable.
- Use data analysis to validate and refine segments.
- Consider segment size and growth potential.
- Evaluate segment profitability and attractiveness.
- Develop targeted marketing strategies for each segment.
- Monitor and evaluate the effectiveness of marketing efforts.
- Adjust strategies based on changing market conditions and customer needs.
- Use segmentation to identify new market opportunities.
- Leverage segmentation for product development and innovation.
- Enhance customer loyalty and retention through personalized experiences.
- Optimize marketing budget allocation across segments.
- Improve overall marketing ROI through targeted efforts.
- Gain a deeper understanding of customer behavior and preferences.
- Increase the relevance and impact of marketing messages.
- Build stronger relationships with different customer segments.
- Adapt to market changes and emerging trends.
- Identify and address specific pain points for each segment.
- Develop tailored offers and promotions for each segment.
- Choose the most effective marketing channels for each segment.
- Monitor and track the performance of marketing campaigns.
- Adjust targeting and messaging based on campaign results.
- Stay up-to-date on industry trends and competitor activities.
- Foster a customer-centric mindset across the organization.
- Encourage cross-departmental collaboration in marketing efforts.
- Regularly review and update the segmentation strategy.
- Use segmentation as a foundation for overall business strategy.
- Tailor A/B testing to specific segments for better insights.
- Analyze the impact of segmentation on the overall business performance.
- Communicate the benefits of segmentation to all stakeholders.
- Encourage a data-driven approach to marketing decisions.
- Invest in the necessary tools and resources for effective segmentation.
- Stay flexible and open to revising the segmentation model.
- Celebrate success stories resulting from effective segmentation.
- Share best practices and insights with industry peers.
- Continuously learn and improve the segmentation process.
- Keep the customer's perspective at the center of all marketing efforts.
- Use segmentation to drive long-term business growth and success.

## Data Elements Included:

- Demographic data
- Psychographic data

## Pricing Table - Tier 2

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Financial Services Prospecting Model Suite

- **Total Balance** - Ranks businesses on their potential total spend on Cards, Loans, Lease, and Lines of Credit
- **Card Response** - Ranks businesses on their likelihood to respond to a small business credit card offer
- **Loan Propensity** - Ranks businesses on their likelihood to have an active loan account
- **LOC Propensity** - Ranks businesses on their likelihood to have an active line Of Credit account
- **Lease Propensity** - Ranks businesses on their likelihood to have an active lease account
- **Lease Balance** - Ranks businesses on their potential open balance on a lease account

Pricing Table - Tier 4

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Country Ultimate Total Employees Suite

Pricing Table - Tier 2



# **Sales & Marketing Solutions**

## **WorldBase Marketing Records & Solutions**

	<b>Summary Page Contents</b>	<b>Page</b>
<b>I</b>	<b>WorldBase Mailing Lists</b>	<b>75</b>
<b>II</b>	<b>WorldBase Telemarketing</b>	<b>75</b>
<b>III</b>	<b>WorldBase Full Prospect Record</b>	<b>76</b>
<b>IV</b>	<b>WorldBase Processes and Updates</b> • <input type="checkbox"/> <b>Update Premiums</b>	<b>78</b>



III WorldBase Full Prospect Record

Pricing

25% Customer Append Premium must be applied for match and append orders  
 All pricing is step down. Cost is per record.

Range	WB Prospect without Linkage	WB Prospect with Linkage
Up to 5,000		
5,001 - 10,000		
10,001 - 20,000		
20,001 - 50,000		
50,001 - 100,000		
100,001 - 200,000		
200,001 - 500,000		
500,001 - 1,000,000		
1,000,001 - 5,000,000		
5,000,001 - 15,000,000		
15,000,001+		

**WorldBase Full Prospect Record on primarily US files** used in situations where Customers' files have at least 75% of the records within the

**Pricing**

**25% Customer Append Premium must be applied for match and append orders**  
**All pricing is step down. Cost is per record.**

Range	WorldBase Prospect on mostly US file
Up to 5,000	
5,001 - 10,000	
10,001 - 20,000	
20,001 - 50,000	
50,001 - 100,000	
100,001 - 200,000	
200,001 - 500,000	
500,001 - 1,000,000	
1,000,001 - 5,000,000	
5,000,001 - 15,000,000	
15,000,001+	

IV WorldBase Premiums

UPDATE PREMIUMS

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# Information Management Products

Cleanse Match Standardize Integrate Enhance

Optimize	Manage
<i>Products in each category</i>	
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	Summary Page Contents	Page
I	<b>Optimize</b>	
	Optimizer	81
	Personal Investigations	84
II	<b>Manage</b>	
	Integration Manager	86
	Data Integration Batch	93
	Transactional D-U-N-S® # Assignment	93





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**\* Global  
Cleansing is  
included in the  
match price.**

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## Additional Information and Processes

### Verification/ Investigation

	<b>Domestic</b>	<b>Global</b>
<b><u>Batch Verification</u></b> □□□□□□	□□□□□□□□□□□□□□□□	□□□□□□□□□□□□□□□□
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**Investigations for records located outside the United States are charged on a country by country basis. The table below outlines these charges. The following countries do NOT get coverage for Global Mini-Investigations: Cuba, Kampuchea, Khmer, Neutral Zone, North Korea, Kwandebele, Qwa-Qwa, Redonda, and Zimbabwe.**

Region	Countries	Price Per Record
<b>AFRICA</b>	ALGERIA, ANGOLA, ASCENSION ISLANDS, BENIN, BOTSWANA, BURKINA-FASO, BURUNDI, CAMEROON, CAPE VERDE, CENTRAL AFRICAN REP, CHAD, COMORO ISLANDS, CONGO, DJIBOUTI, EGYPT (ARAB REP OF), EQUATORIAL GUINEA, ERITREA, ETHIOPIA, FALKLAND ISLANDS, GABON, GAMBIA, GHANA, GUINEA, GUINEA-BISSAU, IVORY COAST, KENYA, LESOTHO, LIBERIA, LIBYA, MADAGASCAR/MALAGASY, MALAWI, MALI, MAURITANIA, MAURITIUS, MOROCCO, MOZAMBIQUE, NAMIBIA, NIGER, NIGERIA, RWANDA, SAO TOME & PRINCIPE, SENEGAL, SEYCHELLES, SIERRA LEONE, SOMALIA, SOUTH AFRICA, ST HELENA, SUDAN, SWAZILAND, TANZANIA, TOGO, TUNISIA, UGANDA, VENDA, ZAIRE, ZAMBIA	\$22.50
<b>ASIA PACIFIC</b>	ADMIRALTY ISLANDS, AUSTRALIA, BRUNEI, BURMA (MYANMAR) , CAMBODIA, CAROLINE ISLANDS, CHINA PEOPLES REP, CHRISTMAS ISLAND, COOK ISLANDS, FIJI, FRENCH POLYNESIA, GUAM, HONG KONG, INDIA, INDONESIA, JAPAN, KIRIBATI, KOREA SOUTH (REP OF), LAOS, MACAU, MALAYSIA, MARSHALL ISLANDS, MICRONESIA FED ST, MIDWAY ISLAND, MYANMAR, NAURU, NEW ZEALAND, NORFOLK ISLAND, NORTHERN MARIANA ISLAND, PAPUA NEW GUINEA, PHILIPPINES, SAMOA AMERICAN, SAMOA WESTERN, SINGAPORE, SOLOMON ISLANDS, TAIWAN, THAILAND, TOKELAU, TONGA, TUVALU, U.S. MINOR ISLANDS, VANUATU, VIETNAM, WAKE ISLAND	\$17.50
<b>EUROPE</b>	ALBANIA, ANDORRA, ARMENIA, AUSTRIA, AZERBAIJAN, BELARUS (BYELORUSSIA), BELGIUM, BOSNIA HERZEGOVINA, BULGARIA, BYELORUSSIA, CROATIA, CYPRUS, CZECH REPUBLIC, DENMARK, ENGLAND, ESTONIA, FAROE ISLANDS, FINLAND, FRANCE, FRENCH GUYANA, FUJAIRAH, GEORGIA, GERMANY, GIBRALTAR, GREECE, GREENLAND, GUADELOUPE, HUNGARY, ICELAND, IRELAND REPUBLIC OF, ITALY, KAZAKHSTAN, KERGUELEN ISLANDS, KIRGHIZIA, LATVIA, LIECHTENSTEIN, LITHUANIA, LUXEMBOURG, MACEDONIA, MALTA, MARTINIQUE, MAYOTTE, MOLDAVIA, MONACO, NETHERLANDS, NEW CALEDONIA, NORTHERN IRELAND, NORWAY, POLAND, PORTUGAL, REUNION ISLAND, ROMANIA, RUSSIAN FEDERATION, SAN MARINO, SCOTLAND, SERBIA & MONTENEGRO, SLOVAKIA, SLOVENIA, SPAIN, ST PIERRE, SWEDEN, SWITZERLAND, TAJIKISTAN, TURKEY, TURKISH REP OF N CYPRUS, TURKMENISTAN, UKRAINE, UNITED KINGDOM, UZBEKISTAN, VATICAN CITY, WALES, WALLIS & FUTUNA ISLANDS	\$17.50
<b>LATIN AMERICA</b>	ANGUILLA, ANTIGUA, ARGENTINA, ARUBA, BAHAMAS, BARBADOS, BELIZE, BERMUDA, BOLIVIA, BRAZIL, CAYMAN ISLANDS, CHILE, COLOMBIA, COSTA RICA, DOMINICA, DOMINICAN REPUBLIC, ECUADOR, EL SALVADOR, GRENADA, GUATEMALA, GUYANA, HAITI, HONDURAS, JAMAICA, MEXICO, MONTSERRAT, NETHERLANDS ANTILLES, NICARAGUA, PANAMA, PARAGUAY, PERU, ST KITTS-NEVIS, ST LUCIA, ST VINCENT, SURINAME, TRINIDAD & TOBAGO, TURKS & CAICOS ISLANDS, URUGUAY, VENEZUELA, VIRGIN ISLANDS UK	\$17.50
<b>MIDDLE EAST</b>	ABU DHABI, AFGHANISTAN, AJMAN, AL AIN, BAHRAIN, BANGLADESH, BHUTAN, DUBAI, IRAN, IRAQ, ISRAEL, JORDAN, KUWAIT, LEBANON, MALDIVES, NEPAL, OMAN, PAKISTAN, QATAR, RAS AL KHAIMAH, SAUDI ARABIA, SHARJAH, SOUTH GEORGIA, SOUTH SANDWICH ISLANDS, SRI LANKA, SYRIA, UMM AL QUWAIN, UNITED ARAB EMIRATES, YEMEN ARAB REPUBLIC, YEMEN SOUTH	\$22.50
<b>NORTH AMERICA</b>	CANADA, VIRGIN ISLANDS US	\$12.50











**Year Two - Solution Price**

# of Systems (up to)	# of Customers (up to)									
	<10,000	10,000	100,000	250,000	500,000	1,000,000	3,000,000	5,000,000	10,000,000	>10,000,000
>11										
11										
9										
7										
5										
4										
3										
2										
1										

**Year Three - Solution Price**

# of Systems (up to)	# of Customers (up to)									
	<10,000	10,000	100,000	250,000	500,000	1,000,000	3,000,000	5,000,00	10,000,00	>10,000,000
>11										
11										
9										
7										
5										
4										
3										
2										
1										

Integration Manager Reference File Options		
Reference File	Description	Price
A	Approximately 32 million records	\$62,000
A	Approximately 65 million records	\$25,000
A	Approximately 1.5 million records	\$35,000
A	Approximately 3 million records	\$87,000
A	Approximately 129 million records	\$47,000
A	Approximately 206 million records	\$67,000
	Approximately 23 million unique names	
A	Approximately 8.5 million unique names	

The above pricing is for use of the data in the IM Reference File ONLY. These prices can not be leveraged for any other use of the data.

### Additional Pricing

license only	

Separate IM Service Plan	Annual Fee:	





### **Data Blocks Description**

Businesses, government agencies and not-for-profit organizations all over the world turn to Dun & Bradstreet to help accelerate revenue, manage risk, reduce costs, and transform digitally through the power of data and insights delivered from the Dun & Bradstreet Data Cloud. As important as data quality is, how data is delivered, the ease in which it can be consumed, and the speed at which a business can transform information into value is equally important. To meet these needs, Dun & Bradstreet delivers data in packages called Data Blocks.

A Data Block is a logical, topic-based grouping of data elements from the Dun & Bradstreet Data Cloud. It is a modern, best-in-class method of serving data in a simple, standardized, and flexible way. Data Blocks empower clients to easily ingest the world-class data they require across their enterprise and do that in a consistent and scalable manner. Clients can 'stack' data blocks together to customize the data and insights they require to address any use case across their business. Any specific combination of Data Blocks can be delivered via API, flat files, or a combination. Data Blocks are licensed by domain: Sales & Marketing, Finance, Supply, and Compliance.

With Data Blocks, clients experience superior data quality delivered consistently. In addition, Data Blocks quicken the time from delivery to value realization with simple, standard implementation and activation. Lastly, clients benefit from flexibility and scalability, enjoying seamless delivery regardless of how much or how little content is ingested, where used, or what need is being addressed. Data management is complex; Dun & Bradstreet Data Blocks make it easier than ever for clients to experience the power of tailored delivery aligned with unique business needs.

### **Data Blocks Monitoring**

The Monitoring feature enables you to keep your system or data warehouse up-to-date and to make decisions on the latest available data.

D&B data API provides access to numerous products, each with a set of attributes. Monitoring enables you to receive notifications when any of those attribute values change for any D-U-N-S Number in the registration. Monitoring APIs enable you to manage your registrations. Once a registration is created, you will start to receive notifications about changes to the entity data.

All Data Blocks, excluding "Company entity Resolution", can receive monitoring @ 1.3x multiplier (30% premium) on corresponding record band and data block level.

<b>Data Blocks Description</b>	<b>Data Block</b>		
	<i>Sales and Marketing Insights</i>		
<b>Commercial Pricing</b>	Level 1	Level 2	Level 3
1-500	\$ 600.00	\$ 995.00	\$ 1,395.00
501-1500	\$ 1,320.00	\$ 2,195.00	\$ 3,075.00
2501-5000	\$ 3,475.00	\$ 5,795.00	\$ 8,115.00
5001-10000	\$ 5,425.00	\$ 9,045.00	\$ 12,665.00
10001-20000	\$ 9,175.00	\$ 15,295.00	\$ 21,415.00
20001-30000	\$ 12,250.00	\$ 20,420.00	\$ 28,590.00
30001-45000	\$ 15,850.00	\$ 26,420.00	\$ 36,990.00
45000-75000	\$ 22,865.00	\$ 38,110.00	\$ 53,350.00
75001-100000	\$ 27,740.00	\$ 46,235.00	\$ 64,725.00
100000-250000	\$ 45,740.00	\$ 76,235.00	\$ 106,725.00
<b>Data Blocks Description</b>	<b>Data Block: Supply &amp; Compliance Only</b>		
	<i>Third Party Risk Insights</i>		
<b>Commercial Pricing</b>	Level 1	Level 2	Level 3
1-500	\$ 1,395.00	\$ 2,790.00	\$ 4,785.00
501-1500	\$ 3,075.00	\$ 6,150.00	\$ 10,540.00
2501-5000	\$ 8,115.00	\$ 16,230.00	\$ 27,820.00
5001-10000	\$ 12,665.00	\$ 25,330.00	\$ 43,420.00
10001-20000	\$ 21,415.00	\$ 42,830.00	\$ 73,420.00
20001-30000	\$ 28,590.00	\$ 57,175.00	\$ 98,020.00
30001-45000	\$ 36,990.00	\$ 73,975.00	\$ 126,820.00
45000-75000	\$ 53,350.00	\$ 106,700.00	\$ 182,920.00
75001-100000	\$ 64,725.00	\$ 129,450.00	\$ 221,915.00
100000-250000	\$ 106,725.00	\$ 213,450.00	\$ 365,915.00

<b>Data Blocks Description</b>	<b>Data Block: All Domains</b>
	<i>Company Entity Resolution</i>
<b>Commercial Pricing</b>	Level 1
1-500	\$ 70.00
501-1500	\$ 155.00
2501-5000	\$ 405.00
5001-10000	\$ 635.00
10001-20000	\$ 1,070.00
20001-30000	\$ 1,430.00
30001-45000	\$ 1,850.00
45000-75000	\$ 2,670.00
75001-100000	\$ 3,235.00
100000-250000	\$ 5,335.00

<b>Data Blocks Description</b>	<b>Data Block: All Domains</b>		
	<i>Company Information</i>		
<b>Commercial Pricing</b>	Level 1	Level 2	Level 3
1-500	\$ 200.00	\$ 280.00	\$ 500.00
501-1500	\$ 440.00	\$ 615.00	\$ 1,320.00
2501-5000	\$ 1,160.00	\$ 1,625.00	\$ 3,475.00
5001-10000	\$ 1,810.00	\$ 2,535.00	\$ 5,425.00
10001-20000	\$ 3,060.00	\$ 4,285.00	\$ 9,175.00
20001-30000	\$ 4,085.00	\$ 5,720.00	\$ 12,250.00
30001-45000	\$ 5,285.00	\$ 7,400.00	\$ 15,850.00
45000-75000	\$ 7,620.00	\$ 10,670.00	\$ 22,865.00
75001-100000	\$ 9,245.00	\$ 12,945.00	\$ 27,740.00
100000-250000	\$ 15,245.00	\$ 21,345.00	\$ 45,740.00

<b>Data Blocks Description</b>	<b>Data Block: All Domains</b>		
	<i>Company Financials</i>		
<b>Commercial Pricing</b>	Level 1	Level 2	Level 3
1-500	\$ 600.00	\$ 1,795.00	\$ 2,390.00
501-1500	\$ 1,320.00	\$ 3,955.00	\$ 5,270.00
2501-5000	\$ 3,475.00	\$ 10,430.00	\$ 13,910.00
5001-10000	\$ 5,425.00	\$ 16,280.00	\$ 21,710.00
10001-20000	\$ 9,175.00	\$ 27,530.00	\$ 36,710.00
20001-30000	\$ 12,250.00	\$ 36,755.00	\$ 49,010.00
30001-45000	\$ 15,850.00	\$ 47,555.00	\$ 63,410.00
45000-75000	\$ 22,865.00	\$ 68,595.00	\$ 91,460.00
75001-100000	\$ 27,740.00	\$ 83,220.00	\$ 110,960.00
100000-250000	\$ 45,740.00	\$ 137,220.00	\$ 182,960.00



<b>Data Blocks Description</b>	<b>Data Block: All Domains</b>
	<i>Company News</i>
<b>Commercial Pricing</b>	Level 1
1-500	\$ 280.00
501-1500	\$ 615.00
2501-5000	\$ 1,625.00
5001-10000	\$ 2,535.00
10001-20000	\$ 4,285.00
20001-30000	\$ 5,720.00
30001-45000	\$ 7,400.00
45000-75000	\$ 10,670.00
75001-100000	\$ 12,945.00
100000-250000	\$ 21,345.00

<b>Data Blocks Description</b>	<b>Data Block: All Domains</b>		
	<i>Diversity Insights</i>		
<b>Commercial Pricing</b>	Level 1	Level 2	Level 3
1-500	\$ 200.00	\$ 250.00	\$ 280.00
501-1500	\$ 440.00	\$ 550.00	\$ 615.00
2501-5000	\$ 1,160.00	\$ 1,450.00	\$ 1,625.00
5001-10000	\$ 1,810.00	\$ 2,260.00	\$ 2,535.00
10001-20000	\$ 3,060.00	\$ 3,825.00	\$ 4,285.00
20001-30000	\$ 4,085.00	\$ 5,105.00	\$ 5,720.00
30001-45000	\$ 5,285.00	\$ 6,605.00	\$ 7,400.00
45000-75000	\$ 7,620.00	\$ 9,525.00	\$ 10,670.00
75001-100000	\$ 9,245.00	\$ 11,560.00	\$ 12,945.00
100000-250000	\$ 15,245.00	\$ 19,060.00	\$ 21,345.00
<b>Data Blocks Description</b>	<b>Data Block: All Domains</b>		
	<i>Filings and Events</i>		
<b>Commercial Pricing</b>	Level 1	Level 2	Level 3
1-500	\$ 995.00	\$ 1,395.00	\$ 1,795.00
501-1500	\$ 2,195.00	\$ 3,075.00	\$ 3,955.00
2501-5000	\$ 5,795.00	\$ 8,115.00	\$ 10,430.00
5001-10000	\$ 9,045.00	\$ 12,665.00	\$ 16,280.00
10001-20000	\$ 15,295.00	\$ 21,415.00	\$ 27,530.00
20001-30000	\$ 20,420.00	\$ 28,590.00	\$ 36,755.00
30001-45000	\$ 26,420.00	\$ 36,990.00	\$ 47,555.00
45000-75000	\$ 38,110.00	\$ 53,350.00	\$ 68,595.00
75001-100000	\$ 46,235.00	\$ 64,725.00	\$ 83,220.00
100000-250000	\$ 76,235.00	\$ 106,725.00	\$ 137,220.00

Data Blocks Description	Data Block: All Domains				
	<i>Financial Risk Insights</i>				
Commercial Pricing	Level 1	Level 2	Level 3	Level 4	Level 5
1-500	\$ 1,395.00	\$ 3,490.00	\$ 4,785.00	\$ 6,180.00	\$ 7,175.00
501-1500	\$ 3,075.00	\$ 7,685.00	\$ 10,540.00	\$ 13,615.00	\$ 15,810.00
2501-5000	\$ 8,115.00	\$ 20,285.00	\$ 27,820.00	\$ 35,935.00	\$ 41,730.00
5001-10000	\$ 12,665.00	\$ 31,660.00	\$ 43,420.00	\$ 56,085.00	\$ 65,130.00
10001-20000	\$ 21,415.00	\$ 53,535.00	\$ 73,420.00	\$ 94,835.00	\$ 110,130.00
20001-30000	\$ 28,590.00	\$ 71,470.00	\$ 98,020.00	\$ 126,605.00	\$ 147,025.00
30001-45000	\$ 36,990.00	\$ 92,470.00	\$ 126,820.00	\$ 163,805.00	\$ 190,225.00
45000-75000	\$ 53,350.00	\$ 133,375.00	\$ 182,920.00	\$ 236,270.00	\$ 274,375.00
75001-100000	\$ 64,725.00	\$ 161,815.00	\$ 221,915.00	\$ 286,645.00	\$ 332,875.00
100000-250000	\$ 106,725.00	\$ 266,815.00	\$ 365,915.00	\$ 472,640.00	\$ 548,875.00

<b>Data Blocks Description</b>	<b>Data Block: All Domains</b>		
	<i>Hierarchies and Connections</i>		
<b>Commercial Pricing</b>	Level 1	Level 2	Level 3
1-500	\$ 600.00	\$ 1,795.00	\$ 2,390.00
501-1500	\$ 1,320.00	\$ 3,955.00	\$ 5,270.00
2501-5000	\$ 3,475.00	\$ 10,430.00	\$ 13,910.00
5001-10000	\$ 5,425.00	\$ 16,280.00	\$ 21,710.00
10001-20000	\$ 9,175.00	\$ 27,530.00	\$ 36,710.00
20001-30000	\$ 12,250.00	\$ 36,755.00	\$ 49,010.00
30001-45000	\$ 15,850.00	\$ 47,555.00	\$ 63,410.00
45000-75000	\$ 22,865.00	\$ 68,595.00	\$ 91,460.00
75001-100000	\$ 27,740.00	\$ 83,220.00	\$ 110,960.00
100000-250000	\$ 45,740.00	\$ 137,220.00	\$ 182,960.00

<b>Data Blocks Description</b>	<b>Data Block: All Domains</b>
	<i>Industry Profile</i>
<b>Commercial Pricing</b>	Level 1
1-500	\$ 600.00
501-1500	\$ 1,320.00
2501-5000	\$ 3,475.00
5001-10000	\$ 5,425.00
10001-20000	\$ 9,175.00
20001-30000	\$ 12,250.00
30001-45000	\$ 15,850.00
45000-75000	\$ 22,865.00
75001-100000	\$ 27,740.00
100000-250000	\$ 45,740.00

<b>Data Blocks Description</b>	<b>Data Block: All Domains except S&amp;MS</b>	
	<i>Ownership Insights</i>	
<b>Commercial Pricing</b>	Level 1	Level 2
1-500	\$ 1,395.00	\$ 1,795.00
501-1500	\$ 3,075.00	\$ 3,955.00
2501-5000	\$ 8,115.00	\$ 10,430.00
5001-10000	\$ 12,665.00	\$ 16,280.00
10001-20000	\$ 21,415.00	\$ 27,530.00
20001-30000	\$ 28,590.00	\$ 36,755.00
30001-45000	\$ 36,990.00	\$ 47,555.00
45000-75000	\$ 53,350.00	\$ 68,595.00
75001-100000	\$ 64,725.00	\$ 83,220.00
100000-250000	\$ 106,725.00	\$ 137,220.00

<b>Data Blocks Description</b>	<b>Data Block: All Domains</b>			
	<i>Payment Insights</i>			
<b>Commercial Pricing</b>	Level 1	Level 2	Level 3	Level 4
1-500	\$ 1,395.00	\$ 2,390.00	\$ 2,790.00	\$ 4,185.00
501-1500	\$ 3,075.00	\$ 5,270.00	\$ 6,150.00	\$ 9,225.00
2501-5000	\$ 8,115.00	\$ 13,910.00	\$ 16,230.00	\$ 24,340.00
5001-10000	\$ 12,665.00	\$ 21,710.00	\$ 25,330.00	\$ 37,990.00
10001-20000	\$ 21,415.00	\$ 36,710.00	\$ 42,830.00	\$ 64,240.00
20001-30000	\$ 28,590.00	\$ 49,010.00	\$ 57,175.00	\$ 85,765.00
30001-45000	\$ 36,990.00	\$ 63,410.00	\$ 73,975.00	\$ 110,965.00
45000-75000	\$ 53,350.00	\$ 91,460.00	\$ 106,700.00	\$ 160,055.00
75001-100000	\$ 64,725.00	\$ 110,960.00	\$ 129,450.00	\$ 194,175.00
100000-250000	\$ 106,725.00	\$ 182,960.00	\$ 213,450.00	\$ 320,175.00

# Records Count	Data Block: All Domains			
	Principals and Contacts			
Commercial Pricing	Level 1	Level 2	Level 3	Level 4
1-500	\$ 70.00	\$ 250.00	\$ 600.00	\$ 995.00
501-1500	\$ 155.00	\$ 550.00	\$ 1,320.00	\$ 2,195.00
2501-5000	\$ 405.00	\$ 1,450.00	\$ 3,475.00	\$ 5,795.00
5001-10000	\$ 635.00	\$ 2,260.00	\$ 5,425.00	\$ 9,045.00
10001-20000	\$ 1,070.00	\$ 3,825.00	\$ 9,175.00	\$ 15,295.00
20001-30000	\$ 1,430.00	\$ 5,105.00	\$ 12,250.00	\$ 20,420.00
30001-45000	\$ 1,850.00	\$ 6,605.00	\$ 15,850.00	\$ 26,420.00
45001-75000	\$ 2,670.00	\$ 9,525.00	\$ 22,865.00	\$ 38,110.00
75001-100000	\$ 3,235.00	\$ 11,560.00	\$ 27,740.00	\$ 46,235.00
100001-250000	\$ 5,335.00	\$ 19,060.00	\$ 45,740.00	\$ 76,235.00

Inquiry Insights; Step Down Pricing; Level 1; 1-500 Records Under Management (RUM)	\$1,395.00
Inquiry Insights; Step Down Pricing; Level 1; 501-1,500 Records Under Management (RUM)	\$3,075.00
Inquiry Insights; Step Down Pricing; Level 1; 1,501-5,000 Records Under Management (RUM)	\$8,115.00
Inquiry Insights; Step Down Pricing; Level 1; 5,001-10,000- Records Under Management (RUM)	\$12,665.00
Inquiry Insights; Step Down Pricing; Level 1; 10,001- 20,000; Records Under Management (RUM)	\$21,415.00
Inquiry Insights; Step Down Pricing; Level 1; 20,001-30,000 Records Under Management (RUM)	\$28,590.00
Inquiry Insights; Step Down Pricing; Level 1; 30,000 - 45,000 Records Under Management (RUM)	\$36,990.00
Inquiry Insights; Step Down Pricing; Level 1; 45,001 - 75,000 Records Under Management (RUM)	\$53,350.00
Inquiry Insights; Step Down Pricing; Level 1; 75,001 - 100,000 Records Under Management (RUM)	\$64,725.00
Inquiry Insights; Step Down Pricing; Level 1; 100,001 - 250,000 Records Under Management (RUM)	\$106,725.00
Inquiry Insights; Step Down Pricing; Level 2; 1-500 Records Under Management (RUM)	\$2,390.00
Inquiry Insights; Step Down Pricing; Level 2; 501-1,500 Records Under Management (RUM)	\$5,270.00
Inquiry Insights; Step Down Pricing; Level 2; 1,501-5,000 Records Under Management (RUM)	\$13,910.00
Inquiry Insights; Step Down Pricing; Level 2; 5,001-10,000- Records Under Management (RUM)	\$21,710.00
Inquiry Insights; Step Down Pricing; Level 2; 10,001- 20,000; Records Under Management (RUM)	\$36,710.00
Inquiry Insights; Step Down Pricing; Level 2; 20,001-30,000 Records Under Management (RUM)	\$49,010.00
Inquiry Insights; Step Down Pricing; Level 2; 30,000 - 45,000 Records Under Management (RUM)	\$63,410.00
Inquiry Insights; Step Down Pricing; Level 2; 45,001 - 75,000 Records Under Management (RUM)	\$91,460.00
Inquiry Insights; Step Down Pricing; Level 2; 75,001 - 100,000 Records Under Management (RUM)	\$110,960.00
Inquiry Insights; Step Down Pricing; Level 2; 100,001 - 250,000 Records Under Management (RUM)	\$182,960.00
Inquiry Insights; Step Down Pricing; Level 3; 1-500 Records Under Management (RUM)	\$2,790.00
Inquiry Insights; Step Down Pricing; Level 3; 501-1,500 Records Under Management (RUM)	\$6,150.00
Inquiry Insights; Step Down Pricing; Level 3; 1,501-5,000 Records Under Management (RUM)	\$16,230.00
Inquiry Insights; Step Down Pricing; Level 3; 5,001-10,000- Records Under Management (RUM)	\$25,330.00
Inquiry Insights; Step Down Pricing; Level 3; 10,001- 20,000; Records Under Management (RUM)	\$42,830.00
Inquiry Insights; Step Down Pricing; Level 3; 20,001-30,000 Records Under Management (RUM)	\$57,175.00
Inquiry Insights; Step Down Pricing; Level 3; 30,000 - 45,000 Records Under Management (RUM)	\$73,975.00
Inquiry Insights; Step Down Pricing; Level 3; 45,001 - 75,000 Records Under Management (RUM)	\$106,700.00
Inquiry Insights; Step Down Pricing; Level 3; 75,001 - 100,000 Records Under Management (RUM)	\$129,450.00
Inquiry Insights; Step Down Pricing; Level 3; 100,001 - 250,000 Records Under Management (RUM)	\$213,450.00
Inquiry Insights; Step Down Pricing; Level 4; 1-500 Records Under Management (RUM)	\$4,185.00
Inquiry Insights; Step Down Pricing; Level 4; 501-1,500 Records Under Management (RUM)	\$9,225.00
Inquiry Insights; Step Down Pricing; Level 4; 1,501-5,000 Records Under Management (RUM)	\$24,340.00
Inquiry Insights; Step Down Pricing; Level 4; 5,001-10,000; Records Under Management (RUM)	\$37,990.00
Inquiry Insights; Step Down Pricing; Level 4; 10,001- 20,000; Records Under Management (RUM)	\$64,240.00
Inquiry Insights; Step Down Pricing; Level 4; 20,001-30,000 Records Under Management (RUM)	\$85,765.00
Inquiry Insights; Step Down Pricing; Level 4; 30,000 - 45,000 Records Under Management (RUM)	\$110,965.00
Inquiry Insights; Step Down Pricing; Level 4; 45,001 - 75,000 Records Under Management (RUM)	\$160,055.00
Inquiry Insights; Step Down Pricing; Level 4; 75,001 - 100,000 Records Under Management (RUM)	\$194,175.00
Inquiry Insights; Step Down Pricing; Level 4; 100,001 - 250,000 Records Under Management (RUM)	\$320,175.00

# **DIRECT +**

Description of Product/Service	Commercial Price List
Direct+ Capabilities: Cleanse & Standardize	\$0.25
Direct+ Capabilities: Contact Search	\$0.50
Direct+ Capabilities: Criteria Search	\$1.00
Direct+ Capabilities: Type-Ahead Search	\$0.10
Direct+ Capabilities: Identity Resolution (includes Cleanse & Match)	\$0.25
Direct+ Content (Standard Subscription): Alternative Linkage (LNKALT)	\$1.00
Direct+ Content (Standard Subscription): Alternative Linkage: Monitoring (LNKALT)	\$0.80
Direct+ Content (Standard Subscription): Company News (NAMSTD)	\$3.00
Direct+ Content (Standard Subscription): Company Profile (CMPELF) - Legacy 1.0	\$1.50
Direct+ Content (Standard Subscription): Company Profile (CMPELK)	\$1.50
Direct+ Content (Standard Subscription): Company Profile: Monitoring (CMPELF) - Legacy 1.0	\$1.20
Direct+ Content (Standard Subscription): Company Profile: Monitoring (CMPELK)	\$1.20
Direct+ Content (Standard Subscription): Compliance Verification (CMPCVF)	\$30.00
Direct+ Content (Standard Subscription): Compliance Verification: Monitoring (CMPCVF)	\$24.00
Direct+ Content (Standard Subscription): Decision Headquarters (AASDHQ)	\$1.92
Direct+ Content (Standard Subscription): Decision Headquarters: Monitoring (AASDHQ)	\$1.54
Direct+ Content (Standard Subscription): Financial Comparison (CMPFCD)	\$1.09
Direct+ Content (Standard Subscription): Financial Market Details (CMPFMD)	\$1.09
Direct+ Content (Standard Subscription): Financial Statement Summary (CMPTPF)	\$6.00
Direct+ Content (Standard Subscription): Full Family Tree	\$20.00
Direct+ Content (Standard Subscription): Full Family Tree Monitoring	\$16.00
Direct+ Content (Standard Subscription): Global Beneficial Ownership List (LNKGBO)	12.00
Direct+ Content (Standard Subscription): Global Beneficial Ownership List Monitoring (LNKGBO)	9.60
Direct+ Content (Standard Subscription): Global Business Ranking (GBR)	\$10.00
Direct+ Content (Standard Subscription): Global IT Buydex (AASBIG)	\$0.60
Direct+ Content (Standard Subscription): Global IT Buydex: Monitoring (AASBIG)	\$0.48
Direct+ Content (Standard Subscription): Material Change (AASMCU)	\$0.30
Direct+ Content (Standard Subscription): Material Change: Monitoring (AASMCU)	\$0.24
Direct+ Content (Standard Subscription): Minority Linkage (LNKMIN)	\$1.00
Direct+ Content (Standard Subscription): Minority Linkage: Monitoring (LNKMIN)	\$0.80
Direct+ Content (Standard Subscription): Sales & Employee Assignment Model (AASSEM)	\$0.02
Direct+ Content (Standard Subscription): Sales & Employee Assignment Model: Monitoring (AASSEM)	\$0.01
Direct+ Content (Standard Subscription): Supplier Master Data Enrichment (CMPSUP)	\$1.30
Direct+ Content (Standard Subscription): Supplier Master Data Enrichment Monitoring (CMPSUP)	\$1.05
Direct+ Content (Standard Subscription): Supplier Risk Assessment (CMPSRA) Asia Pacific	\$85.00
Direct+ Content (Standard Subscription): Supplier Risk Assessment (CMPSRA) Europe	\$50.00
Direct+ Content (Standard Subscription): Supplier Risk Assessment (CMPSRA) Latin America	\$66.00
Direct+ Content (Standard Subscription): Supplier Risk Assessment (CMPSRA) US/CA	\$23.00
Direct+ Content (Standard Subscription): Supplier Risk Assessment Monitoring (CMPSRA) Asia Pacific	\$68.00
Direct+ Content (Standard Subscription): Supplier Risk Assessment Monitoring (CMPSRA) Europe	\$40.00
Direct+ Content (Standard Subscription): Supplier Risk Assessment Monitoring (CMPSRA) Latin America	\$52.80
Direct+ Content (Standard Subscription): Supplier Risk Assessment Monitoring (CMPSRA) US/CA	\$18.40
Direct+ Content (Standard Subscription): Ultimate Beneficial Ownership List (CMPBOL)	12.00
Direct+ Content (Standard Subscription): Ultimate Beneficial Ownership List Monitoring (CMPBOL)	9.60
Direct+ Content (Standard Subscription): Ultimate Beneficial Ownership Structure (CMPBOS)	12.00
Direct+ Content (Standard Subscription): Upward Linkage (LNKUPD)	\$1.00
Direct+ Content (Standard Subscription): Upward Linkage: Monitoring (LNKUPD)	\$0.80

# D&B Onboard

Description of Product/Service	Commercial Price List
D&B Onboard Compliance Report; U.S.; Band 1 (\$1-\$2,000)	\$118.97
D&B Onboard Compliance Report; U.S.; Band 2 (\$2,000-\$2,999)	\$111.83
D&B Onboard Compliance Report; U.S.; Band 3 (\$3,000-\$9,999)	\$90.42
D&B Onboard Compliance Report; U.S.; Band 4 (\$10,000-\$24,999)	\$85.66
D&B Onboard Compliance Report; U.S.; Band 5 (\$25,000-\$99,999)	\$83.28
D&B Onboard Compliance Report; U.S.; Band 6 (\$100,000-\$1,999,999)	\$77.33
D&B Onboard Compliance Report; U.S.; Band 7 (\$2,000,000-\$2,999,999)	\$76.14
D&B Onboard Compliance Report; U.S.; Band 8 (\$3,000,000-\$3,999,999)	\$74.95
D&B Onboard Compliance Report; U.S.; Band 9 (\$4,000,000-\$4,999,999)	\$73.76
D&B Onboard Compliance Report; U.S.; Band 10 (\$5,000,000-\$99,999,999)	\$71.38
D&B Onboard Verification Report; All geographies; Band 1 (\$1-\$2,000)	\$30.00
D&B Onboard Verification Report; All geographies; Band 2 (\$2,000-\$2,999)	\$28.20
D&B Onboard Verification Report; All geographies; Band 3 (\$3,000-\$9,999)	\$22.80
D&B Onboard Verification Report; All geographies; Band 4 (\$10,000-\$24,999)	\$21.60
D&B Onboard Verification Report; All geographies; Band 5 (\$25,000-\$99,999)	\$21.00
D&B Onboard Verification Report; All geographies; Band 6 (\$100,000-\$1,999,999)	\$19.50
D&B Onboard Verification Report; All geographies; Band 7 (\$2,000,000-\$2,999,999)	\$19.20
D&B Onboard Verification Report; All geographies; Band 8 (\$3,000,000-\$3,999,999)	\$18.90
D&B Onboard Verification Report; All geographies; Band 9 (\$4,000,000-\$4,999,999)	\$18.60
D&B Onboard Verification Report; All geographies; Band 10 (\$5,000,000-\$99,999,999)	\$18.00
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 1 (\$1-\$2,000)	\$12.00
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 2 (\$2,000-\$2,999)	\$11.28
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 3 (\$3,000-\$9,999)	\$9.12
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 4 (\$10,000-\$24,999)	\$8.64
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 5 (\$25,000-\$99,999)	\$8.40
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 6 (\$100,000-\$1,999,999)	\$7.80
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 7 (\$2,000,000-\$2,999,999)	\$7.68
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 8 (\$3,000,000-\$3,999,999)	\$7.56
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 9 (\$4,000,000-\$4,999,999)	\$7.44
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 10 (\$5,000,000-\$99,999,999)	\$7.20
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 1 (\$1-\$2,000)	\$12.00
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 2 (\$2,000-\$2,999)	\$11.28
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 3 (\$3,000-\$9,999)	\$9.12
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 4 (\$10,000-\$24,999)	\$8.64
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 5 (\$25,000-\$99,999)	\$8.40
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 6 (\$100,000-\$1,999,999)	\$7.80
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 7 (\$2,000,000-\$2,999,999)	\$7.68
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 8 (\$3,000,000-\$3,999,999)	\$7.56

Description of Product/Service	Commercial Price List
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 9 (\$4,000,000-\$4,999,999)	\$7.44
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 10 (\$5,000,000-\$99,999,999)	\$7.20
D&B Onboard Global Family Tree; All geographies; Band 1 (\$1-\$2,000)	\$40.00
D&B Onboard Global Family Tree; All geographies; Band 2 (\$2,000-\$2,999)	\$37.60
D&B Onboard Global Family Tree; All geographies; Band 3 (\$3,000-\$9,999)	\$30.40
D&B Onboard Global Family Tree; All geographies; Band 4 (\$10,000-\$24,999)	\$28.80
D&B Onboard Global Family Tree; All geographies; Band 5 (\$25,000-\$99,999)	\$28.00
D&B Onboard Global Family Tree; All geographies; Band 6 (\$100,000-\$1,999,999)	\$26.00
D&B Onboard Global Family Tree; All geographies; Band 7 (\$2,000,000-\$2,999,999)	\$25.60
D&B Onboard Global Family Tree; All geographies; Band 8 (\$3,000,000-\$3,999,999)	\$25.20
D&B Onboard Global Family Tree; All geographies; Band 9 (\$4,000,000-\$4,999,999)	\$24.80
D&B Onboard Global Family Tree; All geographies; Band 10 (\$5,000,000-\$99,999,999)	\$24.00
D&B Onboard Identification Report; All geographies; Band 1 (\$1-\$2,000)	\$12.00
D&B Onboard Identification Report; All geographies; Band 2 (\$2,000-\$2,999)	\$11.28
D&B Onboard Identification Report; All geographies; Band 3 (\$3,000-\$9,999)	\$9.12
D&B Onboard Identification Report; All geographies; Band 4 (\$10,000-\$24,999)	\$8.64
D&B Onboard Identification Report; All geographies; Band 5 (\$25,000-\$99,999)	\$8.40
D&B Onboard Identification Report; All geographies; Band 6 (\$100,000-\$1,999,999)	\$7.80
D&B Onboard Identification Report; All geographies; Band 7 (\$2,000,000-\$2,999,999)	\$7.68
D&B Onboard Identification Report; All geographies; Band 8 (\$3,000,000-\$3,999,999)	\$7.56
D&B Onboard Identification Report; All geographies; Band 9 (\$4,000,000-\$4,999,999)	\$7.44
D&B Onboard Identification Report; All geographies; Band 10 (\$5,000,000-\$99,999,999)	\$7.20
D&B Onboard Compliance Report; Canada; Band 1 (\$1-\$2,000)	\$251.69
D&B Onboard Compliance Report; Canada; Band 2 (\$2,000-\$2,999)	\$236.59
D&B Onboard Compliance Report; Canada; Band 3 (\$3,000-\$9,999)	\$191.28
D&B Onboard Compliance Report; Canada; Band 4 (\$10,000-\$24,999)	\$181.22
D&B Onboard Compliance Report; Canada; Band 5 (\$25,000-\$99,999)	\$176.18
D&B Onboard Compliance Report; Canada; Band 6 (\$100,000-\$1,999,999)	\$163.60
D&B Onboard Compliance Report; Canada; Band 7 (\$2,000,000-\$2,999,999)	\$161.08
D&B Onboard Compliance Report; Canada; Band 8 (\$3,000,000-\$3,999,999)	\$158.56
D&B Onboard Compliance Report; Canada; Band 9 (\$4,000,000-\$4,999,999)	\$156.05
D&B Onboard Compliance Report; Canada; Band 10 (\$5,000,000-\$99,999,999)	\$151.01
D&B Onboard Compliance Report; Europe; Band 1 (\$1-\$2,000)	\$431.74
D&B Onboard Compliance Report; Europe; Band 2 (\$2,000-\$2,999)	\$405.84
D&B Onboard Compliance Report; Europe; Band 3 (\$3,000-\$9,999)	\$328.12
D&B Onboard Compliance Report; Europe; Band 4 (\$10,000-\$24,999)	\$310.85
D&B Onboard Compliance Report; Europe; Band 5 (\$25,000-\$99,999)	\$302.22
D&B Onboard Compliance Report; Europe; Band 6 (\$100,000-\$1,999,999)	\$280.63
D&B Onboard Compliance Report; Europe; Band 7 (\$2,000,000-\$2,999,999)	\$276.31
D&B Onboard Compliance Report; Europe; Band 8 (\$3,000,000-\$3,999,999)	\$272.00
D&B Onboard Compliance Report; Europe; Band 9 (\$4,000,000-\$4,999,999)	\$267.68
D&B Onboard Compliance Report; Europe; Band 10 (\$5,000,000-\$99,999,999)	\$259.04
D&B Onboard Compliance Report; Asia / Pacific; Band 1 (\$1-\$2,000)	\$554.73
D&B Onboard Compliance Report; Asia / Pacific; Band 2 (\$2,000-\$2,999)	\$521.45
D&B Onboard Compliance Report; Asia / Pacific; Band 3 (\$3,000-\$9,999)	\$421.59
D&B Onboard Compliance Report; Asia / Pacific; Band 4 (\$10,000-\$24,999)	\$399.41
D&B Onboard Compliance Report; Asia / Pacific; Band 5 (\$25,000-\$99,999)	\$388.31
D&B Onboard Compliance Report; Asia / Pacific; Band 6 (\$100,000-\$1,999,999)	\$360.57
D&B Onboard Compliance Report; Asia / Pacific; Band 7 (\$2,000,000-\$2,999,999)	\$355.03
D&B Onboard Compliance Report; Asia / Pacific; Band 8 (\$3,000,000-\$3,999,999)	\$349.48
D&B Onboard Compliance Report; Asia / Pacific; Band 9 (\$4,000,000-\$4,999,999)	\$343.93
D&B Onboard Compliance Report; Asia / Pacific; Band 10 (\$5,000,000-\$99,999,999)	\$332.84
D&B Onboard Compliance Report; Latin America; Band 1 (\$1-\$2,000)	\$424.75
D&B Onboard Compliance Report; Latin America; Band 2 (\$2,000-\$2,999)	\$399.27



Description of Product/Service	Commercial Price List
D&B Onboard Compliance Report; Latin America; Band 3 (\$3,000-\$9,999)	\$322.81
D&B Onboard Compliance Report; Latin America; Band 4 (\$10,000-\$24,999)	\$305.82
D&B Onboard Compliance Report; Latin America; Band 5 (\$25,000-\$99,999)	\$297.33
D&B Onboard Compliance Report; Latin America; Band 6 (\$100,000-\$1,999,999)	\$276.09
D&B Onboard Compliance Report; Latin America; Band 7 (\$2,000,000-\$2,999,999)	\$271.84
D&B Onboard Compliance Report; Latin America; Band 8 (\$3,000,000-\$3,999,999)	\$267.59
D&B Onboard Compliance Report; Latin America; Band 9 (\$4,000,000-\$4,999,999)	\$263.35
D&B Onboard Compliance Report; Latin America; Band 10 (\$5,000,000-\$99,999,999)	\$254.85
D&B Onboard Compliance Report; Africa / Middle East; Band 1 (\$1-\$2,000)	\$554.73
D&B Onboard Compliance Report; Africa / Middle East; Band 2 (\$2,000-\$2,999)	\$521.45
D&B Onboard Compliance Report; Africa / Middle East; Band 3 (\$3,000-\$9,999)	\$421.59
D&B Onboard Compliance Report; Africa / Middle East; Band 4 (\$10,000-\$24,999)	\$399.41
D&B Onboard Compliance Report; Africa / Middle East; Band 5 (\$25,000-\$99,999)	\$388.31
D&B Onboard Compliance Report; Africa / Middle East; Band 6 (\$100,000-\$1,999,999)	\$360.57
D&B Onboard Compliance Report; Africa / Middle East; Band 7 (\$2,000,000-\$2,999,999)	\$355.03
D&B Onboard Compliance Report; Africa / Middle East; Band 8 (\$3,000,000-\$3,999,999)	\$349.48
D&B Onboard Compliance Report; Africa / Middle East; Band 9 (\$4,000,000-\$4,999,999)	\$343.93
D&B Onboard Compliance Report; Africa / Middle East; Band 10 (\$5,000,000-\$99,999,999)	\$332.84
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 1 (\$1-\$2,000)	\$2.00
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 2 (\$2,000-\$2,999)	\$1.88
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 3 (\$3,000-\$9,999)	\$1.52
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 4 (\$10,000-\$24,999)	\$1.44
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 5 (\$25,000-\$99,999)	\$1.40
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 6 (\$100,000-\$1,999,999)	\$1.30
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 7 (\$2,000,000-\$2,999,999)	\$1.28
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 8 (\$3,000,000-\$3,999,999)	\$1.26
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 9 (\$4,000,000-\$4,999,999)	\$1.24
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 10 (\$5,000,000-\$99,999,999)	\$1.20

## Dun & Bradstreet powered by EconoVue

EconoVue is a web-based, business data visualization platform designed for Workforce & Economic Development professionals.

Powered by an underlying business data and risk intelligence database from Dun & Bradstreet, EconoVue gives Workforce Boards new data, insight, research and analysis ability. EconoVue delivers business, economic and workforce information with a breadth, depth, speed and agility available nowhere else.

EconoVue is an all-inclusive platform, allowing users data and analysis utility at the macro and micro levels: from countywide intelligence down to a specific business or employer.

EconoVue includes all four Apps: OverVue, ProspectVue, RegionVue and LocalVue.

### OverVue:

- Provides multi-dimensional sector trends and analysis by financial health and region
- Provides time-series comparative data from 2013-2020

### ProspectVue

- Build, Sort and Filter targeted business outreach lists based on geography, industry, financial health, failure risk, company size and more
  - Import lists into your "My List" area to track businesses over time and for targeted employer outreach details capture
  - Dive into business details (including contacts and company reports)

### RegionVue

- Understand the Industry Sector dynamics for your county or workforce development area via interactive charts, graphs and tables at the county, WDB or city level
- Drill down into sub-sectors to find Occupation detail data, and current jobs postings data

### LocalVue

- Map business and employment changes over time, examining the city down to the census tract
- Search for job openings by company, job title, O-Net Code or Job Zone classification

EconoVue allows users to produce over **20 different types of standard reports** in Excel and pdf format:

- Time Series by geo sector
- Employment
- Business Counts
- Salary data
- Location Quotient
- Business List
- Indeed.com jobs listings report
- BLS & Career OneStop reports
- Region Ranking Report
- Time Series Industry Sector
- Business List (Basic)
- Business List (Full Access)
- Contacts List
- Comments & Notes Report
- Tasks Report
- Regional Workforce Data Summary
- Time Series (pdf)
- Mapping output report (pdf)
- OverVue dashboard output (pdf)

Pricing

Description	Price
D&B MI&Econovue Bundle for Workforce-1)Direct 2.0 AllEntitlements;1 license;250 CompReports; 2) MI ServPlan-2 DaysPerQtr;64 add'l PM Hrs;MI S&L bndle(High);AddOn:NAICSCodeTable;Add on:MaterialChange-OppSegment(LAD);Add On:FinancialStressMarketingPrescreenTable(LAD);Add on:5yearsArchiveData;Addon:QtrlyDuplicateFile;Add on:S&MS DataServices Direct 2.0;MI 2 users licenses. 3)25 seat lic to Econovue (SDMR Data Not Included)	\$250,000.00
D&B Market Insight & Econovue Bundle for Workforce - >64 Project Management Hours billings per hour = \$312.50 billed in blocks of 4 hours	\$1,270.00
D&B Market Insight & Econovue Bundle for Workforce - >25 Econovue Seats (per seat)	\$305.00
D&B Market Insight & Econovue Bundle for Workforce - Comprehensive Reports > 250 (per report)	\$110.97
D&B Market Insight & Econovue Bundle for Workforce - - >2,000 searches Detailed Company Profile - Premium - US (per record)	\$2.04
D&B Data for Market Insight and Econovue Bundle: 200 srch Det BAL Contacts-Std-US;2,000 srch DetCmpny Profile-Prem-US;200 Srch/LookforPeople Std-US (per record)	\$2.00
Econovue license and SDMR Layout Only (per record)	\$1.00
D&B Market Insight & Econovue Bundle for Workforce - >250 Searches Detailed Build-a-List - Contacts - Standard - US (per contact)	\$0.87
D&B Market Insight & Econovue Bundle for Workforce - >200 Search/Lookup for People Standard - US. (per record)	\$0.11

D&B Hoovers Packages

D&B Hoovers Add Ons

		D&B Hoovers Explore	D&B Hoovers Focus	D&B Hoovers Predict	Add On <u>Technology Insights</u> Avail with Focus & Predict	Add On <u>Precision Research</u> Avail with Focus & Predict
Core Content	Company Summary	X	X	X		
	Company Description	X	X	X		
	Company History	X	X	X		
	Products & Operations	X	X	X		
	Contacts	X	X	X		
	Contact Decision Matrix	X	X	X		
	Corporate Overview	X	X	X		
	Corporate Family		X	X		
	SWOT		X	X		
	News	X	X	X		
	Triggers	X	X	X		
	Competitors	X	X	X		
	Closest Industry Peers	X	X	X		
	Closest Companies	X	X	X		
	Annual Reports		X	X		
	SEC Filings		X	X		
	UK Companies House		X (ex N. America)	X (ex N. America)		
	Industry Snapshot		X	X		
	Industry Snapshot PDF		X	X		
	Stock Report		X	X		
3 Most Recent Years of Standardized Income Statement		X	X			
3 Most Recent Years of Standardized of Balance Sheet		X	X			
3 Most Recent Years of Standardized Cash Flows		X	X			
Analytics	Conceptual Search	X	X	X		
	Usage Dashboards		X	X		
	Ideal Profile Scoring		X	X		
	Business Signals		X	X		
	Growth Trajectory			X		
	Decision HQ			X		
	Spend Capacity			X		
	FSPS					X
First Research	First Research Industry Profiles			X		
IT-Focused Content	CRUSH Reports				X	
	Technologies in Use Reports				X	
	Technology Vendors and Technology Products Search Filters				X	
	Information Technology-Focused Triggers				X	

Financial Services Focused Content	Analyst Reports						X
	UK Directors & Shareholders						X (ex N. America)
	UK Mortgages & County Court Judgments						X (ex N. America)
	Financial Health						X
	Business & Geographic Segment Reports						X
	Annual Ratios						X
	Ratio Comparison						X
	Company Chartbook						X
	Valuation Tearsheet						X
	Extended Financial Statements (up to 10 Annual, 16 Interim)						X
	Advanced Financials Search Filters						X
Analyst Content	MarketLine Industry Profiles						X
	Freedonia Industry Profiles						X
	Euromonitor Industry Profiles						X
	EMD Industry Profiles						X
	RMA Industry Norms						X
UCC	UCC Filing Data						X
CRM/ MAP				X	X		
Downloads	Company Downloads	5k company downloads per seat	5k company downloads per seat	5k company downloads per seat			
		Can purchase additional downloads via Data Stewardship or Data Acquisition Package	Can purchase additional downloads via Data Stewardship or Data Acquisition Package	Can purchase additional downloads via Data Stewardship or Data Acquisition Package			
Business Contacts	Business Contacts (to export emails + direct dials)	5k Business Contacts per seat	5k Business Contacts per seat	5k Business Contacts per seat			
		Can purchase additional downloads via Data Stewardship or Data Acquisition Package	Can purchase additional downloads via Data Stewardship or Data Acquisition Package	Can purchase additional downloads via Data Stewardship or Data Acquisition Package			

## D&B Hoovers Pricing Matrix - D&B Confidential

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Description of Product/Service <b>Seat prices are tiered (i.e. first 3 seats of Explore cost \$1,260, next 3 seats cost \$1,071, etc.).</b>	Commercial Price List (per user annually)
D&B Hoovers 1 - 3 Seats Technology Insights Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$1,100.00
D&B Hoovers 4 - 6 Seats Technology Insights Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$935.00
D&B Hoovers 7 - 10 Seats Technology Insights Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$794.75
D&B Hoovers Up to 15 Seats Technology Insights Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$675.54
D&B Hoovers Up to 25 Seats Technology Insights Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$574.21
D&B Hoovers Up to 50 Seats Technology Insights Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$488.08
D&B Hoovers Up to 100 Seats Technology Insights Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$414.86
D&B Hoovers 1 - 3 Seats Precision Research Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$1,650.00
D&B Hoovers 4 - 6 Seats Precision Research Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$1,402.50
D&B Hoovers 7 - 10 Seats Precision Research Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$1,192.13
D&B Hoovers Up to 15 Seats Precision Research Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$1,013.31
D&B Hoovers Up to 25 Seats Precision Research Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$861.31
D&B Hoovers Up to 50 Seats Precision Research Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$732.11
D&B Hoovers Up to 100 Seats Precision Research Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$622.30
D&B Hoovers Explore 1 - 3 Seats (Cost per Seat)	\$1,260.00
D&B Hoovers Explore 4 - 6 Seats (Cost per Seat)	\$1,071.00
D&B Hoovers Explore 7 - 10 Seats (Cost per Seat)	\$910.35
D&B Hoovers Explore Up to 15 Seats (Cost per Seat)	\$773.80
D&B Hoovers Explore Up to 25 Seats (Cost per Seat)	\$657.73
D&B Hoovers Explore Up to 50 Seats (Cost per Seat)	\$559.07
D&B Hoovers Explore Up to 100 Seats (Cost per Seat)	\$475.21
D&B Hoovers Focus 1 - 3 Seats (Cost per Seat)	\$2,100.00
D&B Hoovers Focus 4 - 6 Seats (Cost per Seat)	\$1,785.00
D&B Hoovers Focus 7 - 10 Seats (Cost per Seat)	\$1,517.25
D&B Hoovers Focus Up to 15 Seats (Cost per Seat)	\$1,289.66
D&B Hoovers Focus Up to 25 Seats (Cost per Seat)	\$1,096.21
D&B Hoovers Focus Up to 50 Seats (Cost per Seat)	\$931.78
D&B Hoovers Focus Up to 100 Seats (Cost per Seat)	\$792.01
D&B Hoovers Predict 1 - 3 Seats (Cost per Seat)	\$3,050.00
D&B Hoovers Predict 4 - 6 Seats (Cost per Seat)	\$2,592.50
D&B Hoovers Predict 7 - 10 Seats (Cost per Seat)	\$2,203.63
D&B Hoovers Predict Up to 15 Seats (Cost per Seat)	\$1,873.08
D&B Hoovers Predict Up to 25 Seats (Cost per Seat)	\$1,592.12
D&B Hoovers Predict Up to 50 Seats (Cost per Seat)	\$1,353.30
D&B Hoovers Predict Up to 100 Seats (Cost per Seat)	\$1,150.31
D&B Hoovers Add-on: Additional Company Downloads up to 5,000	\$2,000.00
D&B Hoovers Add-on: Additional Company Downloads up to 5,001 - 10,000	\$4,000.00
D&B Hoovers Add-on: Additional Company Downloads up to 10,001 - 20,000	\$7,600.00
D&B Hoovers Add-on: Additional Company Downloads up to 20,001 - 50,000	\$18,000.00
D&B Hoovers Add-on: Additional Contacts Downloads up to 5,000	\$1,500.00
D&B Hoovers Add-on: Additional Contacts Downloads up to 5,001 - 10,000	\$3,000.00
D&B Hoovers Add-on: Additional Contacts Downloads up to 10,001 - 20,000	\$5,400.00
D&B Hoovers Add-on: Additional Contacts Downloads up to 20,001 - 50,000	\$12,000.00

# Sales & Marketing Solutions

## Sales and Marketing Analytics - Custom Marketing Models

	Summary Page Contents	Page
I	Model Descriptions	110
II	Model Development Fees	111
III	Custom Marketing Model Scoring	112
IV	Archive Database (SMAD/CSAD)	114





## II Model Development Fees

**Pricing** [Placeholder text]

### D-U-N-S® Number Matching

[Placeholder text]

### Model Development Fees

**Important:** All custom model development fees and scoring charges are subject to approval by Pricing & Sales and Marketing Analytics. Incremental charges may apply based on the complexity of each project. Please contact your local Sales and Marketing Analytics consultant for additional information.

### Standard Marketing Reports

- Standard Marketing Reports starts at \$15,000 – Customization charged at a rate of \$2,000 per day
  - Strategic Market Analysis (SMA) - [Placeholder text]

### Custom Marketing Analysis Pricing

- [Placeholder text] A [Placeholder text] \$25,000 – Custom Marketing Analysis Price may vary based on actual work involved
  - Custom Profiling Analysis - A [Placeholder text]
  - Custom Tracking A [Placeholder text]
  - Custom Benchmarking A [Placeholder text]



### III Custom Marketing Model Scoring

The following table provides the scoring fees for the Custom Marketing Model Scoring when base records are licensed.

The following table provides the scoring fees for the Custom Marketing Model Scoring when no base records are being licensed.

<input type="checkbox"/> When Base Records Are licensed	<b>Score as Selector</b> <input type="checkbox"/>	<b>Appending Score</b> <input type="checkbox"/>
---	--	--

When no base records are being licensed scoring fees will be priced according to the table below

Number of Records	Append \$/m
1-10	10000
11-20	10000
21-30	10000
31-40	10000
41-50	10000
51-60	10000
61-70	10000
71-80	10000
81-90	10000
91-100	10000
101-110	10000
111-120	10000
121-130	10000
131-140	10000
141-150	10000
151-160	10000
161-170	10000
171-180	10000
181-190	10000
191-200	10000



# TAM and Premium Support Pricing Guidelines

## Technical Account Management (TAM)

Technical Account Management (TAM) will be required on all new D&B Direct + / data blocks contracts. The service will provide an assigned resource to the customer for the first 6 months of their contract term. This resource will be available for guidance and to manage any support related concerns of the D&B Direct + / data blocks offering.

Recommendation based on deal size:

Deal Size	Hours Provided*	Cost
<\$25k and/or connector	4 hours	\$1,250
\$25k - \$49k	8 hours	\$2,500
\$50k - \$99k	16 hours	\$5,000
\$100k-\$249k	24 hours	\$7,500
>=\$250k	40 hours	\$12,500

\*Additional hours can be purchased during contract negotiations \$312.50 per hour, sold in blocks of 4 hours Note – overage of hours, during the 6 month commitment, will be billed at \$312.50 per hour

## Premium Support (PTAM)

Premium Support (PTAM) is mutual exclusive of TAM and can be purchased in replacement of TAM. Premium Support provides the same benefits as TAM; however, based on the contract term. Premium Support will also afford the customer a higher priority and response SLA for issues reported to the Global Integration Support team as it relates to technical questions around D&B Direct.

Premium Support Level	Hours Provided*	Cost
Level 1	3 days/quarter	\$25,000
Level 2	6 days/quarter	\$50,000
Level 3	9 days/quarter	\$75,000
Level 4	12 days/quarter	\$100,000

Note – Premium Support does not include support provided by Customer Service, including, but not limited to investigations, billing questions or products outside of D&B Direct. Standard support processes and SLAs will be enforced.

# Global Analytics Pricing

## Material Change Proxy Pricing

Pricing Method: Per-Record, Refreshes, Standard LAD pricing applies. Standard matching applies.  
Customer Append Premium applies

### **Description:**

“Material Change™ considers an ensemble of derived insights over an extended time to predict future changes in traditional predictors of business outcomes.”

MC pool of predictors to predict the likelihood risk profile will change from low to high or high to low) MC pool of predictors to predict the likelihood the demand will increase or decrease

This is all by using Anticipatory Analytics i.e.- payment behavior, negative events, Financial Obligations, Spend Behavior, Firmographics, & Commercial Activity Patterns

Matched Records	Price per Thousand	Price per Thousand (Monthly)	Price per Thousand (Quarterly)
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**General Data  
Blocks**

Additional D&B Data Blocks/Elements may be selected in conjunction with SMS Combination Packages or SMS Data Blocks

Single Element Data Block	Batch Price - US	Batch Price – Non-US	Appended to File
DUNS Number Only – Includes the DUNSRight® process	\$0.20	\$0.20	DUNS Number
Business Ownership – Legal Status	\$0.35	\$0.35	Values populated where applicable: G - Sole Proprietorship; H - Partnership; I - Corporation
Out of Business Indicator	\$0.15	\$0.15	Value populated where applicable: O - Discontinued operations at this location.
Contact Name and Title (per name)	\$0.05	\$0.05	The contract must list how many need to be appended, Contact Name and Title (The number should be "Up To" xxxx Contacts and Titles)
Ticker Symbol	\$0.15	\$0.15	Street Ticker and Street Exchange
URL	\$0.18	\$0.18	URL 1 (Domain1 on standard URL layout)
Employees	\$0.15	\$0.15	Contract needs to include which employee figure is needed. Employees Here or Total Employees. Employee figure and code for estimated, actual or range is included on output
Sales Information	\$0.15	\$0.15	Sales Figure and code for estimated, actual or range is included on output.
SIC codes and Descriptions	\$0.15	\$0.15	All 6 of both the SIC code and SIC descriptions
NAICS codes and Descriptions	\$0.15	\$0.15	All 6 of both the NAICS code and NAICS description
FEIN – Tax ID – National ID	\$0.15	\$0.15	D&B Federal Tax ID (not the Best FEIN)
One Up Linkage	\$0.45	\$0.45	HQ/Parent Duns and Company Name only
Domestic Upward Linkage	\$0.52	\$0.52	Domestic Ultimate Duns, Name and Address information
Global Upward Linkage	\$0.60	\$0.60	Global Ultimate Duns, Name and Address information
Patriot Act Indicators (does not include Screening)	\$0.95	N/A	See Appendix A - Patriot Act Indicator, contract needs to be specific as to which elements are needed. Price will be charged based on all elements (reduction of elements <> lower price)
Debarment ID	\$0.10	N/A	Values populated where applicable: Y - Debarred; N - Not debarred; Blank - N/A.
Rating	\$1.25	N/A	D&B Rating
Paydex	\$1.25	N/A	D&B Paydex
Credit Score	\$1.55	N/A	Credit Class, Credit Score, Credit Percentile
FSS	\$1.55	N/A	FSS Class, FSS Score, FSS Percentile
Viability	\$1.55	N/A	Viability Score
SER Score 8.0	\$1.45	Per Global Bid Process	SER Score (Non- US requires Global Bid)
SER Score 7.1 (Available until	\$1.45	N/A	No Longer Available. Replaced by 8.0

SSI Score	\$1.40	\$1.40	SSI Score **Only current SSI is available (no historical data available) This score is only available for current SR Manager customers though may be available through Direct 2 0 going through the bid process
Retro Scores (SER or FSS) up to 2 years	\$2.20	N/A	Quarterly scores available, the number of scores needs to be explained in the contract
Financial Overview	\$1.70	N/A	See Appendix B - Financial Overview for the layout that will be delivered, data appended where available
Franchise Type*	\$0.20	N/A	8 digit Franchise code or 4 digit SIC code (if alt linkage only); Blank if not available
Suits, Liens, Judgment indicators	\$0.10	N/A	Y/N indicator for each group
Bankruptcy Indicator	\$0.10	N/A	Y/N indicator
HR-BD Indicators	\$1.12	N/A	Severe Risk Indicators- H-R - High Risk B-D - Business Deterioration
Global Risk Scores	N/A	Per Global Bid Process	The contract must list exactly what needs to be appended (volume, score type and fields)

\* Maximum price for Franchise Type is \$22,000

**Other Services**  
**Debarment Process**

Fees for Daily Debarment notifications

- Set up fee - \$5,000
- Annual license fee - \$52,000

U.S. Sales & Marketing Solutions

8. Marketing Products - Market Insight

**Market Insight Bundles**

		<u>Middle Market (Low)</u>	<u>Middle Market (High)</u>	<u>Small</u>	<u>Medium</u>	<u>Large</u>	<u>Jumbo</u>
<b># of customer records</b>		<b>45,000</b>	<b>75,000</b>	<b>150,000</b>	<b>300,000</b>	<b>450,000</b>	<b>600,000</b>
<b># of full access records</b>		<b>75,000</b>	<b>125,000</b>	<b>250,000</b>	<b>500,000</b>	<b>750,000</b>	<b>1,000,000</b>
<b>Prospect Record</b>	<b>Domestic</b>	\$77,000	\$93,000	\$158,000	\$243,000	\$338,000	\$394,000
	<b>Global</b>	\$104,500	\$125,000	\$209,000	\$326,800	\$468,200	\$535,800
<b>Strategic Marketing</b>	<b>Domestic</b>	\$93,000	\$112,000	\$175,000	\$254,000	\$372,000	\$428,000
	<b>Global</b>	\$127,100	\$150,600	\$236,700	\$349,300	\$502,000	\$574,700
<b>Strategic Database Marketing</b>	<b>Domestic</b>	\$112,000	\$130,100	\$191,600	\$287,900	\$411,800	\$462,000
	<b>Global</b>	\$152,700	\$176,200	\$259,200	\$394,000	\$563,400	\$631,000

<b>8. Add-on Modules</b>							
<b>NAICS Append</b>	\$9,100	\$9,100	\$9,100	\$9,100	\$9,100	\$9,100	\$9,100
<b>Class 2 Records</b>	\$77,000	\$77,000	\$77,000	\$77,000	\$77,000	\$77,000	\$77,000
<b>Marketing Pre-screen (H/M/L)</b>	\$51,000	\$51,000	\$51,000	\$102,000	\$153,000	\$204,000	
<b>UCC Table Add-on</b>	\$44,000	\$44,000	\$44,000	\$44,000	\$44,000	\$44,000	\$44,000
<b>Segmentation Clusters</b>	\$55,000	\$55,000	\$55,000	\$55,000	\$55,000	\$55,000	\$55,000
<b>Worldbase Active LAD (Global Bundles Only)</b>	NA	NA	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000

Duplicate Flat File of MI LAD

		<u>Middle Market (Low)</u>	<u>Middle Market (High)</u>	<u>Small</u>	<u>Medium</u>	<u>Large</u>	<u>Jumbo</u>
Prospect Record	Domestic	<input type="checkbox"/> A <input type="checkbox"/>	<input type="checkbox"/> A <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Global	<input type="checkbox"/> A <input type="checkbox"/>	<input type="checkbox"/> A <input type="checkbox"/>	<input type="checkbox"/> A <input type="checkbox"/>	<input type="checkbox"/> A <input type="checkbox"/>	<input type="checkbox"/> A <input type="checkbox"/>	<input type="checkbox"/> A <input type="checkbox"/>
Strategic Marketing	Domestic	<input type="checkbox"/> A <input type="checkbox"/>	<input type="checkbox"/> A <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Global	<input type="checkbox"/> A <input type="checkbox"/>	<input type="checkbox"/> A <input type="checkbox"/>	<input type="checkbox"/> A <input type="checkbox"/>	<input type="checkbox"/> A <input type="checkbox"/>	<input type="checkbox"/> A <input type="checkbox"/>	<input type="checkbox"/> A <input type="checkbox"/>
Strategic Database Marketing	Domestic	<input type="checkbox"/> A <input type="checkbox"/>	<input type="checkbox"/> A <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	Global	<input type="checkbox"/> A <input type="checkbox"/>	<input type="checkbox"/> A <input type="checkbox"/>	<input type="checkbox"/> A <input type="checkbox"/>	<input type="checkbox"/> A <input type="checkbox"/>	<input type="checkbox"/> A <input type="checkbox"/>	<input type="checkbox"/> A <input type="checkbox"/>

Additional Pricing

Additional Users (\$/User)	<input type="checkbox"/>	<input type="checkbox"/>	
Enterprise (Unlimited Seats)	<input type="checkbox"/>	<input type="checkbox"/>	
Additional Matching Customer Data Load	A <input type="checkbox"/>	<input type="checkbox"/>	
	<input type="checkbox"/>	<input type="checkbox"/>	
	<input type="checkbox"/>	<input type="checkbox"/>	
	<input type="checkbox"/>	<input type="checkbox"/>	
	<input type="checkbox"/>	<input type="checkbox"/>	
	<input type="checkbox"/>	<input type="checkbox"/>	
	<input type="checkbox"/>	<input type="checkbox"/>	
Custom Fields	<input type="checkbox"/>	<input type="checkbox"/>	
	<input type="checkbox"/>	<input type="checkbox"/>	
	<input type="checkbox"/>	<input type="checkbox"/>	
	<input type="checkbox"/>	<input type="checkbox"/>	
	<input type="checkbox"/>	<input type="checkbox"/>	
	<input type="checkbox"/>	<input type="checkbox"/>	
	<input type="checkbox"/>	<input type="checkbox"/>	
	<input type="checkbox"/>	<input type="checkbox"/>	
	<input type="checkbox"/>	<input type="checkbox"/>	
	<input type="checkbox"/>	<input type="checkbox"/>	
Consulting (\$/Day)	<input type="checkbox"/>	<input type="checkbox"/>	
Project Management(\$/Day)	<input type="checkbox"/>	<input type="checkbox"/>	
Training (\$/Day)	<input type="checkbox"/>	<input type="checkbox"/>	

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**License Agreement (2-21) – Government**

This License Agreement (“Master Agreement”) is between Dun & Bradstreet, Inc. (“D&B”) and the customer named below (“Customer”) and is effective as of the date set forth below in the column reflecting Customer’s signature (“Effective Date”). In consideration of the mutual obligations set forth in this Master Agreement, each party agrees to the terms and conditions below and represents that this Master Agreement is executed by duly authorized representatives. Customer and D&B may be sometimes referred to in this Master Agreement each individually as a “party” or collectively as the “parties”. The Services subject to this Agreement are identified in the attached Purchase or Task Order (‘the Order’) issued by Customer to D&B which may include particular Service-specific terms and conditions.

	<b>DUN &amp; BRADSTREET, INC.</b>	<b>Customer:</b>	
<b>Signature:</b>		<b>Signature:</b>	
<b>Print Name:</b>		<b>Print Name:</b>	
<b>Title:</b>		<b>Title:</b>	
<b>Date:</b>		<b>Date:</b>	

**1. Definitions**

The definitions for the defined terms used in the Agreement are contained below or in the body of the Agreement.

- 1.1 “Affiliates” means entities that control, are controlled by, or are under common control with, a party to the Agreement.
- 1.2 “Agreement” means this Master Agreement, any Orders, addendum, statements of work, and schedules.
- 1.3 “CCPA” means the California Consumer Privacy Act of 2018, as amended (Cal. Civ. Code §§ 1798.100 to 1798.199), and any related regulations or guidance provided by the California Attorney General.
- 1.4 “CCPA Requests” has the meaning set forth in the CCPA.
- 1.5 “Claim” means any claim, demand, suit or proceeding.
- 1.6 “Confidential Information” means information provided by Discloser to the Recipient that Discloser designates in writing to be confidential, or information that the Recipient ought to reasonably know is confidential.
- 1.7 “Contact Information” means professional information D&B collects and compiles relating to a person in the context of business which may include but is not limited to names, titles, business phone and facsimile numbers, wireless devices, e-mail addresses and physical addresses, and social media handles.
- 1.8 “Contractor” means third parties provided with Information or accessing the Services solely to support Customer.
- 1.9 “Customer Controlled Environment” means a facility or location that is owned, used or leased by Customer or under Customer’s operational control.
- 1.10 “D&B Data Processing Agreement” means the agreement retained at [www.dnb.co.uk/dpa](http://www.dnb.co.uk/dpa) as updated from time to time as required of D&B by the European Privacy Legislation.
- 1.11 “Data Subject” means an individual person who is the subject of, represented within or identifiable by Contact Information, or as defined in European Privacy Legislation where applicable
- 1.12 “Discloser” means the party disclosing Confidential Information.

I.13 “Documentation” means any manuals, instructions or other documents or materials that D&B provides or makes available to Customer in any form or medium and which describe the functionality, components, features or requirements of the Services, including any aspect of the installation, configuration, integration, operation, use, support or maintenance thereof.

I.14 “European Privacy Legislation” means Directive 95/46/EC (Data Protection) and European Union Regulation 2016/679 and any other applicable data protection legislation including implementing legislation, guidelines and industry standards from time-to-time in force in a relevant jurisdiction, relating to the use and processing of Personal Information in that jurisdiction.

I.15 “Information” means information D&B collects and compiles on business entities anywhere in the world which may include, but is not limited to, business information, legal or financial data, Contact Information, D-U-N-S® Numbers, and ratings on such business entities.

I.16 “Initial Term” means the License term of an Order as further described in Section 3.2.

I.17 “License” has the meaning set forth in Section 3.1.

I.18 “Losses” means all losses, costs and damages, including reasonable counsel fees.

I.19 “Non-Operational” means not used to support the on-going operations of the Customer such that Information is not susceptible to use as a substitute for the Services licensed by D&B.

I.20 “Order” means the ordering document for Services which may include particular Service-specific terms and conditions.

I.21 “Personal Information” shall have the same meaning as personal data as in European Privacy Legislation.

I.22 “Privacy Notice” means D&B’s privacy notice located at <https://www.dnb.com/utility-pages/privacy-policy.html>.

I.23 “Recipient” means the party receiving Confidential Information.

I.24 “Representatives” means employees and vendors of the Recipient as further described in Section 8.3.

I.25 “Retained Information” has the meaning set forth in Section 4.5.

I.26 “Services” shall have the meaning set forth in Section 2.

I.27 “Software” means computer programs or applications (including those accessed remotely), documentation, and media.

I.28 “Standard Contractual Clauses” means the D&B completed Controller-to-Controller Standard Contractual Clauses 2004 (Set II), Commission Decision 2004/915/EC retained at [www.dnb.com/CTC-SCC](http://www.dnb.com/CTC-SCC) and updated from time to time as required of D&B by the European Privacy Legislation.

I.29 “Term” shall have the meaning set forth in Section 3.2.

I.30 “Third Party Providers” means third parties that provide data, Software or services to D&B for use in providing the Services to D&B customers.

I.31 “Unauthorized Code” means any virus, trojan horse, worm, or any other software routines or hardware components designed to permit unauthorized access to disable, erase, or otherwise harm software, hardware, or data.

## **2. Scope of Agreement**

2.1 D&B, either directly or through its Affiliates, shall, subject to the Agreement, make available to Customer the Information, Software, and other services, identified in Orders entered into from time to time by D&B and Customer (the “Services”). Where there is a conflict between the terms of any Order and this Master Agreement, the terms of the Order shall control with respect to the Services set forth in such Order and solely to the extent of the conflict.

2.2 Upgrades. D&B may upgrade Customer to its next generation or replacement product with reasonable prior notice, provided that (i) there is no charge to a Customer unless mutually agreed, (ii) Customer maintains access to the prior version for a reasonable period of time, (iii) the upgraded product serves the same use case with similar product capabilities and functionality, (iv) D&B provides reasonable technical support and training, and (v) the terms of the original Order continue to apply, and any new features will be handled separately.

### **3. Licenses**

3.1 D&B grants to Customer a non-exclusive, non-sublicensable, non-transferable license ("License") to use and display the Information and Software (in object code format only) constituting the Services specified in an Order. All rights not expressly granted hereunder are reserved to D&B.

3.2 Each License is for a term of twelve (12) months, beginning on the effective date of the Order, unless another term is specified in the Order ("Initial Term"). The Initial Term and any renewal period for an Order or License constitute "the Term" for such Order or License.

3.3 In the event a particular Order allows for Customer to make Services available to its Affiliates, Affiliates are bound by the same terms and conditions as Customer under the Agreement and Customer is responsible and liable for the Affiliates' acts and/or omissions which if done by Customer itself would be a breach of the Agreement.

3.4 If the Customer identified in the signature block above is part of the executive, legislative or judicial branches of the US Federal Government and Customer procuring the Services pursuant to the federal acquisition regulations or applicable agency supplements, the Information and Software is a Commercial Item as that term is defined in FAR 2.101, and is comprised of Technical Data, Computer Software and Computer Software Documentation as those terms are defined in FAR 52.227-14(a) and DFARS 252.227-7013. The Software and Information was developed exclusively at private expense.

a) If Customer is a civilian agency, the Customer's rights to use, modify, reproduce, release, perform, display or disclose the Information and Software is subject to the terms of this Agreement as specified in FAR 12.212 (Commercial Computer Software), FAR 12.211 (Technical Data) and FAR 27.405-3 (Commercial Computer Software).

b) If Customer is a defense agency, the Customer's rights to use, modify, reproduce, release, perform, display or disclose the Information and Software is subject to the terms of this Agreement as specified in DFARS 227.7202-1, and 227.7202-3.

c) Under no circumstances will the Customer have greater rights in the Information and Software provided hereunder than "Limited Rights" as that term is defined in FAR 52.227-14 (ALT II) and DFARS 252.227-7013(f) and "Restricted Rights" as that term is defined in FAR 52.227-14 (ALT III) and DFARS 252.227-7014(f), respectively.

This provision is in lieu of, and supersedes any other FAR, DFARS, or other clause or provision that addresses U.S. Government rights in the Information or Software. A non-Government Customer may not acquire the Information or Software on behalf of a U.S. Government entity without D&B's prior written consent.

### **4. Terms of Use**

4.1 Information and Software are licensed for internal use only by Customer's employees with a need to know for the purpose identified in the Order. Customer will not provide Information, Software or other Services to others, whether directly in any media or indirectly through incorporation in a database, marketing list, report or otherwise, or use or permit the use of Information to generate any statistical, comparative, or other information that is or will be provided to third parties (including as the basis for providing recommendations to others); or voluntarily produce Information in legal proceedings, unless required by law.

4.2 Notwithstanding the foregoing, Customer may allow Contractors to access the Services in the territories identified on an Order, provided that such Contractors use the Services in accordance with the Agreement. However, Customer must have written approval of D&B prior to providing access to a Contractor for use outside of a Customer Controlled Environment. Customer is liable to D&B for any use or disclosure by any Contractor of Services not for the benefit of Customer or, which, if done by Customer itself, would be a breach of the Agreement.

4.3 Customer will not attempt to reverse engineer any Services or access, use, modify, copy, or derive the source code of any Software.

4.4 Customer will not systematically access or extract (or "scrape") Information from the Software (outside of the features available within the Software for exporting Information), including by the use of any engine, software, agent, spider, bot, or other device or mechanism.

4.5 Customer will not use Information (i) as a factor in establishing an individual's eligibility for credit or insurance to be used primarily for personal, family, household or employment purposes; or (ii) in any manner that would cause such Information to be construed as, a "Consumer Report" as defined in 15 U.S.C. § 1681a. In addition, Customer will not use any Service to engage in any unfair or deceptive practices and will use the Services only in compliance with all applicable local, state, federal and international laws, rules, regulations or requirements, including, but not limited to, laws and regulations promulgated by the Office of Foreign Asset Control, and/or any subsequent regulation and those laws and regulations regarding telemarketing, customer solicitation (including fax advertising, wireless advertising and/or e-mail solicitation), data protection and privacy. If Customer is provided with Information from outside the United States, D&B must comply with applicable international data transfer laws, which may require the parties to enter into a data transfer agreement prior to the applicable Information being provided to Customer.

4.6 Where applicable and only to the extent that Customer licenses D&B-owned or controlled Personal Information subject to European Privacy Legislation, Customer and D&B hereby enter into the Standard Contractual Clauses, the terms of which are hereby agreed to and incorporated into this Master Agreement, as the basis for the onward transfer of such Personal Information from D&B to Customer, if any. To the extent the terms of the Standard Contractual Clauses conflict with this Master Agreement, the terms of the Standard Contractual Clauses will control.



4.7 To the extent that Customer transfers to D&B, under a particular Order, Personal Information subject to European Privacy Legislation, D&B will process such Personal Information in accordance with the D&B Data Processing Agreement, which is hereby incorporated into this Master Agreement. Notwithstanding Section 2 above, in case of conflict between this Master Agreement, the D&B Data Processing Agreement and any Order, the D&B Data Processing Agreement shall prevail.

4.8 D&B certifies that D&B will comply with D&B's obligations under the CCPA. D&B's Privacy Notice may be used as documentation of D&B's compliance with CCPA notice obligations. D&B will honor any CCPA Requests passed on by Customer, where required to comply by the CCPA and CCPA regulations issued by the California Attorney General. To the extent that Customer provides to D&B Personal Information subject to the CCPA, unless otherwise disclosed in writing and consented to by Customer, D&B will not sell Personal Information provided by Customer. D&B will process, retain, use, disseminate, disclose, make available, transfer, or otherwise communicate orally, in writing, or by electronic or other means, such Personal Information only on behalf of Customer and only as necessary to fulfill the business purpose under this Master Agreement or applicable Orders. Where the U.S. Government Customer agrees that it is subject to CCPA requirements, Customer warrants that Customer will honor any CCPA Opt-out requests passed on by D&B. To receive or submit CCPA Requests, non-exempt Customers will register at <https://support.dnb.com/?prod=CCPARequests>.

4.9 Upon expiration or termination of a License with respect to a particular Service, or upon receipt of a Service that is intended to supersede previously obtained Service(s), Customer will promptly delete or destroy all originals and copies of the Information and/or Software, as applicable, including all Information or Software provided to Contractors as permitted by Section 4.2 hereof; and upon request, provide D&B with a certification thereof. Notwithstanding the foregoing,

(i) Customer is granted a perpetual, limited, non-transferable and non-assignable license to retain copies of such Information in the form of hard copies or in Non-Operational systems, made in the normal course of business, solely for historical and/or archival (i.e. disaster recovery, compliance, and evidence of Customer's use of Information for regulatory compliance) purposes and not for any other continuing use ("Retained Information"). Customer is prohibited from using such Retained Information for any commercial purposes or as a substitute for the Services licensed by D&B.

(ii) The obligation to delete Information shall not apply to names, addresses (street, city, state, and zip code), phone numbers, fax numbers, and email addresses to the extent the subject to whom the Information relates has (a) become a customer or supplier of Customer, or (b) engaged with Customer to become a customer or supplier of Customer.

4.10 Customer agrees that in the event D&B obtains information or other evidence leading it to reasonably conclude that Customer is violating its obligations under the Agreement, if requested by D&B, an authorized officer of Customer will demonstrate and certify that it is in compliance with the Agreement.

## **5. D-U-N-S® Numbers**

5.1 D-U-N-S® Numbers are proprietary to and controlled by D&B. D&B grants Customer a non-exclusive, perpetual, limited license to use D-U-N-S® Numbers (excluding linkage D-U-N-S® Numbers) solely for identification purposes and only for Customer's internal business use. Where practicable, Customer will refer to the number as a "D-U-N-S® Number" and state that D-U-N-S is a registered trademark of D&B.

## **6. Payment**

6.1 Customer will pay D&B in accordance with each Order.

6.2 Except in instances where the customer is exempt from taxes as evidenced by tax exemption certificates, the fees do not include, and Customer will pay any applicable taxes relating to the Agreement, other than taxes based on D&B income and franchise-related taxes.

## **7. Warranties and Disclaimers**

7.1 D&B and Customer each represent and warrant that it (i) has the right to enter into the Agreement and (ii) has all necessary legal rights, title, consents and authority to disclose Information (including Confidential Information and Personal Information) to the other in accordance with this Agreement.

7.2 D&B represents that the Information has been collected and compiled in accordance with applicable local, state, federal and international laws, rules or regulations, but D&B does not guarantee that the Customer's use of the Information meets the requirements of any applicable federal, or state law, rule or regulation including but not limited to wireless suppression lists, the CAN-SPAM Act, and "Do Not Call" lists.

7.4 D&B represents and warrants that all Services will be performed with commercially reasonable care and skill by qualified individuals.

7.5 D&B represents and warrants that it has taken commercially reasonable efforts (i.e., scanning with current versions of antivirus software) to determine that the Software provided hereunder does not contain or will not contain any Unauthorized Code. In the event D&B discovers or is notified of any such Unauthorized Code in the Software, D&B shall promptly remove such Unauthorized Code in the Software.

7.6 D&B represents and warrants that the Software will perform all material functions and features as set forth in the Documentation.

7.7 Contact Information has not been obtained directly from the Data Subjects and the Data Subjects have not opted in or otherwise expressly consented to having their information sold for marketing purposes, nor has D&B scrubbed Contact Information against wireless suppression lists, the FTC's Do-Not-Call lists or other opt out lists (other than its own). It is Customer's responsibility to observe any indicators D&B provides to Customer indicating the Data Subject has expressly objected to receiving direct marketing (as well as their own and any applicable opt out lists) prior to any direct marketing. Opt-out provisions and/or opt-out links in Customer's marketing and sales materials shall not pertain to opting out of D&B's marketing lists and/or databases.

7.8 Customer agrees that it will not provide D&B any Social Security number, driver's license number, account number, credit or debit card number (other than Customer's own card for payment purposes, if applicable), or personal identification number or password that would permit access to the person's account, or personal data which reveals racial or ethnic origin, political opinions, religious or philosophical beliefs, trade-union membership, genetic or biometric data for the purpose of uniquely identifying a natural person, data concerning health or data concerning a natural person's sex life or sexual orientation and data relating to criminal convictions and offences.

7.9 CUSTOMER ACKNOWLEDGES THAT EVERY BUSINESS DECISION TO SOME DEGREE REPRESENTS AN ASSUMPTION OF RISK AND THAT D&B IN FURNISHING INFORMATION DOES NOT ASSUME CUSTOMER'S RISK. D&B IS ONE TOOL IN CUSTOMER'S DECISION-MAKING PROCESSES. THEREFORE, ALL SERVICES ARE PROVIDED ON AN "AS IS," "AS AVAILABLE" BASIS. THOUGH D&B USES EXTENSIVE PROCEDURES TO KEEP ITS DATABASE CURRENT AND TO PROMOTE DATA ACCURACY, OTHER THAN AS EXPLICITLY STATED IN THE AGREEMENT, D&B AND ITS THIRD PARTY PROVIDERS DISCLAIM ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING ANY WARRANTIES OF ACCURACY, COMPLETENESS, CURRENTNESS, MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. D&B DOES NOT WARRANT THAT THE SERVICES WILL BE UNINTERRUPTED OR ERROR-FREE AND DISCLAIMS ANY WARRANTY OR REPRESENTATION REGARDING AVAILABILITY OF A SERVICE, SERVICE LEVELS OR PERFORMANCE.

## **8. Protection of Proprietary Rights**

8.1 Information and Software are proprietary to D&B and may include copyrighted works, trade secrets, or other materials created by D&B at great effort and expense. Customer will not remove D&B's copyright and proprietary rights legend from any Information and Software which are so marked when received.

8.2 Neither party will use the trade names, trademarks or service marks of the other party in any news release, publicity, advertising, or endorsement without the prior written approval of the other party.

8.3 The Recipient will treat all Confidential Information in the same manner as Recipient treats its own Confidential Information of a similar nature provided that: i) Recipient may share such information with its Representatives, with a need to know and/or in order to fulfill the obligations pursuant to the Agreement, in furtherance of the provision of Services hereunder, that are subject to confidentiality obligations substantially as restrictive as those set forth in this Section and ii) Recipient assumes responsibility for such Representative's use of such information. Confidential Information shall not include (a) Information and Services licensed pursuant to the Agreement; or (b) information that (i) is or becomes a part of the public domain through no act or omission of Recipient; (ii) was in Recipient's lawful possession prior to Discloser's disclosure to Recipient; (iii) is lawfully disclosed to Recipient by a third-party with the right to disclose such information and without restriction on such disclosure; or (iv) is independently developed by Recipient without use of or reference to the confidential information.

8.4 Each party shall implement and maintain security measures with respect to the D&B Information, Software and Customer Confidential Information in its possession that effectively restrict access only to employees and Contractors with a need to know for the purpose identified in the Order, and protect such Information, Software, and Customer Confidential Information from unauthorized use, alteration, access, publication and distribution. D&B will comply with the security principles and controls located at <https://www.dnb.com/about-us/company/our-security.html>. In no event shall such security measures be less restrictive than those each party employs to safeguard its confidential information of a similar nature. Unless prohibited by law, in the event of an actual breach of such security measures that involves the unauthorized access, use or disclosure of Information, Software and Customer Confidential Information each party shall notify the other promptly after becoming aware of any such security incident.

## **9. Termination**

9.1 In the event of material breach of Section 4 or 8, Customer may immediately terminate, this Master Agreement or particular Orders; or D&B may, with notice, suspend Customer's access to the Services subject to such breach if necessary to prevent any ongoing impairment of D&B's intellectual property rights.

9.2 The provisions set forth in Sections 4, 5, 7, 8, 9.2, 10 and 11 will survive the termination of this Master Agreement.

## **10. Limitation of Liability; Indemnification**

10.1 NEITHER PARTY NOR D&B'S THIRD-PARTY PROVIDERS WILL BE LIABLE FOR ANY INCIDENTAL, SPECIAL, PUNITIVE, EXEMPLARY, INDIRECT, OR CONSEQUENTIAL DAMAGES OF ANY KIND, INCLUDING LOST PROFITS, LOST DATA, LOST REVENUES, AND LOSS OF BUSINESS OPPORTUNITY, WHETHER OR NOT THE OTHER PARTY WAS AWARE OR SHOULD HAVE BEEN AWARE OF THE POSSIBILITY OF THESE DAMAGES.

10.2 EACH PARTY'S AND D&B'S THIRD-PARTY PROVIDERS' MAXIMUM LIABILITY ARISING OUT OF OR RELATING TO THE APPLICABLE ORDER, REGARDLESS OF THE CAUSE OF ACTION (WHETHER IN CONTRACT, TORT, BREACH OF

WARRANTY OR OTHERWISE), WILL NOT EXCEED THE TOTAL AMOUNT PAID AND PAYABLE BY CUSTOMER UNDER THE APPLICABLE ORDER DURING THE 12-MONTH PERIOD IMMEDIATELY PRECEDING THE DATE ON WHICH SUCH LOSS, DAMAGE, INJURY, CLAIM, COST OR EXPENSE OCCURRED.

10.3. Notwithstanding anything to the contrary, the exclusions and limitations set forth in Section 10.1 and Section 10.2 above shall not apply with respect to: (i) the parties' respective obligations under Section 10.4 (Indemnification), or (ii) Customer's unauthorized use, disclosure, or distribution of Information or Services, or (iii) breach of Section 8.3.

10.4 (a) D&B shall defend or settle at its expense any Claim arising from or alleging infringement of any existing U.S. copyrights, patents, trademarks, or other intellectual property rights of any third party by the Services furnished under this Agreement (but not to the extent Customer modifies the Services in any way or combines the Services with material from third parties). D&B shall indemnify and hold Customer harmless from and pay any and all Losses attributable to such Claim. Customer shall give D&B prompt notice of any Claim. D&B shall have the right to control the defense of any such Claim, including appeals, negotiations and any settlement or compromise thereof, provided that Customer shall have the right to approve the terms of any settlement or compromise that adversely impact Customer's use of the Services, such approval not to be unreasonably withheld. Customer shall provide all reasonable cooperation in the defense of any Claim. This section provides Customer's exclusive remedy for any infringement Claims or damages. Notwithstanding the foregoing, D&B agrees that the U.S. Department of Justice, or any government entity with authority over Customer's legal representation decisions, may have the right to represent the United States in any such action, in accordance with 28 U.S.C. 516 or similar statute.

## **II. Miscellaneous**

11.1 The Master Agreement, the Order, addenda, statements of work and schedules, constitute the entire agreement between D&B and Customer regarding the Services. All prior Master Agreements, both oral and written, between the parties on the matters contained in this Master Agreement are expressly cancelled and superseded by this Master Agreement. Except with respect to Section 7 hereof (which shall take precedence over any inconsistent terms regarding warranties), if there is a conflict between the terms of the Order and/or this Master Agreement, the Order shall take precedence over this Agreement. Any amendments of or waivers relating to this Master Agreement must be in writing signed by the party, or parties, to be charged therewith.

CUSTOMER NAME:

ORDER #:

CUSTOMER D-U-N-S® #:

ORDER DATE:

**PRODUCT DESCRIPTION**

**SERVICE NAME: DNBi RUM**

SERVICE START DATE:

SERVICE END DATE:

EXPIRATION OPTION:

Service Termination

**DNBi Tier I:** Make confident decisions

**Usage Allowance:**

Access to all available Credit Reports/Portfolio Records subject to the "records under management" terms herein. Pricing is based on total records under management by region as follows:

US and Canada	150
Europe	3
Latin America	0
Asia Pacific	0
Average Exposure	Under \$7,500

Changes to Customer's actual "average exposure" during the Term of this Order do not affect the agreed upon pricing during the Initial Term of License but can be considered for future Contract Terms.

D-U-N-S Numbers loaded into DNBi Portfolio will be counted against the records under management.

**Professional Services**

Additional hours available at the rate of \$250.00 per hour

**LICENSE TERMS**

Initial Term of License:

Each period specified herein, beginning with the applicable Service Start Date(s) and ending with the applicable Service End Date(s), is referred to as a "Contract Term" (or individually as "Contract Term 1", "Contract Term 2" etc., as applicable).

Agreement Clause - AutoRenewal

**INVESTMENT**

**Currency: USD**

Contract Term I	\$5,000.00
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## PAYMENT INFORMATION

Payment Terms:	Effective Date Due upon receipt
Payment Method:	Pay by Electronic/Wire/ACH/Cash/Check
Shipping and sales taxes will be billed to the Customer as applicable.	

## TERMS & CONDITIONS

This Order is subject to the Master Agreement (hereinafter referred to as the "Governing Terms") between Customer specified herein and Dun & Bradstreet, Inc. ("D&B"). Notwithstanding anything to the contrary contained in the Governing Terms, this Order constitutes Customer's binding commitment for the term of this Order. Only Customer and Customer's affiliates identified in this Order, if any, may use the Services.

The Services under this Order may only be used by Customer in the United States to support its U.S. business.

**CONTACT INFORMATION:** D&B represents that the Information has been collected in accordance with applicable local, state, federal or international laws, rules or regulations. However, Data Subjects have not "opted in" or otherwise expressly consented to receive direct marketing from Customer. Customer should check applicable marketing legislation relating to the locality of Data Subjects prior to direct marketing. D&B will inform Customers of Data Subjects who have informed D&B they object to receiving direct marketing. Their objection is either indicated on their record or their details are provided in a separate file to Customer. It is Customer responsibility to check these sources (as well as their own and any applicable opt out lists) and observe their objection prior to any direct marketing. Customer's use of the Contact Information shall be for its own marketing and sales purposes and all opt out provisions and/or opt out links in Customer's marketing and sales materials shall pertain to opting out of Customer's marketing lists and/or Customer's databases only. "Contact Information" means professional information D&B collects and compiles relating to a person in the context of business which may include but is not limited to, names, titles, business phone and facsimile numbers, wireless devices, e-mail addresses and physical addresses, and social media handles. "Data Subject" means an individual person who is the subject of, represented within or identifiable by Contact Information.

**GDPR COMPLIANCE: This section applies only to the extent that Customer transfers Personal Information to D&B subject to European Privacy Legislation.** In such event D&B will process such Personal Information in accordance with the D&B EU Personal Data Processing Agreement, as set forth at <http://www.dnb.co.uk/dpa> which is incorporated herein. "European Privacy Legislation" means European Union Regulation 2016/679 and any other applicable data protection legislation including implementing legislation, guidelines and industry standards from time-to-time in force in a relevant jurisdiction, relating to the use and processing of Personal Information in that jurisdiction. "Personal Information" shall have the same meaning as personal data in European Privacy Legislation.

**ONWARD TRANSFER OF EU PERSONAL DATA: This Section applies ONLY to the extent that D&B owned or controlled Personal Data from the European Union (and as defined by European data protection legislation) is requested by Customer from D&B as part of the Services.**

Personal Data from the European Union can only be transferred in accordance with applicable data protection laws, which currently require parties outside of jurisdictions deemed adequate by the EU to enter into the EU Standard Contractual Clauses. Therefore, and solely to the extent required by applicable data protection laws, Customer and D&B hereby enter into the EU Standard Contractual Clauses retained at [www.dnb.com/CTC-SCC](http://www.dnb.com/CTC-SCC) as the basis for the onward transfer of such Personal Data from D&B to Customer, if any.

**PRODUCT AND DATA LIFECYCLE:** The D&B Services licensed under this Order are subject to D&B's Global Product and Data Lifecycle Policy, as set forth at <http://www.dnb.com/product-lifecycle-policy.html> which is incorporated herein.

CREDIT CARD: If paying by credit card, or in a manner similar to a credit card, the credit card terms set forth at the following URL apply to this Order: <https://www.dnb.com/Payment-Credit-Card-Terms/Payment-Credit-Card-Terms.html>.

## TERMS & CONDITIONS - DNBi RUM

Description of the services can be found at <https://www.dnb.com/products/finance-credit-risk/dnbi-risk-management.html>

### All Services

- 1 Records Under Management: Each unique DUNS associated with a record loaded to or received through the Services is a “record under management”. Provided that Customer pays the License fees in full during the applicable Contract Term, Customer shall have access to features made available within the DNBi subscription specified herein, including ability to get credit reports and portfolio records, and, for Tiers 2 - 5, the ability to load account receivable data, according to the number of records under management specified herein.
- 1 Customer shall not copy or export Information in bulk from the Service into other enterprise applications (such as enterprise resource planning, customer relationship management, or master data warehouse/management).
- 1 Any unused amounts associated with the Services will not be carried over or credited to current or subsequent Contract Terms.

## AGREED TO BY

Customer Name		Dun & Bradstreet, Inc.	
Authorized Signature:		Authorized Signature:	
Name: (Please Print)		Name: (Please Print)	
Title:		Title:	
Date:		Date:	
Purchase Order #: (optional)			

## ADDRESS INFORMATION

Product Name	Ship To	Bill To	Contract Admin
DNBi RUM			

## SALES EXECUTIVE DETAILS

Name: Jason Probst	
Telephone #: 610-248-1779	E-Mail: <a href="mailto:probstj@dnb.com">probstj@dnb.com</a>

CUSTOMER NAME:

ORDER #:

CUSTOMER D-U-N-S® #:

ORDER DATE:

PRODUCT DESCRIPTION

SERVICE NAME: D&B for Finance

SERVICE START DATE:

SERVICE END DATE:

EXPIRATION OPTION:

Service Termination

Customer is licensed to access and use the D&B Data Blocks selected below, to manage the Records Under Management (or "RUM") specified below and other company records made available to Customer under this Order, solely for use within the "Finance" domain (that is, credit scoring (including online and batch applications), credit evaluation, customer accounts receivable analytics and management).

Domain Use - RUM

- US/Canada 5,000
- Europe 0
- APAC 0
- LATAM 0

Domain Use - Data Blocks

- Company Entity Resolution Level 1
- Company Information Level 2
- Hierarchy & Connections Level 3

\* Monitoring is only available for API delivery and not available for Beneficial Ownership Block.

\*\* Batch delivery is not available

Delivery:

The Data Blocks selected above may be delivered in either or both of the following Services, where available:

- API delivery via D&B Direct Plus
- Batch file delivery

Delivery Terms:

- Development Keys are available for D&B Direct Plus upon delivery of service
- Delivery details shall be as specified in a requirements document agreed between the parties (which may be via email)

SERVICE NAME: API Professional Services

SERVICE START DATE:

SERVICE END DATE:

EXPIRATION OPTION:

Service Termination

**Delivery:**

- API delivery via D&B Direct Plus: New D&B Direct Plus Implementation
  - API Advisory Services are required for the first Contract Term of any new D&B Direct Plus API implementation and are not available for any subsequent Contract Terms
    - Included API Advisory Service hours: 20 (Contract Term 1 only; see Appendix API Standard Implementation Statement of Work for additional details)
    - Additional hours can be purchased for \$250 per hour

**LICENSE TERMS**

Initial Term of License: 9/30/2020 - 9/29/2021

Each period specified herein, beginning with the applicable Service Start Date(s) and ending with the applicable Service End Date(s), is referred to as a "Contract Term" (or individually as "Contract Term 1", "Contract Term 2", etc., as applicable).

**INVESTMENT**

**Currency: USD**

Contract Term 1	\$
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**PAYMENT INFORMATION**

Payment Terms:	Pending
Payment Method:	Pending
Shipping and sales taxes will be billed to the Customer as applicable.	

**TERMS & CONDITIONS**

This Order is placed by Customer with Dun & Bradstreet, Inc. ("D&B"), pursuant to the General Terms & Conditions (hereinafter referred to as the "Governing Terms") available at:

Also available at: [www.dnb.com/generalterms](http://www.dnb.com/generalterms)

The Services under this Order may only be used by Customer in the United States to support its U.S. business.

**TERMS & CONDITIONS - D&B for Finance**

Customer is licensed to use the Services solely for the Use(s) identified within the Product Description. Customer has unlimited access to the licensed Data Blocks for all Entities included within the universe of Records Under Management. Additional use cases, entitlements, capabilities and/or data not explicitly granted herein shall require execution of a Change Order between D&B and Customer.

Customer may not share D&B Data Blocks with third party data onboarding companies for the purpose of matching to digital identifiers for online advertising or targeting, as this is a separate D&B offering.

Any unused amounts associated with the Services or carryovers from previous agreements will not be carried over or credited to current or subsequent Contract Terms.

**DEFINITIONS:**

"Entity" - an Entity refers to a unique DUNS Numbered business for which content from any of the licensed D&B



Data Blocks is accessed. Pricing for the Services is based on the total number of unique Entities.

“Analytical Use” means data may be used for analytical purposes only, and not for any commercial use.

“Domain Use” means data may be used for commercial purposes within the domain(s) within which the content is licensed. Domain Use includes Analytical Use.

“Domain Master Data Use” means data may be used to enable the mastering of Customer’s data within a defined domain, and may also be used for commercial purposes within the domain(s) within which the content is licensed. Domain Master Data Use includes Analytical Use.

“Enterprise Master Data Use” means data may be used to enable the mastering of Customer’s data across all domains, and may also be used for commercial purposes in Customer applications across all domains. Enterprise Master Data Use includes Analytical Use.

A listing of the data elements contained in each D&B Data Block is available upon request.

#### D&B DIRECT PLUS - TERMS & CONDITIONS

1. Customer has access to data at a rate of up to 5 Queries Per Second. Customer shall not perform or permit bulk/batch loads using any Software unless it has received D&B's prior written approval. D&B reserves the right to limit the volume of inquiries placed at any time. Customer also shall not robotically or otherwise automatically harvest data through any Software.
2. Customer agrees that it will upgrade its hardware and/or software, at its own expense, in order to maintain compatibility with Service modifications which are made from time to time. Customer will cooperate with and provide all necessary information and resources to assist D&B in providing the Service to Customer.

DEVELOPMENT KEY LICENSE: All D&B Direct Plus Terms and Conditions are applicable to the Development Key license. In addition, the following Terms and Conditions apply:

1. The Development API Key may only be used by Customer for the internal purpose of familiarizing itself with the Services, for development and testing, and to understand its uses and applications. Customer may not make any commercial use of such Services whatsoever.
2. Customer has access to up to 1,000 Calls per week, in aggregate, across all capability and content selected above, including no more than 100 Scores if selected herein.

#### ADDRESS INFORMATION

Product Name	Ship To	Bill To	Contract Admin
API Professional Services			

#### ADDRESS INFORMATION

Product Name	Ship To	Bill To	Contract Admin
D&B for Finance			

#### SALES EXECUTIVE DETAILS

Name: Jason Probst	
Telephone #:	Email: <a href="mailto:probstj@dnb.com">probstj@dnb.com</a>

## API Standard Implementation Statement of Work

### **Statement of Work:**

This Statement of Work (SOW) details the work effort, requirements and expectations that will be adhered to during Advisory and Implementation Services.

### **Start Date:**

Within 30 Days of Effective Date of Order.

### **Deliverables:**

- The purpose of these Services is to advise on or support Customer's API Implementation.
- D&B will provide up to 20 hours of support across the following types of optional Services over a period of 90 days, commencing upon the Start Date:
  - Architectural & requirements review – typically a 1-2 hour call between Customer and D&B to review architectural & requirements document prepared by Customer.
  - Design, code and QA review – calls between Customer and D&B, as needed according to Customer's project schedule, once scope is confirmed.
  - API integration sample code and developer assistance – sample code is available at [developer.dnb.com](http://developer.dnb.com) for customer download.
  - API documentation review and walkthroughs – typically a 1 hour call between Customer and D&B to review documentation and answer questions.
  - Engineering Training on API products – D&B is available upon request to assist and answer questions related to D&B API products.

### **Project Overview:**

Customer Requirements
<p><b><i>Customer is responsible for the following:</i></b></p> <ul style="list-style-type: none"><li>○ Project management and the management of Customer resources during implementation.</li><li>○ Provision of resources for project planning, work sessions and review meetings.</li><li>○ Provision of resources, documentation, data and/or environments required to complete Deliverables as outlined in this Statement of Work.</li></ul>

### **Changes to Statement of Work:**

Any changes to the Deliverables defined in this Statement of Work must be mutually agreed to in writing by the parties and may result in additional charges.

### **Required Consent:**

Customer is responsible for promptly obtaining and providing to D&B all Required Consents necessary for D&B to provide the Services described in this Statement of Work. A Required Consent means any consents or approvals required to give D&B and its subcontractors the right or license to access, use and/or modify (including creating derivative works) the hardware, software, firmware or other products Customer uses, without infringing the ownership or license rights (including patent and copyright) of the providers or owners of such products.

**D&B Email IQ – Access Free Data In Your Inbox**

Transform your inbox into a powerful sales intelligence tool. D&B Email IQ is a free email plugin to access company and contact data in your email inbox. Currently available for Microsoft Outlook and planned to be available for other email providers, including Google. The application can be installed self-service at <https://www.dnb.com/Email-IQ-Download>. For more information, please visit <https://www.dnb.com/products/marketing-sales/dnb-email-iq.html>.

This Order is placed by Customer with Dun & Bradstreet, Inc. (“D&B”) pursuant to the General Terms & Conditions (hereinafter referred to as the “Governing Terms”) available at: [www.dnb.com/generalterms](http://www.dnb.com/generalterms).

The Services hereunder may only be used by Customer in the United States to support its U.S. business.

The Effective Date of the Order will be the latter of the Effective Date noted herein or the date the User ID is issued.

**Order #:**  
**Effective Date:**

**Customer Name:**

**Customer D-U-N-S® Number:**

**Subscriber #:**

**Product Description**

**D&B Hoovers Explore**

Number of Seats:

Includes: 5,000 Company and 5,000 Contact Exports per seat

Number of Additional Company Exports for acquisition:

Number of Additional Contact Exports for acquisition:

**D&B Hoovers Select**

Number of Seats:

Includes: 5,000 Company and 5,000 Contact Exports per seat

Number of Additional Company Exports for acquisition:

Number of Additional Contact Exports for acquisition:

Includes: CRM Connector

CRM Platform: Select

CRM Org ID:

Sandbox Org ID:

Unique name (MSFT):

Includes: Marketing Automation Connector

Marketing Automation System: Select

Technology Insights

Precision Research

D&B Buyer Intent Data: Select

Number of Models:

Includes: Buyer Intent implementation for Contract Term 1 only of any new Buyer Intent implementation and not available for any subsequent Contract Terms. See Appendix A for additional details.

Includes: D&B to provide Buyer Intent Data based on a list of Customer-defined keywords on a weekly basis, per model, into Customer’s D&B Hoovers instance

Buyer Intent Flat File

Buyer Intent Model Rebuild Services are provided once per Contract Term for all Contract Terms subsequent to the initial Contract Term of a Buyer Intent Data integration. See Appendix A for additional details.

**INITIAL TERM OF LICENSE: Months**

Each period, the duration of which is set forth herein, is a "Contract Term." Contract Term begins on the Effective Date unless otherwise stated herein.

Product / Item Name	Contract Term 1	Contract Term 2	Contract Term 3	Grand Total
<b>D&amp;B Hoovers</b>	Months	Months	Months	
Contract Term Subtotal	\$	\$	\$	
<b>D&amp;B Buyer Intent Implementation - Contract Term 1</b>	Months	N/A	N/A	
Contract Term 1 Only Services Subtotal	\$	N/A	N/A	
<b>Contract Term Total:</b>	\$	\$	\$	\$

**Payment Information**

Payment Terms: Select Payment Term

Payment Method: Pay by Credit/Debit Card

Shipping and sales taxes will be billed to the Customer as applicable.

**AGREED TO BY:**

**CUSTOMER**

**DUN & BRADSTREET, INC.**

Authorized Signature: \_\_\_\_\_

Authorized Signature: \_\_\_\_\_

Name (Please Print):

Name (Please Print):

Title:

Title:

Date:

Date:

Email:

Email:

**Account Rep Details**

RM Name:

RM Email:

RM Telephone #:

**Customer Admin:**

**Customer Admin Email:**

**Billing Address:**

**Shipping Address:**

Attention:

Attention:

Address 1:

Address 1:

Address 2:

Address 2:

City:

City:

State:

Zip:

State:

Zip:

Telephone:

Fax:

Telephone:

Fax:

**Additional Terms & Conditions**

**CRM & MARKETING AUTOMATION CONNECTORS:** CRM and Marketing Automation Connectors are included with D&B Hoovers Focus and Predict subscriptions. The CRM and Marketing Automation Connectors provide inbound processing of records (up to the maximum records allowed per the Service) during the Term of this Order. D&B shall provide access to one CRM and/or one Marketing Automation Connector supported by Dun & Bradstreet upon request of Customer. If the customer chooses to move from a standalone subscription to a CRM subscription, D&B shall provide 30 days of dual access to allow for a smooth transition.

**D&B HOOVERS SERVICES TERMS & CONDITIONS:** Use of Service: D&B shall issue to Customer a confidential access code assigned to Customer ("Customer Account ID") for authorized use and access to the Services by a user. Customer may provide the Customer Account ID to its employees, up to the quantity of Seat(s) licensed hereunder (each, an "Authorized User"). A "User ID" means the unique and distinctive "log-on" identifier selected by an Authorized User that is used in conjunction with a user selected password that enables authorized access to the Services. Each individual Authorized User represents one Seat, regardless of whether the individual is actively using the Service at any given time. No User ID sharing is permitted except in the event of a transition of responsibilities from a current authorized individual to his or her replacement, which shall be no longer than thirty (30) days. Information accessed through the Services may not be shared outside of the licensed seat population. Users shall not copy, download, upload or in any other way reproduce Information to create a master data management solution. Included Company and Contacts exports not to exceed 10,000,000 each.

Systematic access or extraction of content from the Service, outside of the features provided within the Service to perform such extraction, including the use of data scraping programs such as "bots" or "spiders," is prohibited.

**100% HARD BOUNCE CONTACT REPLACEMENT GUARANTEE:** D&B will replace contact credits for any contact sourced from the Service which has an undeliverable email address provided that, no more than once a quarter, Customer submits the bounce report and list of email addresses to D&B at <https://support.dnb.com/> D&B will then credit Customer's account an equal number of credits. Credits for undeliverable emails during the final three months of a particular Contract Term will only be carried over to the Contract Term immediately following such Contract Term, if any.

Unused Records at the end of the Contract Terms are forfeited and may not be carried over to subsequent Contract Terms.

If Customer selects Buyer Intent Data Models, Customer agrees to provide a minimum of 75 key phrases for D&B to build custom model for Intent. Model creation will begin upon receipt of key phrases. Buyer Intent Data models are defined in the initial Contract Term.

DRAFT

**D&B Digital Professional Services  
Statement of Work  
(Buyer Intent Implementation - New)**

**Statement of Work:**

This Statement of Work (SOW) details the deliverables, requirements and expectations that will be adhered to during the onboarding of digital audiences from D&B Buyer Intent Data.

**Deliverables: One-Time Services**

**Onboarding and Setup**

D&B will work with Customer to operationalize the use of buyer intent data. Specific tasks include:

- Advise on best practices for optimizing key phrases for all intent models under contract.
- Create buyer intent models that utilize the defined key phrases to score accounts based on two dimensions: intent score and buying score.

**Deliverables: Recurring Services**

**Model Rebuild**

If the “Buyer Intent Model Rebuild Service” option is selected on the Order Form, D&B will rebuild the buyer intent model(s) once per contract term. Tasks include:

- Work with Customer to update the key phrases for all intent models under contract.
- Create updated buyer intent models that utilize the refreshed key phrases.

**D&B Roles and Responsibilities**

D&B will ensure the following project roles are filled during the configuration phase:

Role	Key Responsibilities
Solution Configurator	<ul style="list-style-type: none"><li>• Serve as main day-to-day contact during the implementation</li><li>• Advise on best practices on key phrases</li></ul>

**Customer Roles and Responsibilities**

Customer will ensure the following project roles are filled during the configuration phase:

Role	Key Responsibilities
Digital Marketing Lead	<ul style="list-style-type: none"><li>• Serve as day-to-day contact for D&amp;B throughout the onboarding process and provide required information for model creation</li></ul>

**Project Management Control Procedures:**

During the course of the project, the project team may identify changes to the requirements that affect the project plan. Some changes may be minor, cause no delay, and introduce no additional risk to the project. In such cases, the changes will be accommodated within the scope of the project. Other changes may take the form of significant modifications to the scope and require a formal Change Control process be followed.

A formal Change Control process is initiated with the completion of a Project Change Order by either Customer or D&B. The Project Change Order describes in detail the requested change.

D&B will evaluate the potential impact of the change on the project deliverables, timeline, and budget and will report the impact to Customer. Customer will determine whether or not they wish to authorize the change order and the associated additional expense. Upon approval, the work will be assigned and scheduled and the project deliverables, timelines, and budget revised.

**D&B Digital Professional Services**  
**Statement of Work**  
(Buyer Intent Model Rebuild)

**Statement of Work:**

This Statement of Work (SOW) details the deliverables, requirements and expectations that will be adhered to during the onboarding of digital audiences from D&B Buyer Intent Data.

**Deliverables: Recurring Services**

**Model Rebuild**

If the “Buyer Intent Model Rebuild Service” option is selected on the Order Form, D&B will rebuild the buyer intent model(s) once per contract term. Tasks include:

- Work with Customer to update the key phrases for all intent models under contract.
- Create updated buyer intent models that utilize the refreshed key phrases.

**D&B Roles and Responsibilities**

D&B will ensure the following project roles are filled during the configuration phase:

<b>Role</b>	<b>Key Responsibilities</b>
Solution Configurator	<ul style="list-style-type: none"><li>• Serve as main day-to-day contact during the implementation</li><li>• Advise on best practices on key phrases</li></ul>

**Customer Roles and Responsibilities**

Customer will ensure the following project roles are filled during the configuration phase:

<b>Role</b>	<b>Key Responsibilities</b>
Digital Marketing Lead	<ul style="list-style-type: none"><li>• Serve as day-to-day contact for D&amp;B throughout the onboarding process and provide required information for model creation</li></ul>

**Project Management Control Procedures:**

During the course of the project, the project team may identify changes to the requirements that affect the project plan. Some changes may be minor, cause no delay, and introduce no additional risk to the project. In such cases, the changes will be accommodated within the scope of the project. Other changes may take the form of significant modifications to the scope and require a formal Change Control process be followed.

A formal Change Control process is initiated with the completion of a Project Change Order by either Customer or D&B. The Project Change Order describes in detail the requested change.

D&B will evaluate the potential impact of the change on the project deliverables, timeline, and budget and will report the impact to Customer. Customer will determine whether or not they wish to authorize the change order and the associated additional expense. Upon approval, the work will be assigned and scheduled and the project deliverables, timelines, and budget revised.

**STATEMENT OF WORK**

**INVITATION FOR BID**

**FOR**

**Department of General Services**  
**Business Financial Reporting Services**

**ISSUING OFFICE**



**COMMONWEALTH OF PENNSYLVANIA**

**DEPARTMENT OF GENERAL SERVICES**

**BUREAU OF PROCUREMENT**

**555 Walnut Street**

**Forum Place, 6<sup>th</sup> Floor**

**Harrisburg, PA 17101**

**IFB NUMBER**

**6100051574**

**DATE OF ISSUANCE**

**January 19<sup>th</sup>, 2021**



**PART IV**  
**STATEMENT OF WORK**  
**TABLE OF CONTENTS**

<b>Part IV-1</b>	<b>GENERAL INFORMATION</b>
<b>Part IV-2</b>	<b>BID REQUIREMENTS</b>
<b>Part IV-3</b>	<b>AGENCY ORDERING PROCESS</b>
<b>Part IV-4</b>	<b>SCOPE OF SERVICES</b>
<b>Part IV-5</b>	<b>PAYMENT PROVISIONS</b>
<b>Part IV-6</b>	<b>Inquiries</b>

**Appendix A – STANDARD CONTRACT TERMS AND CONDITIONS**

**Appendix B – DOMESTIC WORKFORCE UTILIZATION FORM**

**Appendix C – IRAN FREE PROCUREMENT**

**Appendix D—LOBBYING CERTIFICATION FORM**

**PART IV  
STATEMENT OF WORK**

**IV-1. GENERAL INFORMATION**

- A. PURPOSE:** The Department of General Services (DGS) Bureau of Procurement (BOP) is issuing this Invitation to Bid (IFB) to establish a multiple award Contract for Commonwealth agencies to procure Business Financial Services.
- B. METHOD OF AWARD (MULTIPLE AWARD):** Award will be made on a multiple award basis to all responsible and responsive bidders. Agencies may select one or more Supplier(s) for their required service from the list of Suppliers on this Contract based upon a best value determination. There is no guarantee that the award of a Contract will result in the award of a Purchase Order.
- C. CONTRACT TERM:** The contracts shall commence on the Effective Date listed on the approved, executed contracts and expire on May 31<sup>st</sup>, 2024.

Contracts may be renewed two (2) additional one (1) year term by mutual agreement between the Commonwealth and the supplier(s) per Section V.3. CONTRACT-002.2b of **Appendix A – Standard Contract Terms and Conditions**.

- D. TERM OF PURCHASE ORDER:** Agencies may issue purchase orders for the initial term of the contract, for administrative purposes (budget, invoice processing, etc.). Purchase orders cannot extend past the current contract term.
- E. ISSUING OFFICE:** DGS BOP has issued this IFB on behalf of the Commonwealth. The sole point of contact in the Commonwealth for this IFB shall be Crystal Zelinski, Issuing Officer. Please refer all inquiries to the Issuing Officer via e-mail at [czelinski@pa.gov](mailto:czelinski@pa.gov)
- F. QUESTIONS AND ANSWERS:** If a bidder has any questions regarding this IFB, the bidder must submit the questions(s) via e-mail (***with the subject line “IFB 6100051574 Question”***) to the Issuing Officer named above. Question(s) must be submitted via e-mail no later than February 1<sup>st</sup>, 2021. The Issuing Officer shall post as an addendum to this IFB the answers to the questions on the DGS website. Each bidder shall be responsible to monitor the DGS website [www.emarketplace.state.pa.us](http://www.emarketplace.state.pa.us) for new or revised IFB information.

**IV-2. BID REQUIREMENTS** Suppliers interested in submitting a bid to become an Awarded Supplier must meet all the bid requirements. Bidders who fail to meet the following requirements may result in bid rejection:

**A. SUPPLIER REGISTRATION:** Interested bidders must register as a supplier on the PA Supplier Portal at [www.pasupplierportal.state.pa.us](http://www.pasupplierportal.state.pa.us) If your company is already registered in the PA Supplier Portal, registration is not necessary. Prior to registration, bidders are strongly encouraged to review the Supplier Registration and Bidding guides available at the Supplier Service Center at: <https://www.dgs.pa.gov/Materials-Services-Procurement/Supplier-Service-Center>

For any questions or issues related to the registration process, contact the Supplier Service Center (CSC) at 877-435-7363 Option 1. For any questions or issues related to the online bidding process, contact the Supplier Service Center (CSC) at 877-435-7363 **Option 2.**

**B. BID SUBMISSION:** Bids must be electronically received through the PA Supplier Portal, [www.pasupplierportal.state.pa.us](http://www.pasupplierportal.state.pa.us) . To be considered for Contract award, bidder must complete and return the following documents in response to this IFB.

**1. Appendix B – Domestic Workforce Utilization Certification Form:** To the extent that any services could be performed outside of the geographical boundaries of the United States, the Bidder will be required to certify that those services will be performed exclusively within the geographical boundaries of the United States or specify the percentage of the direct labor that will be performed outside of the United States. The certification form is included with the IFB and must be completed by the Bidder. The Contracting Agency will use the certification in making a best value selection.

**2. Price List:** Bidders must supply their current price list/catalog in electronic format. Price lists/catalogs must be provided in one of the following formats: Word document, Excel spreadsheet, or PDF file. Suppliers may not publish any price list for use by Commonwealth agencies with alternate pricing or additional terms and conditions. **Any other Supplier terms and conditions that may appear on the Supplier’s price list, including but not limited to, prices subject to change without notice will not be part of this Contract and will have no force or effect on this Contract or Purchase Orders issued by Commonwealth agencies.**

**3. Appendix C – Iran Free Procurement Form:** Attach completed, signed form with bid. Prior to entering a contract worth at least \$1,000,000 or more with a Commonwealth entity, a bidder must: a) certify it is not on the current list of persons engaged in investment activities in Iran created by the Pennsylvania Department of General Services (“DGS”) pursuant to Section 3503 of the

Procurement Code and is eligible to contract with the Commonwealth under Sections 3501-3506 of the Procurement Code; or b) demonstrate it has received an exception from the certification requirement for that solicitation or contract pursuant to Section 3503(e). All bidders must complete and return the Iran Free Procurement Certification form, which is attached hereto and made part of this IFB. The completed and signed Iran Free Procurement Certification form must be submitted with the Bid Response. See the following web page for current Iran Free Procurement list:

<https://www.dgs.pa.gov/Documents/Procurement%20Forms/ProposedIranFreeProcurementList.pdf>

**4. Subscriber Agreement:** To incorporate as a reference in the contract, please submit a copy with your bid.

**5. Account Manager:** The account manager that will serve as the key point of contact for Commonwealth agencies and DGS BOP. Account managers must be available between the hours of 7:30 am to 5:00 pm. Any changes in the account manager shall be kept to a minimum, and DGS BOP shall be notified immediately. A phone number, cell phone number, fax number, email address, and alternate contact shall be provided for the account manager with the bid submission.

**6. Appendix D:** Lobbying Certification Form

**7. Additional Services:** Additional services, reasonably construed to be within the scope of this procurement, may be **added** during the term of the contract only with the written permission of the DGS contract administrator.

**Failure to return required bid documents may result in rejection of the bid.**

### IV-3. AGENCY ORDERING PROCESS

**A. Best Value Determination:** When services are required, agencies will review and compare all supplier product lists and pricing to determine which supplier provides the reporting services that best meets the agency's needs and at the best value. Suppliers will be required to furnish their services, ordered by Commonwealth agencies, at the prices on the price list submitted to DGS with their original bid or any subsequent update less discount. The best value determination must be documented in writing and be retained in the agency file for each service.

**B. Purchase Order:** After service selection is determined, the issuing agency shall execute and issue a Purchase Order(s) to the supplier(s) offering the best value. If only one supplier provides the required services, the using agency is under no

obligation to contact the other awarded suppliers for service and may proceed to issue a Purchase Order to the single service provider.

Suppliers may not proceed to provide services under this Contract until receipt of the Fully Executed Purchase Order from the issuing agency. The Purchase Order will constitute authority to furnish the specified services and must be referenced when invoicing. Each Purchase Order will be deemed to incorporate the terms and conditions set forth in this Contract. If any conflicts or discrepancies should arise in the interpretation of a PO, the order of precedence shall be: The Contract; The PO and any attachments thereto, including: the Supplier's quote, as accepted by the Commonwealth.

**1. Subscriber Agreement:** Except to the extent it is *inconsistent* with the Standard Contract Terms and Conditions and this Statement of Work, the Supplier's Subscriber Agreement, a copy of which shall be incorporated by reference into the Contract, shall bind all purchasing agencies.

**2. Account Services:** The Supplier shall provide individual account services to each participating agency, to include issuing user passwords, providing user training and support, and providing separate accounting and invoicing for each participating agency. Any participating agency may directly notify the Supplier's assigned service representative of any additions, substitutions, and deletions ("changes") to the identities and numbers of business service users on a monthly basis; provided, however, that the Supplier shall adjust the participating agency's monthly payment to accommodate the changes.

#### IV-4. SCOPE OF SERVICES

**A. Overview:** This Contract will cover the requirements to provide Commonwealth agencies with market research and business intelligence information. The Pennsylvania Department of General Services ("DGS") is seeking qualified Suppliers with the technology and experience in providing commercial information and insight on businesses, which allows customers to make information-based business decisions. The Awarded Supplier(s) must be able to supply On-Line, Report, and/or Subscription services, which may include, but not limited to, Business Reports, Company Reports, Country Reports, Commodity Reports, Industry Standards, Economic Reports, Price Indexes etc. The market research and business intelligence should provide descriptions of markets, business trends, current conditions and forecasts and should provide quantitative and qualitative research on topics required. Reporting should include details on industries, technologies, and companies, as well as population demographics and country profiles.

- B. SERVICES:** The Awarded Supplier(s) shall provide comprehensive Business Financial services as defined in IV-4 of the IFB. These services will be provided as an independent contractor, not as an employee(s) of the Commonwealth. The Awarded Supplier(s) shall render services in accordance with the policies, procedures, and standards of each Commonwealth agency.
- C. Addition of New Suppliers:** New Contractors may be added at the discretion of the Department of General Services (“DGS”).
- D. Agencies:** For the purpose of this IFB, the following are agencies that have used business financial services in the past year, this is provided for information purposes only. Throughout the contract, additional agencies may request business financial reporting.
  - 1. Department of Revenue (DOR)
  - 2. Department of Community and Economic Development (DCED)
- E. AGENCY SPEND.** For informational purposes, spend for business financial services January 1 through December 31, 2020 was estimated to be approximately \$239,874 among the awarded suppliers. No additional spend information is available.

Previous current contracts are published at [www.emarketplace.state.pa.us](http://www.emarketplace.state.pa.us).

- IV-5. PAYMENT PROVISIONS.** The Awarded Supplier(s) will be reimbursed for business financial services provided to each using Agency.

Invoices can be emailed to [69180@pa.gov](mailto:69180@pa.gov).

For details and requirements of the commonwealth's E-Invoicing Program, please visit Office of the Budget's [E-Invoicing Program](#) page for details and requirements.

For services procured that are less than \$10,000 (or current established threshold) in a fiscal year and handled with P-Card, services must be handled in accordance with Management Directive 310.23 Commonwealth Purchasing Card Program Link: [https://www.oa.pa.gov/Policies/md/Documents/310\\_23.pdf](https://www.oa.pa.gov/Policies/md/Documents/310_23.pdf)

- IV-6. INQUIRIES:** Direct all questions concerning this Contract to Commodity Specialist Crystal Zelinski, Telephone No. 717-346-8112, e-mail: [czelinski@pa.gov](mailto:czelinski@pa.gov)

Table of Contents

PART I - GENERAL INFORMATION ..... 3

I.1 IFB-001.1 Purpose (Oct 2006) ..... 3

I.2 IFB-005.1 Type of Contract (Oct. 2006) ..... 3

I.3 IFB-008.1C No Pre-bid Conference (Oct. 2006) ..... 3

I.4 IFB-009.1 Questions (February 2012)..... 3

I.5 IFB-010.1 Addenda to the IFB (Oct. 2006)..... 3

I.6 IFB-011.1B Submission of Bids – Electronic Submittal (May 2011)..... 3

I.7 IFB-024.1 Bid Protest Procedure (April 2016) ..... 4

I.8 IFB-025.1 Electronic Version of this IFB (Oct 2006)..... 4

I.9 IFB-029.1 Prices (Dec 6 2006)..... 4

I.10 IFB-031.1 Alternates (Oct 2013)..... 4

I.11 IFB-032.1 New Equipment (Nov 2006)..... 4

I.12 I-IFB-033.1 Modification or Withdrawal of Bid (Nov 2006) ..... 5

I.13 I-IFB-034.1 Rejection of Bids (Nov 2006) ..... 6

I.14 Submission-001.1 Representations and Authorizations (February 2017)..... 6

PART II - REQUIREMENTS ..... 8

II.1 II-IFB-008.1b Lobbying Certification and Disclosure – Electronic Submission. (Oct 2006). ..... 8

II.2 II-IFB-016.1 Post-Submission Descriptive Literature (Dec 2006) ..... 8

II.3 II-IFB-018.1b Iran Free Procurement Certification and Disclosure – Electronic Submittal (November 2016)... 8

PART III - SELECTION CRITERIA ..... 9

III.1 III-IFB-001.1a Mandatory Responsiveness Requirements (Oct 2006) ..... 9

III.2 III-IFB-006.1f Method of Award - All Bidders (April 2011)..... 9

III.3 III-IFB-007.1 Awards (May 2011) ..... 9

III.4 III-IFB-008.1 Tie Bids (Nov 2006) ..... 9

III.5 III-IFB-009.1 Prompt Payment Discounts (Nov 2006) ..... 9

III.6 III-IFB-010.1 Option for Separate Competitive Bidding Procedure (Nov 2006)..... 9

PART IV - WORK STATEMENT ..... 10

IV.1 IFB-001.1b Statement of Work (Nov 2006)..... 10

PART V - CONTRACT TERMS and CONDITIONS ..... 11

V.1 CONTRACT-001.1b Contract Terms and Conditions (Nov 30, 2006) ..... 11

V.2 CONTRACT-002.1a Term of Contract – Contract (May 2012) ..... 11

V.3 CONTRACT-002.2a Renewal of Contract Term (Nov 30 2006)..... 11

V.4 CONTRACT-002.2d Renewal of Contract Term; Adjusted Prices - Fixed Percentage (Oct 2013) ..... 11

V.5 CONTRACT-002.3 Extension of Contract Term (Nov 30 2006) ..... 11

V.6 CONTRACT-003.1a Signatures – Contract (July 2015) ..... 11

V.7 CONTRACT-004.1a Definitions (Oct 2013)..... 12

V.8 CONTRACT-005.1d Purchase Orders (July 2015)..... 12

V.9 CONTRACT-006.1 Independent Prime Contractor (Oct 2006)..... 13

V.10 CONTRACT-007.01b Delivery of Services (Nov 30 2006) ..... 13

V.11 CONTRACT-007.02 Estimated Quantities (Nov 30 2006)..... 13

V.12 CONTRACT-008.1a Warranty. (Oct 2006) ..... 13

V.13 CONTRACT-009.1c Patent, Copyright, and Trademark Indemnity (Oct 2013)..... 14

V.14 CONTRACT-009.1d Ownership Rights (Oct 2006) ..... 14

V.15 CONTRACT-010.1a Acceptance (Oct 2006)..... 14

V.16 CONTRACT-011.1a Compliance With Law (Oct 2006) ..... 15

V.17 CONTRACT-013.1 Environmental Provisions (Oct 2006)..... 15

V.18 CONTRACT-014.1 Post-Consumer Recycled Content (June 2016)..... 15

V.19 CONTRACT-014.3 Recycled Content Enforcement (February 2012) ..... 15

V.20 CONTRACT-015.1 Compensation (Oct 2006) ..... 15

V.21 CONTRACT-015.1A Compensation/Expenses (Oct 2013) ..... 15

V.22 CONTRACT-015.2 Billing Requirements (February 2012) ..... 16

V.23 CONTRACT-016.1 Payment (Oct 2006) ..... 16

V.24 CONTRACT-016.2 Payment – Electronic Funds Transfer (February 2014)..... 17

V.25 CONTRACT-017.1 Taxes (Dec 5 2006)..... 17

V.26 CONTRACT-018.1 Assignment of Antitrust Claims (Oct 2006) ..... 17

V.27 CONTRACT-019.1 Hold Harmless Provision (Nov 30 2006)..... 17

V.28 CONTRACT-020.1 Audit Provisions (Oct 2006) .....	17
V.29 CONTRACT-021.1 Default (Oct 2013) .....	18
V.30 CONTRACT-022.1 Force Majeure (Oct 2006).....	19
V.31 CONTRACT-023.1a Termination Provisions (Oct 2013).....	19
V.32 CONTRACT-024.1 Contract Controversies (Oct 2011) .....	20
V.33 CONTRACT-025.1 Assignability and Subcontracting (Oct 2013).....	20
V.34 CONTRACT-026.1 Other Contractors (Oct 2006).....	21
V.35 CONTRACT-027.1 Nondiscrimination/Sexual Harassment Clause (August 2018).....	21
V.36 CONTRACT-028.1 Contractor Integrity Provisions (January 2015).....	22
V.37 CONTRACT-029.1 Contractor Responsibility Provisions (Nov 2010) .....	24
V.38 CONTRACT-030.1 Americans with Disabilities Act (April 1, 2010) .....	25
V.39 CONTRACT-032.1 Covenant Against Contingent Fees (Oct 2006) .....	25
V.40 CONTRACT-033.1 Applicable Law (Oct 2006).....	26
V.41 CONTRACT- 034.1b Integration (Nov 30 2006).....	26
V.42 CONTRACT-034.2b Order of Precedence - IFB (Dec 6 2006) .....	26
V.43 CONTRACT-034.3 Controlling Terms and Conditions (Aug 2011) .....	26
V.44 CONTRACT-035.1a Changes (Oct 2006).....	26
V.45 CONTRACT-036.1 Background Checks (February 2016) .....	27
V.46 CONTRACT-037.1a Confidentiality (Oct 2013) .....	27
V.47 CONTRACT-037.2a Sensitive Information (Sept 2009) .....	28
V.48 CONTRACT-037.2b Health Insurance Portability and Accountability Act (HIPAA) Compliance (Oct 2013) .....	28
V.49 CONTRACT-045.1 Insurance - General (Dec 12 2006) .....	29
V.50 CONTRACT-051.1 Notice (Dec 2006).....	29
V.51 CONTRACT-052.1 Right to Know Law (Feb 2010) .....	29
V.52 CONTRACT-053.1 Enhanced Minimum Wage Provisions (July 2018) .....	30



## **PART I - GENERAL INFORMATION**

### **PART I - GENERAL INFORMATION**

#### **I.1 IFB-001.1 Purpose (Oct 2006)**

The Commonwealth of Pennsylvania (Commonwealth) is issuing this Invitation for Bids (IFB) to meet the needs of STATEWIDE to satisfy a need for Business Financial Services.

#### **I.2 IFB-005.1 Type of Contract (Oct. 2006)**

If the Issuing Office enters into a contract as a result of this IFB, it will be a Established Price contract containing the Contract Terms and Conditions as shown in Part V of this IFB.

#### **I.3 IFB-008.1C No Pre-bid Conference (Oct. 2006)**

There will be no pre-bid conference for this IFB. If there are any questions, please forward them to the Issuing Office prior to the bid opening date and time.

#### **I.4 IFB-009.1 Questions (February 2012)**

All questions regarding the IFB must be submitted in writing to the email address of the Issuing Officer provided in the solicitation. While there is no set timeline for the submittal of questions, questions received within 48 hours prior to the bid due date and time will be answered at the discretion of the Commonwealth. All questions received will be answered, in writing, and such responses shall be posted to eMarketplace as an addendum to the IFB. The Issuing Officer shall not be bound by any verbal information nor shall it be bound by any written information that is not either contained within the IFB or formally issued as an addendum by the Issuing Office. The Issuing Office does not consider questions to be a protest of the specifications or of the solicitation.

#### **I.5 IFB-010.1 Addenda to the IFB (Oct. 2006)**

If the Issuing Office deems it necessary to revise any part of this IFB before the bid response date, the Issuing Office will post an addendum to its website at [HTTP://WWW.EMARKETPLACE.STATE.PA.US/HOME.ASPX?CPG=3](http://WWW.EMARKETPLACE.STATE.PA.US/HOME.ASPX?CPG=3) it is the Bidder's responsibility to periodically check the website for any new information or addenda to the IFB.

#### **I.6 IFB-011.1B Submission of Bids – Electronic Submittal (May 2011)**

- a. Bids are requested for the item(s) described in the Invitation For Bids and all the documents referenced in the form (collectively called the IFB). Bidders must submit their bids through the Commonwealth's electronic system (SRM).
- b. It is the responsibility of each bidder to ensure that its Bid is received through the electronic system prior to the date and time set for the opening of bids ("Bid Opening Time"). No Bid shall be considered if it arrives after the Bid Opening Time, regardless of reason for the late arrival.

Bids that are timely received prior to the Bid Opening Time shall be opened publicly in the presence of one or more witnesses at the time and place designated in this IFB for the Bid opening.

c. Bids must be firm. If a Bid is submitted with conditions or exceptions or not in conformance with the terms and conditions referenced in the IFB Form, it shall be rejected. The Bid shall also be rejected if the items offered by the Bidder are not in conformance with the specifications as determined by the Commonwealth.

d. The Bidder, intending to be legally bound hereby, offers and agrees, if this Bid is accepted, to provide the awarded items at the price(s) set forth in this Bid at the time(s) and place(s) specified.

#### **I.7 IFB-024.1 Bid Protest Procedure (April 2016)**

The Bid Protest Procedure is on the DGS website at

<http://www.dgs.pa.gov/Documents/Procurement%20Forms/Handbook/Pt1/Pt%20I%20Ch%2058%20Bid%20Protests.pdf>

#### **I.8 IFB-025.1 Electronic Version of this IFB (Oct 2006)**

This IFB is being made available by electronic means. If a Bidder electronically accepts the IFB, the Bidder acknowledges and accepts full responsibility to insure that no changes are made to the IFB. In the event of a conflict between a version of the IFB in the Bidder's possession and the Issuing Office's version of the IFB, the Issuing Office's version shall govern.

#### **I.9 IFB-029.1 Prices (Dec 6 2006)**

The bid submitted by the successful Bidder will be incorporated into any resulting Contract and the Bidder will be required to provide the awarded item(s) at the prices quoted in its Bid.

#### **I.10 IFB-031.1 Alternates (Oct 2013)**

A Bidder who wants to offer an alternate must notify the Issuing Office in writing, at least five (5) days prior to the scheduled Bid opening, that the Bidder intends to offer an alternate in its Bid. An "alternate" is a product that deviates from the requirements of the specifications in its composition, qualities, performance, size dimension, etc. The written notification from the Bidder must include a complete description of the alternate and must identify the product's deviations from the specifications. Upon receipt of the notification, the Issuing Office will determine whether the alternate is acceptable. If the Issuing Office, in its discretion, determines that the alternate is acceptable, the Issuing Office will issue a change notice to the invitation for bids that revises the specifications. If no change notice is issued revising the specification, a Bid offering the alternate will not be considered for award. If an item or items in the IFB are designated "no substitute," this provision does not apply and no alternate may be proposed by a bidder nor will any alternate be considered by the Issuing Office.

#### **I.11 IFB-032.1 New Equipment (Nov 2006)**

Unless otherwise specified in this invitation for bids, all products offered by Bidders must be new or remanufactured. A 'new' product is one that will be used first by the Commonwealth after it is manufactured or produced. A 'remanufactured' product is one which: 1) has been rebuilt, using new or used parts, to a condition which meets the original manufacturer's most recent specifications for the item; 2) does not, in the opinion of the Issuing Office, differ in appearance from a new item; and 3) has the same warranty as a new item. Unless otherwise specified in this invitation for bids, used or reconditioned products are not acceptable. This clause shall not be construed to prohibit Bidders from offering products with recycled content, provided the product is new or remanufactured.

## **I.12 I-IFB-033.1 Modification or Withdrawal of Bid (Nov 2006)**

- a. Bid Modification Prior to Bid Opening. Bids may be modified only by written notice or in person prior to the exact hour and date specified for Bid opening.
- 1) If a Bidder intends to modify its Bid by written notice, the notice must specifically identify the Bid to be modified and must be signed by the Bidder. The Bidder must include evidence of authorization for the individual who signed the modification to modify the Bid on behalf of the Bidder. The Bid modification must be received in a sealed envelope. The sealed envelope must identify the assigned Collective Number and the Bid Opening Time, and should state that enclosed in the envelope is a Bid modification
  - 2) If a Bidder intends to modify its Bid in person, the individual who will modify the Bid must arrive in the Bid Opening Room prior to the Bid Opening Time, show a picture identification and provide evidence of his/her authorization to modify the Bid on behalf of the Bidder. If a Bidder intends to modify its Bid in person, the Bidder may do so only in the presence of an agency employee. (The agency employee will observe the actions taken by the individual to modify the Bid, but will not read the Bid or the modification).
- b. Bid Withdrawal Prior to Bid Opening. Bids may be withdrawn only by written notice or in person prior to the exact hour and date specified for Bid opening.
- 1) If a Bidder intends to withdraw its Bid by written notice, the notice shall specifically identify the Bid to be withdrawn and shall be signed by the Bidder. The Bidder must include evidence of authorization for the individual who signed the bid withdrawal to withdraw the bid on behalf of the Bidder. Except as provided in Subparagraph c, below, bid withdrawals received after the exact hour and date specified for the receipt of Bids shall not be accepted.
  - 2) If a Bidder intends to withdraw its Bid in person, the individual who will withdraw the Bid must arrive in the Bid Opening Room prior to the Bid Opening Time, show a picture identification and provide evidence of his/her authorization to withdraw the Bid on behalf of the Bidder.
- c. Bid Withdrawal After Bid Opening. Bidders are permitted to withdraw erroneous Bids after Bid opening only if the following conditions are met:
- 1) The Bidder submits a written request for withdrawal.
  - 2) The Bidder presents credible evidence with the request that the reason for the lower Bid price was a clerical mistake as opposed to a judgment mistake and was actually due to an unintentional arithmetical error or an unintentional omission of a substantial quantity of work, labor, material, or services made directly in the compilation of the Bid.
  - 3) The request for relief and supporting evidence must be received by the Issuing Office within three (3) business days after Bid opening, but before award of the contract.
  - 4) The Issuing Office shall not permit a Bid withdrawal if the Bid withdrawal would result in the award of the contract on another Bid of the same Bidder, its partner, or a corporation or business venture owned by or in which the bidder has a substantial interest.
  - 5) If a Bidder is permitted to withdraw its Bid, the Bidder cannot supply any material or labor or perform any subcontract or other work agreement for the awarded contractor, without the written approval of the Issuing Office.
- d. Firm Bid. Except as provided above, a Bid may not be modified, withdrawn, or cancelled by any Bidder for a period of sixty (60) days following the time and date designated for Bid opening, unless otherwise specified by the Bidder in its Bid. If the lowest responsible Bidder, as determined by the Issuing Office, withdraws its Bid prior to the expiration of the award period or fails to comply with the requirements set forth in the IFB including but not limited to any requirement to submit performance or payment bonds or insurance certificates within the required time period, the Bidder shall be liable to the Commonwealth for all costs and damages associated with the re-award or re-bid including the difference between the Bidder's price and the actual cost that the

Commonwealth pays for the awarded items.

- e. Clarification and Additional Information. After the receipt of Bids, the Issuing Office shall have the right to contact Bidders for the purpose of seeking:
- 1) Clarification of the Bid which confirms the Issuing Office's understanding of statements or information in the Bid or;
  - 2) Additional information on the items offered; provided the IFB does not require the rejection of the Bid for failure to include such information.

#### **I.13 I-IFB-034.1 Rejection of Bids (Nov 2006)**

The Issuing Office reserves the right to reject any and all Bids, to waive technical defects or any informality in Bids, and to accept or reject any part of any Bid if the best interests of the Commonwealth are thereby served.

#### **I.14 Submission-001.1 Representations and Authorizations (February 2017)**

By submitting its proposal, each Offeror understands, represents, and acknowledges that:

- A. All of the Offeror's information and representations in the proposal are material and important, and the Issuing Office may rely upon the contents of the proposal in awarding the contract(s). The Commonwealth shall treat any misstatement, omission or misrepresentation as fraudulent concealment of the true facts relating to the Proposal submission, punishable pursuant to 18 Pa. C.S. § 4904.
- B. The Offeror has arrived at the price(s) and amounts in its proposal independently and without consultation, communication, or agreement with any other Offeror or potential offeror.
- C. The Offeror has not disclosed the price(s), the amount of the proposal, nor the approximate price(s) or amount(s) of its proposal to any other firm or person who is an Offeror or potential offeror for this RFP, and the Offeror shall not disclose any of these items on or before the proposal submission deadline specified in the Calendar of Events of this RFP.
- D. The Offeror has not attempted, nor will it attempt, to induce any firm or person to refrain from submitting a proposal on this contract, or to submit a proposal higher than this proposal, or to submit any intentionally high or noncompetitive proposal or other form of complementary proposal.
- E. The Offeror makes its proposal in good faith and not pursuant to any agreement or discussion with, or inducement from, any firm or person to submit a complementary or other noncompetitive proposal.
- F. To the best knowledge of the person signing the proposal for the Offeror, the Offeror, its affiliates, subsidiaries, officers, directors, and employees are not currently under investigation by any governmental agency and have not in the last four years been convicted or found liable for any act prohibited by State or Federal law in any jurisdiction, involving conspiracy or collusion with respect to bidding or proposing on any public contract, except as the Offeror has disclosed in its proposal.
- G. To the best of the knowledge of the person signing the proposal for the Offeror and except as the Offeror has otherwise disclosed in its proposal, the Offeror has no outstanding, delinquent obligations to the Commonwealth including, but not limited to, any state tax liability not being contested on appeal or other obligation of the Offeror that is owed to the Commonwealth.
- H. The Offeror is not currently under suspension or debarment by the Commonwealth, any other state or the federal government, and if the Offeror cannot so certify, then it shall submit along with its proposal a written explanation of why it cannot make such certification.
- I. The Offeror has not made, under separate contract with the Issuing Office, any recommendations to the

Issuing Office concerning the need for the services described in its proposal or the specifications for the services described in the proposal.

J. Each Offeror, by submitting its proposal, authorizes Commonwealth agencies to release to the Commonwealth information concerning the Offeror's Pennsylvania taxes, unemployment compensation and workers' compensation liabilities.

K. Until the selected Offeror receives a fully executed and approved written contract from the Issuing Office, there is no legal and valid contract, in law or in equity, and the Offeror shall not begin to perform.

L. The Offeror is not currently engaged, and will not during the duration of the contract engage, in a boycott of a person or an entity based in or doing business with a jurisdiction which the Commonwealth is not prohibited by Congressional statute from engaging in trade or commerce.

## **PART II - REQUIREMENTS**

### **PART II - REQUIREMENTS**

#### **II.1 II-IFB-008.1b Lobbying Certification and Disclosure – Electronic Submission. (Oct 2006).**

With respect to an award of a federal contract, grant, or cooperative agreement exceeding \$100,000 or an award of a federal loan or a commitment providing for the United States to insure or guarantee a loan exceeding \$150,000 all recipients must certify that they will not use federal funds for lobbying and must disclose the use of non-federal funds for lobbying by filing required documentation. Offerors must complete and return the Lobbying Certification Form and the Disclosure of Lobbying Activities Form, which are attached to and made a part of this IFB. The completed and signed Lobbying Certification Form and the Disclosure of Lobbying Activities Form should be submitted with the Bid Response. Commonwealth agencies will not contract with outside firms or individuals to perform lobbying services, regardless of the source of funds.

#### **II.2 II-IFB-016.1 Post-Submission Descriptive Literature (Dec 2006)**

The Commonwealth may, during its evaluation of the bids, require any bidder to submit cuts, illustrations, drawings, prints, test data sheets, specification sheets and brochures which detail construction features, design, components, materials used, applicable dimensions and any other pertinent information which the Issuing Office may require in order to evaluate the product(s) offered. The required information must be submitted within two (2) business days after notification from the Issuing Office. Failure to submit the required information prior to the expiration of the second business day after notification shall result in the rejection of the bid as non-responsive.

#### **II.3 II-IFB-018.1b Iran Free Procurement Certification and Disclosure – Electronic Submittal (November 2016)**

Prior to entering a contract worth at least \$1,000,000 or more with a Commonwealth entity, a bidder must: a) certify it is not on the current list of persons engaged in investment activities in Iran created by the Pennsylvania Department of General Services (“DGS”) pursuant to Section 3503 of the Procurement Code and is eligible to contract with the Commonwealth under Sections 3501-3506 of the Procurement Code; or b) demonstrate it has received an exception from the certification requirement for that solicitation or contract pursuant to Section 3503(e). All bidders must complete and return the Iran Free Procurement Certification form, which is attached hereto and made part of this IFB. The completed and signed Iran Free Procurement Certification form must be submitted with the Bid Response.

See the following web page for current Iran Free Procurement list:

<http://www.dgs.pa.gov/businesses/materials%20and%20services%20procurement/procurement-resources/pages/default.aspx#.WDNfJJ>

## **PART III - SELECTION CRITERIA**

### **PART III - SELECTION CRITERIA**

#### **III.1 III-IFB-001.1a Mandatory Responsiveness Requirements (Oct 2006)**

To be eligible for selection, a bid must be:

- a. Timely received from a Bidder;
- b. Properly signed by the Bidder.

#### **III.2 III-IFB-006.1f Method of Award - All Bidders (April 2011)**

Award will be made to all responsive and responsible bidders.

#### **III.3 III-IFB-007.1 Awards (May 2011)**

Unless all Bids are rejected, and except as otherwise provided by law, award will be made through the issuance of a contract/purchase order in accordance with the method of award. Unless otherwise specified by the Issuing Office in the IFB form the Commonwealth reserves the right to award by item or on a total Bid basis, whichever is deemed more advantageous to the Commonwealth. In cases of discrepancies in prices, the unit price will be binding unless the unit price is obviously in error and the extended price is obviously correct, in which case the erroneous unit price will be corrected. As a condition for receipt of award of a contract/purchase order, the Bidder must be registered in the Commonwealth of Pennsylvania's Vendor Master file. In order to register, bidders must visit the Pa Supplier Portal at <https://www.pasupplierportal.state.pa.us/> or call the Customer Support Center at 877-435-7363 or 717-346-2676.

#### **III.4 III-IFB-008.1 Tie Bids (Nov 2006)**

All tie bids will be broken by the Issuing Office.

#### **III.5 III-IFB-009.1 Prompt Payment Discounts (Nov 2006)**

Prompt payment discounts will not be considered in making an award. If prompt payment discounts are offered by any Bidder, however, the Issuing Office will take advantage of such offer.

#### **III.6 III-IFB-010.1 Option for Separate Competitive Bidding Procedure (Nov 2006)**

The Commonwealth reserves the right to purchase products or services covered under this Contract through a separate competitive bidding procedure, whenever Commonwealth deems it in the best interest of the Commonwealth. The right will generally be exercised only when a specific need for a large quantity of the product or service exists or when the price offered is significantly lower than the Contract price.

**PART IV - WORK STATEMENT**

**PART IV - WORK STATEMENT**

**IV.1 IFB-001.1b Statement of Work (Nov 2006)**

The Commonwealth is seeking bids to procure the services set forth in the attached document entitled "Statement of Work."



## **PART V - CONTRACT TERMS and CONDITIONS**

### **PART V - CONTRACT TERMS and CONDITIONS**

#### **V.1 CONTRACT-001.1b Contract Terms and Conditions (Nov 30, 2006)**

The Contract with the awarded bidder (who shall become the "Contractor") shall include the following terms and conditions:

#### **V.2 CONTRACT-002.1a Term of Contract – Contract (May 2012)**

The initial term of the Contract shall be 03 year(s) and 00 month(s).

The term of the Contract shall commence on the Effective Date (as defined below) and shall end on the Expiration Date identified in the Contract, subject to the other provisions of the Contract.

The Effective Date shall be: a) the Effective Date printed on the Contract after the Contract has been fully executed by the Commonwealth (signed and approved as required by the Commonwealth contracting procedures) or b) the "Valid from" date printed on the Contract, whichever is later.

#### **V.3 CONTRACT-002.2a Renewal of Contract Term (Nov 30 2006)**

The Contract may be renewed for a maximum of 2 additional 1 year term(s), so long as Commonwealth provides written notice to Contractor of its intention to extend the Contract by letter prior to the expiration of the term of the agreement, or any extension thereof. The Commonwealth may exercise the renewal as individual year or multiple year term(s). Any renewal will be under the same terms, covenants and conditions. No further document is required to be executed to renew the term of the contract.

#### **V.4 CONTRACT-002.2d Renewal of Contract Term; Adjusted Prices - Fixed Percentage (Oct 2013)**

The Contract may be renewed for a maximum of 2 additional 1 year term(s), so long as Commonwealth provides written notice to Contractor of its intention to extend the Contract by letter prior to the expiration of the term of the agreement, or any extension thereof. The Commonwealth may exercise the renewal as individual year or multiple year term(s). Any renewal will be under the same terms, covenants and conditions, provided, however, that the rates under the contract may be increased up to 3.00 % during each renewal term. No further document is required to be executed to renew the term of the contract.

#### **V.5 CONTRACT-002.3 Extension of Contract Term (Nov 30 2006)**

The Commonwealth reserves the right, upon notice to the Contractor, to extend any single term of the Contract for up to three (3) months upon the same terms and conditions.

#### **V.6 CONTRACT-003.1a Signatures – Contract (July 2015)**

The Contract shall not be a legally binding contract until the fully-executed Contract has been sent to the Contractor. No Commonwealth employee has the authority to verbally direct the commencement of any work or delivery of any supply under this Contract prior to the Effective Date. The Contractor hereby waives any claim or cause of action for any service or work performed prior to the Effective Date.

The Contract may be electronically signed by the Commonwealth. The electronically-printed name of the Purchasing Agent represents the signature of that individual who has the authority, on behalf of the Commonwealth,

to bind the Commonwealth to the terms of the Contract. If the Contract output form does not have "Fully Executed" at the top of the first page and does not have the name of the Purchasing Agent printed in the appropriate box, the Contract has not been fully executed.

The fully-executed Contract may be sent to the Contractor electronically or through facsimile equipment. The electronic transmission of the Contract shall require acknowledgement of receipt of the transmission by the Contractor. Receipt of the electronic or facsimile transmission of the Contract shall constitute receipt of the fully-executed Contract.

The Commonwealth and the Contractor specifically agree as follows:

- a. No handwritten signature shall be required in order for the Contract to be legally enforceable.
- b. The parties agree that no writing shall be required in order to make the Contract legally binding, notwithstanding contrary requirements in any law. The parties hereby agree not to contest the validity or enforceability of a genuine Contract or acknowledgement issued electronically under the provisions of a statute of frauds or any other applicable law relating to whether certain agreements be in writing and signed by the party bound thereby. Any genuine Contract or acknowledgement issued electronically, if introduced as evidence on paper in any judicial, arbitration, mediation, or administrative proceedings, will be admissible as between the parties to the same extent and under the same conditions as other business records originated and maintained in documentary form. Neither party shall contest the admissibility of copies of a genuine Contract or acknowledgements under either the business records exception to the hearsay rule or the best evidence rule on the basis that the Contract or acknowledgement were not in writing or signed by the parties. A Contract or acknowledgment shall be deemed to be genuine for all purposes if it is transmitted to the location designated for such documents.
- c. Each party will immediately take steps to verify any document that appears to be obviously garbled in transmission or improperly formatted to include re-transmission of any such document if necessary.

#### **V.7 CONTRACT-004.1a Definitions (Oct 2013)**

As used in this Contract, these words shall have the following meanings:

- a. Agency: The department, board, commission or other agency of the Commonwealth of Pennsylvania listed as the Purchasing Agency. If a COSTARS entity or external procurement activity has issued an order against this contract, that entity shall also be identified as "Agency".
- b. Contracting Officer: The person authorized to administer this Contract for the Commonwealth and to make written determinations with respect to the Contract.
- c. Days: Unless specifically indicated otherwise, days mean calendar days.
- d. Developed Works or Developed Materials: All documents, sketches, drawings, designs, works, papers, files, reports, computer programs, computer documentation, data, records, software, samples or any other tangible material without limitation authored or prepared by Contractor as the work product covered in the scope of work for the Project.
- e. Documentation: All materials required to support and convey information about the services required by this Contract. It includes, but is not necessarily restricted to, written reports and analyses, diagrams, maps, logical and physical designs, system designs, computer programs, flow charts, disks, and/or other machine-readable storage media.
- f. Services: All Contractor activity necessary to satisfy the Contract.

#### **V.8 CONTRACT-005.1d Purchase Orders (July 2015)**

Commonwealth agencies may issue Purchase Orders against the Contract. These orders constitute the Contractor's authority to make delivery. All Purchase Orders received by the Contractor up to and including the expiration date of the Contract are acceptable and must be performed in accordance with the Contract. Each Purchase Order will be deemed to incorporate the terms and conditions set forth in the Contract.

Purchase Orders may be electronically signed by the Agency. The electronically-printed name of the purchaser represents the signature of that individual who has the authority, on behalf of the Commonwealth, to authorize the Contractor to proceed.

Purchase Orders may be issued electronically or through facsimile equipment. The electronic transmission of a purchase order shall require acknowledgement of receipt of the transmission by the Contractor. Receipt of the electronic or facsimile transmission of the Purchase Order shall constitute receipt of an order. Orders received by the Contractor after 4:00 p.m. will be considered received the following business day.

a. No handwritten signature shall be required in order for the Contract or Purchase Order to be legally enforceable.

b. The parties agree that no writing shall be required in order to make the Purchase Order legally binding. The parties hereby agree not to contest the validity or enforceability of a Purchase Order or acknowledgement issued electronically under the provisions of a statute of frauds or any other applicable law relating to whether certain agreements be in writing and signed by the party bound thereby. Any Purchase Order or acknowledgement issued electronically, if introduced as evidence on paper in any judicial, arbitration, mediation, or administrative proceedings, will be admissible as between the parties to the same extent and under the same conditions as other business records originated and maintained in documentary form. Neither party shall contest the admissibility of copies of Purchase Orders or acknowledgements under either the business records exception to the hearsay rule or the best evidence rule on the basis that the Purchase Order or acknowledgement were not in writing or signed by the parties. A Purchase Order or acknowledgment shall be deemed to be genuine for all purposes if it is transmitted to the location designated for such documents.

c. Each party will immediately take steps to verify any document that appears to be obviously garbled in transmission or improperly formatted to include re-transmission of any such document if necessary.

Purchase Orders under ten thousand dollars (\$10,000) in total amount may also be made in person or by telephone using a Commonwealth Purchasing Card. When an order is placed by telephone, the Commonwealth agency shall provide the agency name, employee name, credit card number, and expiration date of the card. Contractors agree to accept payment through the use of the Commonwealth Purchasing Card.

**V.9 CONTRACT-006.1 Independent Prime Contractor (Oct 2006)**

In performing its obligations under the Contract, the Contractor will act as an independent contractor and not as an employee or agent of the Commonwealth. The Contractor will be responsible for all services in this Contract whether or not Contractor provides them directly. Further, the Contractor is the sole point of contact with regard to all contractual matters, including payment of any and all charges resulting from the Contract.

**V.10 CONTRACT-007.01b Delivery of Services (Nov 30 2006)**

**The Contractor shall proceed with all due diligence in the performance of the services with qualified personnel, in accordance with the completion criteria set forth in the Contract.**

**V.11 CONTRACT-007.02 Estimated Quantities (Nov 30 2006)**

It shall be understood and agreed that any quantities listed in the Contract are estimated only and may be increased or decreased in accordance with the actual requirements of the Commonwealth and that the Commonwealth in accepting any bid or portion thereof, contracts only and agrees to purchase only the materials and services in such quantities as represent the actual requirements of the Commonwealth. The Commonwealth reserves the right to purchase materials and services covered under the Contract through a separate competitive procurement procedure, whenever Commonwealth deems it to be in its best interest.

**V.12 CONTRACT-008.1a Warranty. (Oct 2006)**

The Contractor warrants that all items furnished and all services performed by the Contractor, its agents and subcontractors shall be free and clear of any defects in workmanship or materials. Unless otherwise stated in the Contract, all items are warranted for a period of one year following delivery by the Contractor and acceptance by the

Commonwealth. The Contractor shall repair, replace or otherwise correct any problem with the delivered item. When an item is replaced, it shall be replaced with an item of equivalent or superior quality without any additional cost to the Commonwealth.

#### **V.13 CONTRACT-009.1c Patent, Copyright, and Trademark Indemnity (Oct 2013)**

The Contractor warrants that it is the sole owner or author of, or has entered into a suitable legal agreement concerning either: a) the design of any product or process provided or used in the performance of the Contract which is covered by a patent, copyright, or trademark registration or other right duly authorized by state or federal law or b) any copyrighted matter in any report, document or other material provided to the Commonwealth under the contract.

The Contractor shall defend any suit or proceeding brought against the Commonwealth on account of any alleged patent, copyright or trademark infringement in the United States of any of the products provided or used in the performance of the Contract.

This is upon condition that the Commonwealth shall provide prompt notification in writing of such suit or proceeding; full right, authorization and opportunity to conduct the defense thereof; and full information and all reasonable cooperation for the defense of same.

As principles of governmental or public law are involved, the Commonwealth may participate in or choose to conduct, in its sole discretion, the defense of any such action.

If information and assistance are furnished by the Commonwealth at the Contractor's written request, it shall be at the Contractor's expense, but the responsibility for such expense shall be only that within the Contractor's written authorization.

The Contractor shall indemnify and hold the Commonwealth harmless from all damages, costs, and expenses, including attorney's fees that the Contractor or the Commonwealth may pay or incur by reason of any infringement or violation of the rights occurring to any holder of copyright, trademark, or patent interests and rights in any products provided or used in the performance of the Contract.

If any of the products provided by the Contractor in such suit or proceeding are held to constitute infringement and the use is enjoined, the Contractor shall, at its own expense and at its option, either procure the right to continue use of such infringement products, replace them with non-infringement equal performance products or modify them so that they are no longer infringing.

If the Contractor is unable to do any of the preceding, the Contractor agrees to remove all the equipment or software which are obtained contemporaneously with the infringing product, or, at the option of the Commonwealth, only those items of equipment or software which are held to be infringing, and to pay the Commonwealth: 1) any amounts paid by the Commonwealth towards the purchase of the product, less straight line depreciation; 2) any license fee paid by the Commonwealth for the use of any software, less an amount for the period of usage; and 3) the pro rata portion of any maintenance fee representing the time remaining in any period of maintenance paid for. The obligations of the Contractor under this paragraph continue without time limit. No costs or expenses shall be incurred for the account of the Contractor without its written consent.

#### **V.14 CONTRACT-009.1d Ownership Rights (Oct 2006)**

The Commonwealth shall have unrestricted authority to reproduce, distribute, and use any submitted report, data, or material, and any software or modifications and any associated documentation that is designed or developed and delivered to the Commonwealth as part of the performance of the Contract.

#### **V.15 CONTRACT-010.1a Acceptance (Oct 2006)**

No item(s) received by the Commonwealth shall be deemed accepted until the Commonwealth has had a reasonable

opportunity to inspect the item(s). Any item(s) which is discovered to be defective or fails to conform to the specifications may be rejected upon initial inspection or at any later time if the defects contained in the item(s) or the noncompliance with the specifications were not reasonably ascertainable upon the initial inspection. It shall thereupon become the duty of the Contractor to remove rejected item(s) from the premises without expense to the Commonwealth within fifteen (15) days after notification. Rejected item(s) left longer than fifteen (15) days will be regarded as abandoned, and the Commonwealth shall have the right to dispose of them as its own property and shall retain that portion of the proceeds of any sale which represents the Commonwealth's costs and expenses in regard to the storage and sale of the item(s). Upon notice of rejection, the Contractor shall immediately replace all such rejected item(s) with others conforming to the specifications and which are not defective. If the Contractor fails, neglects or refuses to do so, the Commonwealth shall then have the right to procure a corresponding quantity of such item(s), and deduct from any monies due or that may thereafter become due to the Contractor, the difference between the price stated in the Contract and the cost thereof to the Commonwealth.

#### **V.16 CONTRACT-011.1a Compliance With Law (Oct 2006)**

The Contractor shall comply with all applicable federal and state laws and regulations and local ordinances in the performance of the Contract.

#### **V.17 CONTRACT-013.1 Environmental Provisions (Oct 2006)**

In the performance of the Contract, the Contractor shall minimize pollution and shall strictly comply with all applicable environmental laws and regulations, including, but not limited to: the Clean Streams Law Act of June 22, 1937 (P.L. 1987, No. 394), as amended 35 P.S. Section 691.601 et seq.; the Pennsylvania Solid Waste Management Act, Act of July 7, 1980 (P.L. 380, No. 97), as amended, 35 P.S. Section 6018.101 et seq. ; and the Dam Safety and Encroachment Act, Act of November 26, 1978 (P.L. 1375, No. 325), as amended , 32 P.S. Section 693.1.

#### **V.18 CONTRACT-014.1 Post-Consumer Recycled Content (June 2016)**

Except as specifically waived by the Department of General Services in writing, any products which are provided to the Commonwealth as a part of the performance of the Contract must meet the minimum percentage levels for total recycled content as specified by the Environmental Protection Agency in its Comprehensive Procurement Guidelines, which can be found at <https://www.epa.gov/smm/comprehensive-procurement-guideline-cpg-program> .

#### **V.19 CONTRACT-014.3 Recycled Content Enforcement (February 2012)**

The Contractor may be required, after delivery of the Contract item(s), to provide the Commonwealth with documentary evidence that the item(s) was in fact produced with the required minimum percentage of post-consumer and recovered material content.

#### **V.20 CONTRACT-015.1 Compensation (Oct 2006)**

The Contractor shall be required to furnish the awarded item(s) at the price(s) quoted in the Purchase Order. All item(s) shall be delivered within the time period(s) specified in the Purchase Order. The Contractor shall be compensated only for item(s) that are delivered and accepted by the Commonwealth.

#### **V.21 CONTRACT-015.1A Compensation/Expenses (Oct 2013)**

The Contractor shall be required to perform the specified services at the price(s) quoted in the Contract. All services shall be performed within the time period(s) specified in the Contract. The Contractor shall be compensated only for work performed to the satisfaction of the Commonwealth. The Contractor shall not be allowed or paid travel or per

diem expenses except as specifically set forth in the Contract.

#### **V.22 CONTRACT-015.2 Billing Requirements (February 2012)**

Unless the Contractor has been authorized by the Commonwealth for Evaluated Receipt Settlement or Vendor Self-Invoicing , the Contractor shall include in all of its invoices the following minimum information:

- Vendor name and "Remit to" address, including SAP Vendor number;
- Bank routing information, if ACH;
- SAP Purchase Order number;
- Delivery Address, including name of Commonwealth agency;
- Description of the supplies/services delivered in accordance with SAP Purchase Order (include purchase order line number if possible);
- Quantity provided;
- Unit price;
- Price extension;
- Total price; and
- Delivery date of supplies or services.

If an invoice does not contain the minimum information set forth in this paragraph, the Commonwealth may return the invoice as improper. If the Commonwealth returns an invoice as improper, the time for processing a payment will be suspended until the Commonwealth receives a correct invoice. The Contractor may not receive payment until the Commonwealth has received a correct invoice.

Contractors are required to establish separate billing accounts with each using agency and invoice them directly. Each invoice shall be itemized with adequate detail and match the line item on the Purchase Order. In no instance shall any payment be made for services to the Contractor that are not in accordance with the prices on the Purchase Order, the Contract, updated price lists or any discounts negotiated by the purchasing agency.

#### **V.23 CONTRACT-016.1 Payment (Oct 2006)**

- a. The Commonwealth shall put forth reasonable efforts to make payment by the required payment date. The required payment date is: (a) the date on which payment is due under the terms of the Contract; (b) thirty (30) days after a proper invoice actually is received at the "Bill To" address if a date on which payment is due is not specified in the Contract (a "proper" invoice is not received until the Commonwealth accepts the service as satisfactorily performed); or (c) the payment date specified on the invoice if later than the dates established by (a) and (b) above. Payment may be delayed if the payment amount on an invoice is not based upon the price(s) as stated in the Contract. If any payment is not made within fifteen (15) days after the required payment date, the Commonwealth may pay interest as determined by the Secretary of Budget in accordance with Act No. 266 of 1982 and regulations promulgated pursuant thereto. Payment should not be construed by the Contractor as acceptance of the service performed by the Contractor. The Commonwealth reserves the right to conduct further testing and inspection after payment, but within a reasonable time after performance, and to reject the service if such post payment testing or inspection discloses a defect or a failure to meet specifications. The Contractor agrees that the Commonwealth may set off the amount of any state tax liability or other obligation of the Contractor or its subsidiaries to the Commonwealth against any payments due the Contractor under any contract with the Commonwealth.
- b. The Commonwealth shall have the option of using the Commonwealth purchasing card to make purchases under the Contract or Purchase Order. The Commonwealth's purchasing card is similar to a credit card in that there will be a small fee which the Contractor will be required to pay and the Contractor will receive payment directly from the card issuer rather than the Commonwealth. Any and all fees related to this type of payment are the responsibility of the Contractor. In no case will the Commonwealth allow increases in prices to offset credit card fees paid by the Contractor or any other charges incurred by the Contractor, unless specifically stated in the terms of the Contract or Purchase Order.

**V.24 CONTRACT-016.2 Payment – Electronic Funds Transfer (February 2014)**

- a. The Commonwealth will make contract payments through the Automated Clearing House (ACH). Within 10 days of award of the contract or purchase order, the contractor must submit or must have already submitted their ACH information within their user profile in the Commonwealth's procurement system (SRM).
- b. The contractor must submit a unique invoice number with each invoice submitted. The unique invoice number will be listed on the Commonwealth of Pennsylvania's ACH remittance advice to enable the contractor to properly apply the state agency's payment to the invoice submitted.
- c. It is the responsibility of the contractor to ensure that the ACH information contained in SRM is accurate and complete. Failure to maintain accurate and complete information may result in delays in payments.

**V.25 CONTRACT-017.1 Taxes (Dec 5 2006)**

The Commonwealth is exempt from all excise taxes imposed by the Internal Revenue Service and has accordingly registered with the Internal Revenue Service to make tax free purchases under Registration No. 23-23740001-K. With the exception of purchases of the following items, no exemption certificates are required and none will be issued: undyed diesel fuel, tires, trucks, gas guzzler emergency vehicles, and sports fishing equipment. The Commonwealth is also exempt from Pennsylvania state sales tax, local sales tax, public transportation assistance taxes and fees and vehicle rental tax. The Department of Revenue regulations provide that exemption certificates are not required for sales made to governmental entities and none will be issued. Nothing in this paragraph is meant to exempt a construction contractor from the payment of any of these taxes or fees which are required to be paid with respect to the purchase, use, rental, or lease of tangible personal property or taxable services used or transferred in connection with the performance of a construction contract.

**V.26 CONTRACT-018.1 Assignment of Antitrust Claims (Oct 2006)**

The Contractor and the Commonwealth recognize that in actual economic practice, overcharges by the Contractor's suppliers resulting from violations of state or federal antitrust laws are in fact borne by the Commonwealth. As part of the consideration for the award of the Contract, and intending to be legally bound, the Contractor assigns to the Commonwealth all right, title and interest in and to any claims the Contractor now has, or may acquire, under state or federal antitrust laws relating to the products and services which are the subject of this Contract.

**V.27 CONTRACT-019.1 Hold Harmless Provision (Nov 30 2006)**

- a. The Contractor shall hold the Commonwealth harmless from and indemnify the Commonwealth against any and all third party claims, demands and actions based upon or arising out of any activities performed by the Contractor and its employees and agents under this Contract, provided the Commonwealth gives Contractor prompt notice of any such claim of which it learns. Pursuant to the Commonwealth Attorneys Act (71 P.S. Section 732-101, et seq.), the Office of Attorney General (OAG) has the sole authority to represent the Commonwealth in actions brought against the Commonwealth. The OAG may, however, in its sole discretion and under such terms as it deems appropriate, delegate its right of defense. If OAG delegates the defense to the Contractor, the Commonwealth will cooperate with all reasonable requests of Contractor made in the defense of such suits.
- b. Notwithstanding the above, neither party shall enter into any settlement without the other party's written consent, which shall not be unreasonably withheld. The Commonwealth may, in its sole discretion, allow the Contractor to control the defense and any related settlement negotiations.

**V.28 CONTRACT-020.1 Audit Provisions (Oct 2006)**

The Commonwealth shall have the right, at reasonable times and at a site designated by the Commonwealth, to audit the books, documents and records of the Contractor to the extent that the books, documents and records relate to costs or pricing data for the Contract. The Contractor agrees to maintain records which will support the prices

charged and costs incurred for the Contract. The Contractor shall preserve books, documents, and records that relate to costs or pricing data for the Contract for a period of three (3) years from date of final payment. The Contractor shall give full and free access to all records to the Commonwealth and/or their authorized representatives.

#### **V.29 CONTRACT-021.1 Default (Oct 2013)**

a. The Commonwealth may, subject to the Force Majeure provisions of this Contract, and in addition to its other rights under the Contract, declare the Contractor in default by written notice thereof to the Contractor, and terminate (as provided in the Termination Provisions of this Contract) the whole or any part of this Contract or any Purchase Order for any of the following reasons:

- 1) Failure to begin work within the time specified in the Contract or Purchase Order or as otherwise specified;
- 2) Failure to perform the work with sufficient labor, equipment, or material to ensure the completion of the specified work in accordance with the Contract or Purchase Order terms;
- 3) Unsatisfactory performance of the work;
- 4) Failure to deliver the awarded item(s) within the time specified in the Contract or Purchase Order or as otherwise specified;
- 5) Improper delivery;
- 6) Failure to provide an item(s) which is in conformance with the specifications referenced in the Contract or Purchase Order;
- 7) Delivery of a defective item;
- 8) Failure or refusal to remove material, or remove and replace any work rejected as defective or unsatisfactory;
- 9) Discontinuance of work without approval;
- 10) Failure to resume work, which has been discontinued, within a reasonable time after notice to do so;
- 11) Insolvency or bankruptcy;
- 12) Assignment made for the benefit of creditors;
- 13) Failure or refusal within 10 days after written notice by the Contracting Officer, to make payment or show cause why payment should not be made, of any amounts due for materials furnished, labor supplied or performed, for equipment rentals, or for utility services rendered;
- 14) Failure to protect, to repair, or to make good any damage or injury to property;
- 15) Breach of any provision of the Contract;
- 16) Failure to comply with representations made in the Contractor's bid/proposal; or
- 17) Failure to comply with applicable industry standards, customs, and practice.

b. In the event that the Commonwealth terminates this Contract or any Purchase Order in whole or in part as provided in Subparagraph a. above, the Commonwealth may procure, upon such terms and in such manner as it determines, items similar or identical to those so terminated, and the Contractor shall be liable to the Commonwealth for any reasonable excess costs for such similar or identical items included within the terminated part of the Contract or Purchase Order.

c. If the Contract or a Purchase Order is terminated as provided in Subparagraph a. above, the Commonwealth, in



addition to any other rights provided in this paragraph, may require the Contractor to transfer title and deliver immediately to the Commonwealth in the manner and to the extent directed by the Contracting Officer, such partially completed items, including, where applicable, reports, working papers and other documentation, as the Contractor has specifically produced or specifically acquired for the performance of such part of the Contract or Purchase Order as has been terminated. Except as provided below, payment for completed work accepted by the Commonwealth shall be at the Contract price. Except as provided below, payment for partially completed items including, where applicable, reports and working papers, delivered to and accepted by the Commonwealth shall be in an amount agreed upon by the Contractor and Contracting Officer. The Commonwealth may withhold from amounts otherwise due the Contractor for such completed or partially completed works, such sum as the Contracting Officer determines to be necessary to protect the Commonwealth against loss.

d. The rights and remedies of the Commonwealth provided in this paragraph shall not be exclusive and are in addition to any other rights and remedies provided by law or under this Contract.

e. The Commonwealth's failure to exercise any rights or remedies provided in this paragraph shall not be construed to be a waiver by the Commonwealth of its rights and remedies in regard to the event of default or any succeeding event of default.

f. Following exhaustion of the Contractor's administrative remedies as set forth in the Contract Controversies Provision of the Contract, the Contractor's exclusive remedy shall be to seek damages in the Board of Claims.

### **V.30 CONTRACT-022.1 Force Majeure (Oct 2006)**

Neither party will incur any liability to the other if its performance of any obligation under this Contract is prevented or delayed by causes beyond its control and without the fault or negligence of either party. Causes beyond a party's control may include, but aren't limited to, acts of God or war, changes in controlling law, regulations, orders or the requirements of any governmental entity, severe weather conditions, civil disorders, natural disasters, fire, epidemics and quarantines, general strikes throughout the trade, and freight embargoes.

The Contractor shall notify the Commonwealth orally within five (5) days and in writing within ten (10) days of the date on which the Contractor becomes aware, or should have reasonably become aware, that such cause would prevent or delay its performance. Such notification shall (i) describe fully such cause(s) and its effect on performance, (ii) state whether performance under the contract is prevented or delayed and (iii) if performance is delayed, state a reasonable estimate of the duration of the delay. The Contractor shall have the burden of proving that such cause(s) delayed or prevented its performance despite its diligent efforts to perform and shall produce such supporting documentation as the Commonwealth may reasonably request. After receipt of such notification, the Commonwealth may elect to cancel the Contract, cancel the Purchase Order, or to extend the time for performance as reasonably necessary to compensate for the Contractor's delay.

In the event of a declared emergency by competent governmental authorities, the Commonwealth by notice to the Contractor, may suspend all or a portion of the Contract or Purchase Order.

### **V.31 CONTRACT-023.1a Termination Provisions (Oct 2013)**

The Commonwealth has the right to terminate this Contract or any Purchase Order for any of the following reasons. Termination shall be effective upon written notice to the Contractor.

a. **TERMINATION FOR CONVENIENCE:** The Commonwealth shall have the right to terminate the Contract or a Purchase Order for its convenience if the Commonwealth determines termination to be in its best interest. The Contractor shall be paid for work satisfactorily completed prior to the effective date of the termination, but in no event shall the Contractor be entitled to recover loss of profits.

b. **NON-APPROPRIATION:** The Commonwealth's obligation to make payments during any Commonwealth fiscal year succeeding the current fiscal year shall be subject to availability and appropriation of funds. When funds (state and/or federal) are not appropriated or otherwise made available to support continuation of performance in a subsequent fiscal year period, the Commonwealth shall have the right to terminate the Contract or a Purchase Order. The Contractor shall be reimbursed for the reasonable value of any nonrecurring costs incurred but not amortized in

the price of the supplies or services delivered under the Contract. Such reimbursement shall not include loss of profit, loss of use of money, or administrative or overhead costs. The reimbursement amount may be paid from any appropriations available for that purpose.

c. **TERMINATION FOR CAUSE:** The Commonwealth shall have the right to terminate the Contract or a Purchase Order for Contractor default under the Default Clause upon written notice to the Contractor. The Commonwealth shall also have the right, upon written notice to the Contractor, to terminate the Contract or a Purchase Order for other cause as specified in the Contract or by law. If it is later determined that the Commonwealth erred in terminating the Contract or a Purchase Order for cause, then, at the Commonwealth's discretion, the Contract or Purchase Order shall be deemed to have been terminated for convenience under the Subparagraph a.

### **V.32 CONTRACT-024.1 Contract Controversies (Oct 2011)**

a. In the event of a controversy or claim arising from the Contract, the Contractor must, within six months after the cause of action accrues, file a written claim with the contracting officer for a determination. The claim shall state all grounds upon which the Contractor asserts a controversy exists. If the Contractor fails to file a claim or files an untimely claim, the Contractor is deemed to have waived its right to assert a claim in any forum. At the time the claim is filed, or within sixty (60) days thereafter, either party may request mediation through the Commonwealth Office of General Counsel Dispute Resolution Program.

b. If the Contractor or the contracting officer requests mediation and the other party agrees, the contracting officer shall promptly make arrangements for mediation. Mediation shall be scheduled so as to not delay the issuance of the final determination beyond the required 120 days after receipt of the claim if mediation is unsuccessful. If mediation is not agreed to or if resolution is not reached through mediation, the contracting officer shall review timely-filed claims and issue a final determination, in writing, regarding the claim. The final determination shall be issued within 120 days of the receipt of the claim, unless extended by consent of the contracting officer and the Contractor. The contracting officer shall send his/her written determination to the Contractor. If the contracting officer fails to issue a final determination within the 120 days (unless extended by consent of the parties), the claim shall be deemed denied. The contracting officer's determination shall be the final order of the purchasing agency.

c. Within fifteen (15) days of the mailing date of the determination denying a claim or within 135 days of filing a claim if, no extension is agreed to by the parties, whichever occurs first, the Contractor may file a statement of claim with the Commonwealth Board of Claims. Pending a final judicial resolution of a controversy or claim, the Contractor shall proceed diligently with the performance of the Contract in a manner consistent with the determination of the contracting officer and the Commonwealth shall compensate the Contractor pursuant to the terms of the Contract.

### **V.33 CONTRACT-025.1 Assignability and Subcontracting (Oct 2013)**

a. Subject to the terms and conditions of this paragraph, this Contract shall be binding upon the parties and their respective successors and assigns.

b. The Contractor shall not subcontract with any person or entity to perform all or any part of the work to be performed under this Contract without the prior written consent of the Contracting Officer, which consent may be withheld at the sole and absolute discretion of the Contracting Officer.

c. The Contractor may not assign, in whole or in part, this Contract or its rights, duties, obligations, or responsibilities hereunder without the prior written consent of the Contracting Officer, which consent may be withheld at the sole and absolute discretion of the Contracting Officer.

d. Notwithstanding the foregoing, the Contractor may, without the consent of the Contracting Officer, assign its rights to payment to be received under the Contract, provided that the Contractor provides written notice of such assignment to the Contracting Officer together with a written acknowledgement from the assignee that any such payments are subject to all of the terms and conditions of this Contract.

e. For the purposes of this Contract, the term "assign" shall include, but shall not be limited to, the sale, gift, assignment, pledge, or other transfer of any ownership interest in the Contractor provided, however, that the term shall not apply to the sale or other transfer of stock of a publicly traded company.

f. Any assignment consented to by the Contracting Officer shall be evidenced by a written assignment agreement executed by the Contractor and its assignee in which the assignee agrees to be legally bound by all of the terms and conditions of the Contract and to assume the duties, obligations, and responsibilities being assigned.

g. A change of name by the Contractor, following which the Contractor's federal identification number remains unchanged, shall not be considered to be an assignment hereunder. The Contractor shall give the Contracting Officer written notice of any such change of name.

#### **V.34 CONTRACT-026.1 Other Contractors (Oct 2006)**

The Commonwealth may undertake or award other contracts for additional or related work, and the Contractor shall fully cooperate with other contractors and Commonwealth employees, and coordinate its work with such additional work as may be required. The Contractor shall not commit or permit any act that will interfere with the performance of work by any other contractor or by Commonwealth employees. This paragraph shall be included in the Contracts of all contractors with which this Contractor will be required to cooperate. The Commonwealth shall equitably enforce this paragraph as to all contractors to prevent the imposition of unreasonable burdens on any contractor.

#### **V.35 CONTRACT-027.1 Nondiscrimination/Sexual Harassment Clause (August 2018)**

The Contractor agrees:

1. In the hiring of any employee(s) for the manufacture of supplies, performance of work, or any other activity required under the contract or any subcontract, the Contractor, each subcontractor, or any person acting on behalf of the Contractor or subcontractor shall not discriminate by reason of race, gender, creed, color, sexual orientation, gender identity or expression, or in violation of the *Pennsylvania Human Relations Act* (PHRA) and applicable federal laws, against any citizen of this Commonwealth who is qualified and available to perform the work to which the employment relates.
2. Neither the Contractor nor any subcontractor nor any person on their behalf shall in any manner discriminate by reason of race, gender, creed, color, sexual orientation, gender identity or expression, or in violation of the PHRA and applicable federal laws, against or intimidate any employee involved in the manufacture of supplies, the performance of work, or any other activity required under the contract.
3. Neither the Contractor nor any subcontractor nor any person on their behalf shall in any manner discriminate by reason of race, gender, creed, color, sexual orientation, gender identity or expression, or in violation of the PHRA and applicable federal laws, in the provision of services under the contract.
4. Neither the Contractor nor any subcontractor nor any person on their behalf shall in any manner discriminate against employees by reason of participation in or decision to refrain from participating in labor activities protected under the *Public Employee Relations Act*, *Pennsylvania Labor Relations Act* or *National Labor Relations Act*, as applicable and to the extent determined by entities charged with such Acts' enforcement, and shall comply with any provision of law establishing organizations as employees' exclusive representatives.
5. The Contractor and each subcontractor shall establish and maintain a written nondiscrimination and sexual harassment policy and shall inform their employees in writing of the policy. The policy must contain a provision that sexual harassment will not be tolerated and employees who practice it will be disciplined. Posting this Nondiscrimination/Sexual Harassment Clause conspicuously in easily-accessible and well-lighted places customarily frequented by employees and at or near where the contracted services are performed shall satisfy this requirement for employees with an established work site.

6. The Contractor and each subcontractor shall not discriminate by reason of race, gender, creed, color, sexual orientation, gender identity or expression, or in violation of PHRA and applicable federal laws, against any subcontractor or supplier who is qualified to perform the work to which the contract relates.
7. The Contractor and each subcontractor represents that it is presently in compliance with and will maintain compliance with all applicable federal, state, and local laws, regulations and policies relating to nondiscrimination and sexual harassment. The Contractor and each subcontractor further represents that it has filed a Standard Form 100 Employer Information Report (“EEO-1”) with the U.S. Equal Employment Opportunity Commission (“EEOC”) and shall file an annual EEO-1 report with the EEOC as required for employers’ subject to *Title VII of the Civil Rights Act of 1964*, as amended, that have 100 or more employees and employers that have federal government contracts or first-tier subcontracts and have 50 or more employees. The Contractor and each subcontractor shall, upon request and within the time periods requested by the Commonwealth, furnish all necessary employment documents and records, including EEO-1 reports, and permit access to their books, records, and accounts by the contracting agency and the Bureau of Diversity, Inclusion and Small Business Opportunities for purpose of ascertaining compliance with provisions of this Nondiscrimination/Sexual Harassment Clause.
8. The Contractor shall include the provisions of this Nondiscrimination/Sexual Harassment Clause in every subcontract so that those provisions applicable to subcontractors will be binding upon each subcontractor.
9. The Contractor’s and each subcontractor’s obligations pursuant to these provisions are ongoing from and after the effective date of the contract through the termination date thereof. Accordingly, the Contractor and each subcontractor shall have an obligation to inform the Commonwealth if, at any time during the term of the contract, it becomes aware of any actions or occurrences that would result in violation of these provisions.
10. The Commonwealth may cancel or terminate the contract and all money due or to become due under the contract may be forfeited for a violation of the terms and conditions of this Nondiscrimination/Sexual Harassment Clause. In addition, the agency may proceed with debarment or suspension and may place the Contractor in the Contractor Responsibility File.

### V.36 CONTRACT-028.1 Contractor Integrity Provisions (January 2015)

It is essential that those who seek to contract with the Commonwealth of Pennsylvania (“Commonwealth”) observe high standards of honesty and integrity. They must conduct themselves in a manner that fosters public confidence in the integrity of the Commonwealth contracting and procurement process.

**1. DEFINITIONS.** For purposes of these Contractor Integrity Provisions, the following terms shall have the meanings found in this Section:

**a. "Affiliate"** means two or more entities where (a) a parent entity owns more than fifty percent of the voting stock of each of the entities; or (b) a common shareholder or group of shareholders owns more than fifty percent of the voting stock of each of the entities; or (c) the entities have a common proprietor or general partner.

**b. "Consent"** means written permission signed by a duly authorized officer or employee of the Commonwealth, provided that where the material facts have been disclosed, in writing, by prequalification, bid, proposal, or contractual terms, the Commonwealth shall be deemed to have consented by virtue of the execution of this contract.

**c. "Contractor"** means the individual or entity, that has entered into this contract with the Commonwealth.

**d. "Contractor Related Parties"** means any affiliates of the Contractor and the Contractor's executive officers, Pennsylvania officers and directors, or owners of 5 percent or more interest in the Contractor.

**e. "Financial Interest"** means either:

- (1) Ownership of more than a five percent interest in any business; or

(2) Holding a position as an officer, director, trustee, partner, employee, or holding any position of management.

**f. "Gratuity"** means tendering, giving, or providing anything of more than nominal monetary value including, but not limited to, cash, travel, entertainment, gifts, meals, lodging, loans, subscriptions, advances, deposits of money, services, employment, or contracts of any kind. The exceptions set forth in the *Governor's Code of Conduct, Executive Order 1980-18, the 4 Pa. Code §7.153(b)*, shall apply.

**g. "Non-bid Basis"** means a contract awarded or executed by the Commonwealth with Contractor without seeking bids or proposals from any other potential bidder or offeror.

2. In furtherance of this policy, Contractor agrees to the following:

**a.** Contractor shall maintain the highest standards of honesty and integrity during the performance of this contract and shall take no action in violation of state or federal laws or regulations or any other applicable laws or regulations, or other requirements applicable to Contractor or that govern contracting or procurement with the Commonwealth.

**b.** Contractor shall establish and implement a written business integrity policy, which includes, at a minimum, the requirements of these provisions as they relate to the Contractor activity with the Commonwealth and Commonwealth employees and which is made known to all Contractor employees. Posting these Contractor Integrity Provisions conspicuously in easily-accessible and well-lighted places customarily frequented by employees and at or near where the contract services are performed shall satisfy this requirement.

**c.** Contractor, its affiliates, agents, employees and anyone in privity with Contractor shall not accept, agree to give, offer, confer or agree to confer or promise to confer, directly or indirectly, any gratuity or pecuniary benefit to any person, or to influence or attempt to influence any person in violation of any federal or state law, regulation, executive order of the Governor of Pennsylvania, statement of policy, management directive or any other published standard of the Commonwealth in connection with performance of work under this contract, except as provided in this contract.

**d.** Contractor shall not have a financial interest in any other contractor, subcontractor, or supplier providing services, labor or material under this contract, unless the financial interest is disclosed to the Commonwealth in writing and the Commonwealth consents to Contractor's financial interest prior to Commonwealth execution of the contract. Contractor shall disclose the financial interest to the Commonwealth at the time of bid or proposal submission, or if no bids or proposals are solicited, no later than the Contractor's submission of the contract signed by Contractor.

**e.** Contractor certifies to the best of its knowledge and belief that within the last five (5) years Contractor or Contractor Related Parties have not:

(1) been indicted or convicted of a crime involving moral turpitude or business honesty or integrity in any jurisdiction;

(2) been suspended, debarred or otherwise disqualified from entering into any contract with any governmental agency;

(3) had any business license or professional license suspended or revoked;

(4) had any sanction or finding of fact imposed as a result of a judicial or administrative proceeding related to fraud, extortion, bribery, bid rigging, embezzlement, misrepresentation or anti-trust; and

(5) been, and is not currently, the subject of a criminal investigation by any federal, state or local prosecuting or investigative agency and/or civil anti-trust investigation by any federal, state or local prosecuting or investigative agency.

If Contractor cannot so certify to the above, then it must submit along with its bid, proposal or contract a written explanation of why such certification cannot be made and the Commonwealth will determine whether a contract

may be entered into with the Contractor. The Contractor's obligation pursuant to this certification is ongoing from and after the effective date of the contract through the termination date thereof. Accordingly, the Contractor shall have an obligation to immediately notify the Commonwealth in writing if at any time during the term of the contract it becomes aware of any event which would cause the Contractor's certification or explanation to change. Contractor acknowledges that the Commonwealth may, in its sole discretion, terminate the contract for cause if it learns that any of the certifications made herein are currently false due to intervening factual circumstances or were false or should have been known to be false when entering into the contract.

**f.** Contractor shall comply with the requirements of the *Lobbying Disclosure Act (65 Pa.C.S. §13A01 et seq.)* regardless of the method of award. If this contract was awarded on a Non-bid Basis, Contractor must also comply with the requirements of the *Section 1641 of the Pennsylvania Election Code (25 P.S. §3260a)*.

**g.** When contractor has reason to believe that any breach of ethical standards as set forth in law, the Governor's Code of Conduct, or these Contractor Integrity Provisions has occurred or may occur, including but not limited to contact by a Commonwealth officer or employee which, if acted upon, would violate such ethical standards, Contractor shall immediately notify the Commonwealth contracting officer or the Office of the State Inspector General in writing.

**h.** Contractor, by submission of its bid or proposal and/or execution of this contract and by the submission of any bills, invoices or requests for payment pursuant to the contract, certifies and represents that it has not violated any of these Contractor Integrity Provisions in connection with the submission of the bid or proposal, during any contract negotiations or during the term of the contract, to include any extensions thereof. Contractor shall immediately notify the Commonwealth in writing of any actions for occurrences that would result in a violation of these Contractor Integrity Provisions. Contractor agrees to reimburse the Commonwealth for the reasonable costs of investigation incurred by the Office of the State Inspector General for investigations of the Contractor's compliance with the terms of this or any other agreement between the Contractor and the Commonwealth that results in the suspension or debarment of the Contractor. Contractor shall not be responsible for investigative costs for investigations that do not result in the Contractor's suspension or debarment.

**i.** Contractor shall cooperate with the Office of the State Inspector General in its investigation of any alleged Commonwealth agency or employee breach of ethical standards and any alleged Contractor non-compliance with these Contractor Integrity Provisions. Contractor agrees to make identified Contractor employees available for interviews at reasonable times and places. Contractor, upon the inquiry or request of an Inspector General, shall provide, or if appropriate, make promptly available for inspection or copying, any information of any type or form deemed relevant by the Office of the State Inspector General to Contractor's integrity and compliance with these provisions. Such information may include, but shall not be limited to, Contractor's business or financial records, documents or files of any type or form that refer to or concern this contract. Contractor shall incorporate this paragraph in any agreement, contract or subcontract it enters into in the course of the performance of this contract/agreement solely for the purpose of obtaining subcontractor compliance with this provision. The incorporation of this provision in a subcontract shall not create privity of contract between the Commonwealth and any such subcontractor, and no third party beneficiaries shall be created thereby.

**j.** For violation of any of these Contractor Integrity Provisions, the Commonwealth may terminate this and any other contract with Contractor, claim liquidated damages in an amount equal to the value of anything received in breach of these Provisions, claim damages for all additional costs and expenses incurred in obtaining another contractor to complete performance under this contract, and debar and suspend Contractor from doing business with the Commonwealth. These rights and remedies are cumulative, and the use or non-use of any one shall not preclude the use of all or any other. These rights and remedies are in addition to those the Commonwealth may have under law, statute, regulation or otherwise.

### **V.37 CONTRACT-029.1 Contractor Responsibility Provisions (Nov 2010)**

For the purpose of these provisions, the term contractor is defined as any person, including, but not limited to, a bidder, offeror, loan recipient, grantee or lessor, who has furnished or performed or seeks to furnish or perform, goods, supplies, services, leased space, construction or other activity, under a contract, grant, lease, purchase order

or reimbursement agreement with the Commonwealth of Pennsylvania (Commonwealth). The term contractor includes a permittee, licensee, or any agency, political subdivision, instrumentality, public authority, or other public entity in the Commonwealth.

1. The Contractor certifies, in writing, for itself and its subcontractors required to be disclosed or approved by the Commonwealth, that as of the date of its execution of this Bid/Contract, that neither the Contractor, nor any such subcontractors, are under suspension or debarment by the Commonwealth or any governmental entity, instrumentality, or authority and, if the Contractor cannot so certify, then it agrees to submit, along with its Bid/Contract, a written explanation of why such certification cannot be made.

2. The Contractor also certifies, in writing, that as of the date of its execution of this Bid/Contract it has no tax liabilities or other Commonwealth obligations, or has filed a timely administrative or judicial appeal if such liabilities or obligations exist, or is subject to a duly approved deferred payment plan if such liabilities exist.

3. The Contractor's obligations pursuant to these provisions are ongoing from and after the effective date of the Contract through the termination date thereof. Accordingly, the Contractor shall have an obligation to inform the Commonwealth if, at any time during the term of the Contract, it becomes delinquent in the payment of taxes, or other Commonwealth obligations, or if it or, to the best knowledge of the Contractor, any of its subcontractors are suspended or debarred by the Commonwealth, the federal government, or any other state or governmental entity. Such notification shall be made within 15 days of the date of suspension or debarment.

4. The failure of the Contractor to notify the Commonwealth of its suspension or debarment by the Commonwealth, any other state, or the federal government shall constitute an event of default of the Contract with the Commonwealth.

5. The Contractor agrees to reimburse the Commonwealth for the reasonable costs of investigation incurred by the Office of State Inspector General for investigations of the Contractor's compliance with the terms of this or any other agreement between the Contractor and the Commonwealth that results in the suspension or debarment of the contractor. Such costs shall include, but shall not be limited to, salaries of investigators, including overtime; travel and lodging expenses; and expert witness and documentary fees. The Contractor shall not be responsible for investigative costs for investigations that do not result in the Contractor's suspension or debarment.

6. The Contractor may obtain a current list of suspended and debarred Commonwealth contractors by either searching the Internet at <http://www.dgs.state.pa.us/> or contacting the:

Department of General Services  
Office of Chief Counsel  
603 North Office Building  
Harrisburg, PA 17125  
Telephone No: (717) 783-6472  
FAX No: (717) 787-9138

#### **V.38 CONTRACT-030.1 Americans with Disabilities Act (April 1, 2010)**

a. Pursuant to federal regulations promulgated under the authority of The Americans With Disabilities Act, 28 C.F.R. Section 35.101 et seq., the Contractor understands and agrees that it shall not cause any individual with a disability to be excluded from participation in this Contract or from activities provided for under this Contract on the basis of the disability. As a condition of accepting this contract, the Contractor agrees to comply with the "General Prohibitions Against Discrimination," 28 C.F.R. Section 35.130, and all other regulations promulgated under Title II of The Americans With Disabilities Act which are applicable to all benefits, services, programs, and activities provided by the Commonwealth of Pennsylvania through contracts with outside contractors.

b. The Contractor shall be responsible for and agrees to indemnify and hold harmless the Commonwealth of Pennsylvania from all losses, damages, expenses, claims, demands, suits, and actions brought by any party against the Commonwealth of Pennsylvania as a result of the Contractor's failure to comply with the provisions of Subparagraph a above.

#### **V.39 CONTRACT-032.1 Covenant Against Contingent Fees (Oct 2006)**

The Contractor warrants that no person or selling agency has been employed or retained to solicit or secure the Contract upon an agreement or understanding for a commission, percentage, brokerage, or contingent fee, except bona fide employees or bona fide established commercial or selling agencies maintained by the Contractor for the purpose of securing business. For breach or violation of this warranty, the Commonwealth shall have the right to terminate the Contract without liability or in its discretion to deduct from the Contract price or consideration, or otherwise recover the full amount of such commission, percentage, brokerage, or contingent fee.

#### **V.40 CONTRACT-033.1 Applicable Law (Oct 2006)**

This Contract shall be governed by and interpreted and enforced in accordance with the laws of the Commonwealth of Pennsylvania (without regard to any conflict of laws provisions) and the decisions of the Pennsylvania courts. The Contractor consents to the jurisdiction of any court of the Commonwealth of Pennsylvania and any federal courts in Pennsylvania, waiving any claim or defense that such forum is not convenient or proper. The Contractor agrees that any such court shall have in personam jurisdiction over it, and consents to service of process in any manner authorized by Pennsylvania law.

#### **V.41 CONTRACT- 034.1b Integration (Nov 30 2006)**

This Contract, including the Invitation for Bids, the Contractor's bid, all referenced documents, and any Purchase Order constitutes the entire agreement between the parties. No agent, representative, employee or officer of either the Commonwealth or the Contractor has authority to make, or has made, any statement, agreement or representation, oral or written, in connection with the Contract, which in any way can be deemed to modify, add to or detract from, or otherwise change or alter its terms and conditions. No negotiations between the parties, nor any custom or usage, shall be permitted to modify or contradict any of the terms and conditions of the Contract. No modifications, alterations, changes, or waiver to the Contract or any of its terms shall be valid or binding unless accomplished by a written amendment signed by both parties.

#### **V.42 CONTRACT-034.2b Order of Precedence - IFB (Dec 6 2006)**

In the event there is a conflict among the documents comprising this Contract, the Commonwealth and the Contractor agree on the following order of precedence: the Contract; the IFB; and the Contractor's Bid in Response to the IFB.

#### **V.43 CONTRACT-034.3 Controlling Terms and Conditions (Aug 2011)**

The terms and conditions of this Contract shall be the exclusive terms of agreement between the Contractor and the Commonwealth. All quotations requested and received from the Contractor are for obtaining firm pricing only. Other terms and conditions or additional terms and conditions included or referenced in the Contractor's quotations, invoices, business forms, or other documentation shall not become part of the parties' agreement and shall be disregarded by the parties, unenforceable by the Contractor and not binding on the Commonwealth.

#### **V.44 CONTRACT-035.1a Changes (Oct 2006)**

The Commonwealth reserves the right to make changes at any time during the term of the Contract or any renewals or extensions thereof: 1) to increase or decrease the quantities resulting from variations between any estimated quantities in the Contract and actual quantities; 2) to make changes to the services within the scope of the Contract; 3) to notify the Contractor that the Commonwealth is exercising any Contract renewal or extension option; or 4) to modify the time of performance that does not alter the scope of the Contract to extend the completion date beyond the Expiration Date of the Contract or any renewals or extensions thereof. Any such change shall be made by the Contracting Officer by notifying the Contractor in writing. The change shall be effective as of the date of the change, unless the notification of change specifies a later effective date. Such increases, decreases, changes, or modifications will not invalidate the Contract, nor, if performance security is being furnished in conjunction with the Contract, release the security obligation. The Contractor agrees to provide the service in accordance with the



change order. Any dispute by the Contractor in regard to the performance required by any notification of change shall be handled through Contract Controversies Provision.

#### **V.45 CONTRACT-036.1 Background Checks (February 2016)**

a. The Contractor must, at its expense, arrange for a background check for each of its employees, as well as the employees of any of its subcontractors, who will have access to Commonwealth facilities, either through on-site access or through remote access. Background checks are to be conducted via the Request for Criminal Record Check form and procedure found at <http://www.psp.state.pa.us/psp/lib/psp/sp4-164.pdf>. The background check must be conducted prior to initial access and on an annual basis thereafter.

b. Before the Commonwealth will permit access to the Contractor, the Contractor must provide written confirmation that the background checks have been conducted. If, at any time, it is discovered that a Contractor employee has a criminal record that includes a felony or misdemeanor involving terroristic behavior, violence, use of a lethal weapon, or breach of trust/fiduciary responsibility or which raises concerns about building, system or personal security or is otherwise job-related, the Contractor shall not assign that employee to any Commonwealth facilities, shall remove any access privileges already given to the employee and shall not permit that employee remote access unless the Commonwealth consents to the access, in writing, prior to the access. The Commonwealth may withhold its consent in its sole discretion. Failure of the Contractor to comply with the terms of this Section on more than one occasion or Contractor's failure to appropriately address any single failure to the satisfaction of the Commonwealth may result in the Contractor being deemed in default of its Contract.

c. The Commonwealth specifically reserves the right of the Commonwealth to conduct background checks over and above that described herein.

d. Access to certain Capitol Complex buildings and other state office buildings is controlled by means of card readers and secured visitors' entrances. Commonwealth contracted personnel who have regular and routine business in Commonwealth worksites may be issued a photo identification or access badge subject to the requirements of the contracting agency and DGS set forth in [Enclosure 3 of Commonwealth Management Directive 625.10 \(Amended\) Card Reader and Emergency Response Access to Certain Capitol Complex Buildings and Other State Office Buildings](#). The requirements, policy and procedures include a processing fee payable by the Contractor for contracted personnel photo identification or access badges.

#### **V.46 CONTRACT-037.1a Confidentiality (Oct 2013)**

(a) The Contractor agrees to protect the confidentiality of the Commonwealth's confidential information. The Commonwealth agrees to protect the confidentiality of Contractor's confidential information. In order for information to be deemed confidential, the party claiming confidentiality must designate the information as "confidential" in such a way as to give notice to the other party (notice may be communicated by describing the information, and the specifications around its use or disclosure, in the SOW). Neither party may assert that information owned by the other party is such party's confidential information. The parties agree that such confidential information shall not be copied, in whole or in part, or used or disclosed except when essential for authorized activities under this Contract and, in the case of disclosure, where the recipient of the confidential information has agreed to be bound by confidentiality requirements no less restrictive than those set forth herein. Each copy of such confidential information shall be marked by the party making the copy with any notices appearing in the original. Upon termination or cancellation of this Contract or any license granted hereunder, the receiving party will return to the disclosing party all copies of the confidential information in the receiving party's possession, other than one copy, which may be maintained for archival purposes only, and which will remain subject to this Contract's security, privacy, data retention/destruction and confidentiality provisions (all of which shall survive the expiration of this Contract). Both parties agree that a material breach of these requirements may, after failure to cure within the time frame specified in this Contract, and at the discretion of the non-breaching party, result in termination for default pursuant to the DEFAULT provision of this Contract, in addition to other remedies available to the non-breaching party.

(b) Insofar as information is not otherwise protected by law or regulation, the obligations stated in this Section do not apply to information:

(1) already known to the recipient at the time of disclosure other than through the contractual relationship;

- (2) independently generated by the recipient and not derived by the information supplied by the disclosing party.
- (3) known or available to the public , except where such knowledge or availability is the result of unauthorized disclosure by the recipient of the proprietary information;
- (4) disclosed to the recipient without a similar restriction by a third party who has the right to make such disclosure; or
- (5) required to be disclosed by law , regulation, court order, or other legal process.

There shall be no restriction with respect to the use or disclosure of any ideas, concepts, know-how, or data processing techniques developed alone or jointly with the Commonwealth in connection with services provided to the Commonwealth under this Contract.

(c) The Contractor shall use the following process when submitting information to the Commonwealth it believes to be confidential and/or proprietary information or trade secrets:

- (1) Prepare an un-redacted version of the appropriate document, and
- (2) Prepare a redacted version of the document that redacts the information that is asserted to be confidential or proprietary information or a trade secret, and
- (3) Prepare a signed written statement that states:
  - (i) the attached document contains confidential or proprietary information or trade secrets;
  - (ii) the Contractor is submitting the document in both redacted and un-redacted format in accordance with 65 P.S. § 67.707(b); and
  - (iii) the Contractor is requesting that the document be considered exempt under 65 P.S. § 67.708(b)(11) from public records requests.
- (4) Submit the two documents along with the signed written statement to the Commonwealth.

#### **V.47 CONTRACT-037.2a Sensitive Information (Sept 2009)**

The Contractor shall not publish or otherwise disclose, except to the Commonwealth and except matters of public record, any information or data obtained hereunder from private individuals, organizations, or public agencies, in a publication whereby the information or data furnished by or about any particular person or establishment can be identified, except with the consent of such person or establishment. The parties shall not use or disclose any information about a recipient receiving services from, or otherwise enrolled in, a Commonwealth program affected by or benefiting from services under this Contract for any purpose not connected with the parties' Contract responsibilities except with the written consent of such recipient, recipient's attorney, or recipient's parent or guardian pursuant to applicable state and federal law and regulations.

Contractor will be responsible to remediate any improper disclosure of information. Such remediation may include, but not be limited to, credit monitoring for individuals for whom information has been released and reimbursement of any costs incurred by individuals for whom information has been released. Costs for which Contractor is responsible under this paragraph are not subject to any limitation of liability set out in this Contract or Purchase Order.

#### **V.48 CONTRACT-037.2b Health Insurance Portability and Accountability Act (HIPAA) Compliance (Oct 2013)**

The Health Insurance Portability and Accountability Act (HIPAA) Compliance requirements are set forth in the attachments to this solicitation.

#### **V.49 CONTRACT-045.1 Insurance - General (Dec 12 2006)**

The Contractor is required to have in place during the term of the Contract and any renewals or extensions thereof, the following types of insurance, issued by companies acceptable to the Commonwealth and authorized to conduct such business under the laws of the Commonwealth of Pennsylvania:

- A. **Worker's Compensation Insurance** for all of the Contractor's employees and those of any subcontractor, engaged in work at the site of the project as required by law.
- B. **Public Liability and Property Damage Insurance** to protect the Commonwealth, the Contractor, and any and all subcontractors from claims for damages for personal injury (including bodily injury), sickness or disease, accidental death and damage to property including the loss of use resulting from any property damage, which may arise from the activities performed under the Contract or the failure to perform under the Contract, whether such performance or non-performance be by the Contractor, by any subcontractor, or by anyone directly or indirectly employed by either. The minimum amounts of coverage shall be \$250,000 per person and \$1,000,000 per occurrence for bodily injury, including death, and \$250,000 per person and \$1,000,000 per occurrence for property damage. Such policies shall be occurrence rather than claims-made policies and shall not contain any endorsements or any other form designated to limit and restrict any action by the Commonwealth, as an additional insured, against the insurance coverage in regard to work performed for the Commonwealth.

Prior to commencement of the work under the Contract and at each insurance renewal date during the term of the Contract, the Contractor shall provide the Commonwealth with current certificates of insurance. These certificates or policies shall name the Commonwealth as an additional insured and shall contain a provision that the coverage's afforded under the policies will not be cancelled or changed until at least thirty (30) days written notice has been given to the Commonwealth.

The Commonwealth shall be under no obligation to obtain such certificates from the Contractor(s). Failure by the Commonwealth to obtain the certificates shall not be deemed a waiver of the Contractor's obligation to obtain and furnish certificates. The Commonwealth shall have the right to inspect the original insurance policies.

#### **V.50 CONTRACT-051.1 Notice (Dec 2006)**

Any written notice to any party under this Contract shall be deemed sufficient if delivered personally, or by facsimile, telecopy, electronic or digital transmission (provided such delivery is confirmed), or by a recognized overnight courier service (e.g., DHL, Federal Express, etc.) with confirmed receipt, or by certified or registered United States mail, postage prepaid, return receipt requested, and sent to following:

- a. If to the Contractor: the Contractor's address as recorded in the Commonwealth's Supplier Registration system.
- b. If to the Commonwealth: the address of the Issuing Office as set forth on the Contract.

#### **V.51 CONTRACT-052.1 Right to Know Law (Feb 2010)**

a. The Pennsylvania Right-to-Know Law, 65 P.S. §§ 67.101-3104, ("RTKL") applies to this Contract. For the purpose of these provisions, the term "the Commonwealth" shall refer to the contracting Commonwealth agency.

b. If the Commonwealth needs the Contractor's assistance in any matter arising out of the RTKL related to this Contract, it shall notify the Contractor using the legal contact information provided in this Contract. The Contractor, at any time, may designate a different contact for such purpose upon reasonable prior written notice to the Commonwealth.

c. Upon written notification from the Commonwealth that it requires the Contractor's assistance in responding to a request under the RTKL for information related to this Contract that may be in the Contractor's possession, constituting, or alleged to constitute, a public record in accordance with the RTKL ("Requested Information"), the

Contractor shall:

1. Provide the Commonwealth, within ten (10) calendar days after receipt of written notification, access to, and copies of, any document or information in the Contractor's possession arising out of this Contract that the Commonwealth reasonably believes is Requested Information and may be a public record under the RTKL; and
2. Provide such other assistance as the Commonwealth may reasonably request, in order to comply with the RTKL with respect to this Contract.

d. If the Contractor considers the Requested Information to include a request for a Trade Secret or Confidential Proprietary Information, as those terms are defined by the RTKL, or other information that the Contractor considers exempt from production under the RTKL, the Contractor must notify the Commonwealth and provide, within seven (7) calendar days of receiving the written notification, a written statement signed by a representative of the Contractor explaining why the requested material is exempt from public disclosure under the RTKL.

e. The Commonwealth will rely upon the written statement from the Contractor in denying a RTKL request for the Requested Information unless the Commonwealth determines that the Requested Information is clearly not protected from disclosure under the RTKL. Should the Commonwealth determine that the Requested Information is clearly not exempt from disclosure, the Contractor shall provide the Requested Information within five (5) business days of receipt of written notification of the Commonwealth's determination.

f. If the Contractor fails to provide the Requested Information within the time period required by these provisions, the Contractor shall indemnify and hold the Commonwealth harmless for any damages, penalties, costs, detriment or harm that the Commonwealth may incur as a result of the Contractor's failure, including any statutory damages assessed against the Commonwealth.

g. The Commonwealth will reimburse the Contractor for any costs associated with complying with these provisions only to the extent allowed under the fee schedule established by the Office of Open Records or as otherwise provided by the RTKL if the fee schedule is inapplicable.

h. The Contractor may file a legal challenge to any Commonwealth decision to release a record to the public with the Office of Open Records, or in the Pennsylvania Courts, however, the Contractor shall indemnify the Commonwealth for any legal expenses incurred by the Commonwealth as a result of such a challenge and shall hold the Commonwealth harmless for any damages, penalties, costs, detriment or harm that the Commonwealth may incur as a result of the Contractor's failure, including any statutory damages assessed against the Commonwealth, regardless of the outcome of such legal challenge. As between the parties, the Contractor agrees to waive all rights or remedies that may be available to it as a result of the Commonwealth's disclosure of Requested Information pursuant to the RTKL.

i. The Contractor's duties relating to the RTKL are continuing duties that survive the expiration of this Contract and shall continue as long as the Contractor has Requested Information in its possession.

#### **V.52 CONTRACT-053.1 Enhanced Minimum Wage Provisions (July 2018)**

1. **Enhanced Minimum Wage.** Contractor/Lessor agrees to pay no less than \$12.00 per hour to its employees for all hours worked directly performing the services called for in this Contract/Lease, and for an employee's hours performing ancillary services necessary for the performance of the contracted services or lease when such employee spends at least twenty per cent (20%) of their time performing ancillary services in a given work week.
2. **Adjustment.** Beginning July 1, 2019, and annually thereafter, the minimum wage rate shall be increased by \$0.50 until July 1, 2024, when the minimum wage reaches \$15.00. Thereafter, the minimum wage rate would be increased by an annual cost-of-living adjustment using the percentage change in the Consumer Price Index for All Urban Consumers (CPI-U) for Pennsylvania, New Jersey, Delaware, and Maryland. The applicable adjusted amount shall be published in the Pennsylvania Bulletin by March 1 of each year to be effective the following July 1.
3. **Exceptions.** These Enhanced Minimum Wage Provisions shall not apply to employees:
  - a. exempt from the minimum wage under the Minimum Wage Act of 1968;
  - b. covered by a collective bargaining agreement;

c. required to be paid a higher wage under another state or federal law governing the services, including the Prevailing Wage Act and Davis-Bacon Act; or

d. required to be paid a higher wage under any state or local policy or ordinance.

4. **Notice.** Contractor/Lessor shall post these Enhanced Minimum Wage Provisions for the entire period of the contract conspicuously in easily-accessible and well-lighted places customarily frequented by employees at or near where the contracted services are performed.
5. **Records.** Contractor/Lessor must maintain and, upon request and within the time periods requested by the Commonwealth, furnish all employment and wage records necessary to document compliance with these Enhanced Minimum Wage Provisions.
6. **Sanctions.** Failure to comply with these Enhanced Minimum Wage Provisions may result in the imposition of sanctions, which may include, but shall not be limited to, termination of the contract or lease, nonpayment, debarment or referral to the Office of General Counsel for appropriate civil or criminal referral.
7. **Subcontractors.** Contractor/Lessor shall include the provisions of these Enhanced Minimum Wage Provisions in every subcontract so that these provisions will be binding upon each subcontractor.

**STATEMENT OF WORK**

**INVITATION FOR BID**

**FOR**

**Department of General Services**  
**Business Financial Reporting Services**

**ISSUING OFFICE**



**COMMONWEALTH OF PENNSYLVANIA**

**DEPARTMENT OF GENERAL SERVICES**

**BUREAU OF PROCUREMENT**

**555 Walnut Street**

**Forum Place, 6<sup>th</sup> Floor**

**Harrisburg, PA 17101**

**IFB NUMBER**

**6100051574**

**DATE OF ISSUANCE**

**January 19<sup>th</sup>, 2021**

**PART IV**  
**STATEMENT OF WORK**  
**TABLE OF CONTENTS**

<b>Part IV-1</b>	<b>GENERAL INFORMATION</b>
<b>Part IV-2</b>	<b>BID REQUIREMENTS</b>
<b>Part IV-3</b>	<b>AGENCY ORDERING PROCESS</b>
<b>Part IV-4</b>	<b>SCOPE OF SERVICES</b>
<b>Part IV-5</b>	<b>PAYMENT PROVISIONS</b>
<b>Part IV-6</b>	<b>Inquiries</b>

**Appendix A – STANDARD CONTRACT TERMS AND CONDITIONS**

**Appendix B – DOMESTIC WORKFORCE UTILIZATION FORM**

**Appendix C – IRAN FREE PROCUREMENT**

**Appendix D—LOBBYING CERTIFICATION FORM**

**PART IV  
STATEMENT OF WORK**

**IV-1. GENERAL INFORMATION**

- A. **PURPOSE:** The Department of General Services (DGS) Bureau of Procurement (BOP) is issuing this Invitation to Bid (IFB) to establish a multiple award Contract for Commonwealth agencies to procure Business Financial Services.
- B. **METHOD OF AWARD (MULTIPLE AWARD):** Award will be made on a multiple award basis to all responsible and responsive bidders. Agencies may select one or more Supplier(s) for their required service from the list of Suppliers on this Contract based upon a best value determination. There is no guarantee that the award of a Contract will result in the award of a Purchase Order.
- C. **CONTRACT TERM:** The contracts shall commence on the Effective Date listed on the approved, executed contracts and expire on May 31<sup>st</sup>, 2024.

Contracts may be renewed two (2) additional one (1) year term by mutual agreement between the Commonwealth and the supplier(s) per Section V.3. CONTRACT-002.2b of **Appendix A – Standard Contract Terms and Conditions**.

- D. **TERM OF PURCHASE ORDER:** Agencies may issue purchase orders for the initial term of the contract, for administrative purposes (budget, invoice processing, etc.). Purchase orders cannot extend past the current contract term.
- E. **ISSUING OFFICE:** DGS BOP has issued this IFB on behalf of the Commonwealth. The sole point of contact in the Commonwealth for this IFB shall be Crystal Zelinski, Issuing Officer. Please refer all inquiries to the Issuing Officer via e-mail at [czelinski@pa.gov](mailto:czelinski@pa.gov)
- F. **QUESTIONS AND ANSWERS:** If a bidder has any questions regarding this IFB, the bidder must submit the questions(s) via e-mail (***with the subject line “IFB 6100051574 Question”***) to the Issuing Officer named above. Question(s) must be submitted via e-mail no later than February 1<sup>st</sup>, 2021. The Issuing Officer shall post as an addendum to this IFB the answers to the questions on the DGS website. Each bidder shall be responsible to monitor the DGS website [www.emarketplace.state.pa.us](http://www.emarketplace.state.pa.us) for new or revised IFB information.



**IV-2. BID REQUIREMENTS** Suppliers interested in submitting a bid to become an Awarded Supplier must meet all the bid requirements. Bidders who fail to meet the following requirements may result in bid rejection:

**A. SUPPLIER REGISTRATION:** Interested bidders must register as a supplier on the PA Supplier Portal at [www.pasupplierportal.state.pa.us](http://www.pasupplierportal.state.pa.us) If your company is already registered in the PA Supplier Portal, registration is not necessary. Prior to registration, bidders are strongly encouraged to review the Supplier Registration and Bidding guides available at the Supplier Service Center at: <https://www.dgs.pa.gov/Materials-Services-Procurement/Supplier-Service-Center>

For any questions or issues related to the registration process, contact the Supplier Service Center (CSC) at 877-435-7363 Option 1. For any questions or issues related to the online bidding process, contact the Supplier Service Center (CSC) at 877-435-7363 **Option 2.**

**B. BID SUBMISSION:** Bids must be electronically received through the PA Supplier Portal, [www.pasupplierportal.state.pa.us](http://www.pasupplierportal.state.pa.us) . To be considered for Contract award, bidder must complete and return the following documents in response to this IFB.

**1. Appendix B – Domestic Workforce Utilization Certification Form:** To the extent that any services could be performed outside of the geographical boundaries of the United States, the Bidder will be required to certify that those services will be performed exclusively within the geographical boundaries of the United States or specify the percentage of the direct labor that will be performed outside of the United States. The certification form is included with the IFB and must be completed by the Bidder. The Contracting Agency will use the certification in making a best value selection.

**2. Price List:** Bidders must supply their current price list/catalog in electronic format. Price lists/catalogs must be provided in one of the following formats: Word document, Excel spreadsheet, or PDF file. Suppliers may not publish any price list for use by Commonwealth agencies with alternate pricing or additional terms and conditions. **Any other Supplier terms and conditions that may appear on the Supplier’s price list, including but not limited to, prices subject to change without notice will not be part of this Contract and will have no force or effect on this Contract or Purchase Orders issued by Commonwealth agencies.**

**3. Appendix C – Iran Free Procurement Form:** Attach completed, signed form with bid. Prior to entering a contract worth at least \$1,000,000 or more with a Commonwealth entity, a bidder must: a) certify it is not on the current list of persons engaged in investment activities in Iran created by the Pennsylvania Department of General Services (“DGS”) pursuant to Section 3503 of the

Procurement Code and is eligible to contract with the Commonwealth under Sections 3501-3506 of the Procurement Code; or b) demonstrate it has received an exception from the certification requirement for that solicitation or contract pursuant to Section 3503(e). All bidders must complete and return the Iran Free Procurement Certification form, which is attached hereto and made part of this IFB. The completed and signed Iran Free Procurement Certification form must be submitted with the Bid Response. See the following web page for current Iran Free Procurement list:

<https://www.dgs.pa.gov/Documents/Procurement%20Forms/ProposedIranFreeProcurementList.pdf>

**4. Subscriber Agreement:** To incorporate as a reference in the contract, please submit a copy with your bid.

**5. Account Manager:** The account manager that will serve as the key point of contact for Commonwealth agencies and DGS BOP. Account managers must be available between the hours of 7:30 am to 5:00 pm. Any changes in the account manager shall be kept to a minimum, and DGS BOP shall be notified immediately. A phone number, cell phone number, fax number, email address, and alternate contact shall be provided for the account manager with the bid submission.

**6. Appendix D:** Lobbying Certification Form

**7. Additional Services:** Additional services, reasonably construed to be within the scope of this procurement, may be **added** during the term of the contract only with the written permission of the DGS contract administrator.

**Failure to return required bid documents may result in rejection of the bid.**

### IV-3. AGENCY ORDERING PROCESS

**A. Best Value Determination:** When services are required, agencies will review and compare all supplier product lists and pricing to determine which supplier provides the reporting services that best meets the agency's needs and at the best value. Suppliers will be required to furnish their services, ordered by Commonwealth agencies, at the prices on the price list submitted to DGS with their original bid or any subsequent update less discount. The best value determination must be documented in writing and be retained in the agency file for each service.

**B. Purchase Order:** After service selection is determined, the issuing agency shall execute and issue a Purchase Order(s) to the supplier(s) offering the best value. If only one supplier provides the required services, the using agency is under no

obligation to contact the other awarded suppliers for service and may proceed to issue a Purchase Order to the single service provider.

Suppliers may not proceed to provide services under this Contract until receipt of the Fully Executed Purchase Order from the issuing agency. The Purchase Order will constitute authority to furnish the specified services and must be referenced when invoicing. Each Purchase Order will be deemed to incorporate the terms and conditions set forth in this Contract. If any conflicts or discrepancies should arise in the interpretation of a PO, the order of precedence shall be: The Contract; The PO and any attachments thereto, including: the Supplier's quote, as accepted by the Commonwealth.

**1. Subscriber Agreement:** Except to the extent it is *inconsistent* with the Standard Contract Terms and Conditions and this Statement of Work, the Supplier's Subscriber Agreement, a copy of which shall be incorporated by reference into the Contract, shall bind all purchasing agencies.

**2. Account Services:** The Supplier shall provide individual account services to each participating agency, to include issuing user passwords, providing user training and support, and providing separate accounting and invoicing for each participating agency. Any participating agency may directly notify the Supplier's assigned service representative of any additions, substitutions, and deletions ("changes") to the identities and numbers of business service users on a monthly basis; provided, however, that the Supplier shall adjust the participating agency's monthly payment to accommodate the changes.

#### IV-4. SCOPE OF SERVICES

**A. Overview:** This Contract will cover the requirements to provide Commonwealth agencies with market research and business intelligence information. The Pennsylvania Department of General Services ("DGS") is seeking qualified Suppliers with the technology and experience in providing commercial information and insight on businesses, which allows customers to make information-based business decisions. The Awarded Supplier(s) must be able to supply On-Line, Report, and/or Subscription services, which may include, but not limited to, Business Reports, Company Reports, Country Reports, Commodity Reports, Industry Standards, Economic Reports, Price Indexes etc. The market research and business intelligence should provide descriptions of markets, business trends, current conditions and forecasts and should provide quantitative and qualitative research on topics required. Reporting should include details on industries, technologies, and companies, as well as population demographics and country profiles.

- B. SERVICES:** The Awarded Supplier(s) shall provide comprehensive Business Financial services as defined in IV-4 of the IFB. These services will be provided as an independent contractor, not as an employee(s) of the Commonwealth. The Awarded Supplier(s) shall render services in accordance with the policies, procedures, and standards of each Commonwealth agency.
- C. Addition of New Suppliers:** New Contractors may be added at the discretion of the Department of General Services (“DGS”).
- D. Agencies:** For the purpose of this IFB, the following are agencies that have used business financial services in the past year, this is provided for information purposes only. Throughout the contract, additional agencies may request business financial reporting.
  - 1. Department of Revenue (DOR)
  - 2. Department of Community and Economic Development (DCED)
- E. AGENCY SPEND.** For informational purposes, spend for business financial services January 1 through December 31, 2020 was estimated to be approximately \$239,874 among the awarded suppliers. No additional spend information is available.

Previous current contracts are published at [www.emarketplace.state.pa.us](http://www.emarketplace.state.pa.us).

- IV-5. PAYMENT PROVISIONS.** The Awarded Supplier(s) will be reimbursed for business financial services provided to each using Agency.

Invoices can be emailed to [69180@pa.gov](mailto:69180@pa.gov).

For details and requirements of the commonwealth's E-Invoicing Program, please visit Office of the Budget’s [E-Invoicing Program](#) page for details and requirements.

For services procured that are less than \$10,000 (or current established threshold) in a fiscal year and handled with P-Card, services must be handled in accordance with Management Directive 310.23 Commonwealth Purchasing Card Program Link: [https://www.oa.pa.gov/Policies/md/Documents/310\\_23.pdf](https://www.oa.pa.gov/Policies/md/Documents/310_23.pdf)

- IV-6. INQUIRIES:** Direct all questions concerning this Contract to Commodity Specialist Crystal Zelinski, Telephone No. 717-346-8112, e-mail: [czelinski@pa.gov](mailto:czelinski@pa.gov)



<b>TABLE OF CONTENTS</b>	<b>PAGE NUMBER</b>
D&B Public Sector Solution Overview	3
Price Guide	7
DNBi / D&B Finance Solutions	10
D&B Risk Monitoring Services	17
D&B Supply Risk Solutions (SRM) Solutions	23
D&B Sales & Marketing Solutions	26
Single elements	43
Single elements Max Prices	58
Data Suites	60
Data Suites Max Prices	73
WorldBase Marketing Records & Solutions	74
Optimizer (match)	79
D&B Integration Manager (IM)	85
D&B Integration Batch (DIB)	91
Data Blocks Overview	92
Data Blocks (Sales & Marketing; 3rd Party Risk Insights)	93
Data Blocks (Company Entity Resolution, Company Information & Company Financials)	94
Data Blocks (Company News, Diversity Insights & Filings and Events)	95
Data Blocks (Financial Risk Insights)	96
Data Blocks (Hierarchies and Connections; Industry Profile)	97
Data Blocks (Ownership Insights; Payment Insights)	98
Data Blocks (Principals and Contacts; Inquiry Insights)	99
Direct +	100
D&B Onboard	101
D&B EconoVue	104
D&B Hoovers	106
Sales & Marketing Analytics – Custom Marketing Models	109
Archive Data (CSAD & SMAD)	114
Technical Account Management / Premium Support	115
Material Change	116
Supply Management Solutions (SMS)	117
Debarment Process	120
Market Insight	122
Appendix – Master Agreement; Order Forms	124

# **D&B Public Sector Solution Overview**

## **D&B: A Corporate Profile**

D&B (NYSE:DNB) is the world's leading source of commercial information and insight on businesses, enabling companies and government entities to Decide with Confidence for over 180 years. D&B's global commercial database contains more than 400 million business records and is perpetually maintained and enhanced by D&B's proprietary DUNSRIGHT Quality Process. D&B data provides our commercial and public sector customers with the quality business intelligence they rely on to make critical business decisions, and to improve process and operations worldwide.

Founded in 1841, and headquartered in Short Hills, NJ, D&B directly employs over 4,000 associates worldwide, and maintains a World Wide Network of business and information partners to provide information coverage on over 190 countries. To help ensure the accuracy and completeness of our information, we use sophisticated data collection tools and update our database over 5 million times a day.

Our exclusive nine-digit D&B D-U-N-S® Number, assigned to each business location in our global database, is widely used as a tool for identifying, organizing and consolidating information about businesses. Companies and government agencies worldwide use it to link information about suppliers, customers and trading partners; business taxpayers, regulated business entities, contractors and vendors, providing them a more complete picture of the business entities with whom they deal.

## **D&B Public Sector Solutions**

For over 30 years D&B has supported and assisted Federal, State and local government departments and agencies in the mission critical areas of Data Management, financial Oversight, Homeland Security, Acquisition Management, Law Enforcement/Intelligence and Regulatory compliance. Based in Arlington, VA, just outside of Washington D.C., D&B's Government Solutions division has over 70 government-dedicated team members, physically located in nine states nationwide and supported by the technology and information powerhouse that is the D&B Corporation. All 15 Federal Cabinet-level departments and all states rely on D&B as a trusted partner to make confident business and operational decisions, as well as for support in the information, analysis and governmental planning processes.

# Make Confident Decisions that Drive Business Performance

*Put the world's most comprehensive commercial data and insights to work. Your agency's performance depends on it.*

The nature of business risk is shifting and expanding on an almost daily basis, and the responsibilities of finance leaders are increasing. They are asked to do more with less. But, human minds alone are no longer a match for risk. Neither are machines alone. The two must work together. For government leaders in particular, the promises of new developments in machine learning, technology, predictive analytics, and automation seem endless. Government leaders need to integrate the best of human and machine intelligence to improve their business performance—with a foundation of the right data and insights.

## THE POWER OF THE DUN & BRADSTREET DATA CLOUD FOR FINANCE TEAMS

The Dun & Bradstreet Data Cloud offers the world's most comprehensive business data and analytical insights to power

today's most crucial business needs for government leaders. Our Data Cloud includes the world's largest trade payment network, and insights on over 400 million businesses. Insights include analytical scores relating to risk and fraud, as well as information on how companies are connected, such as through legal entities or other connections. We continually monitor our data for change, verify that change, then update the Data Cloud accordingly.

This unparalleled depth and breadth of business information provides a unique lens into the business activity and associations that can help inform more confident and timely decisions about risk, create efficiency, and help government achieve its mission.

<p><b>400M+ BUSINESS RECORDS</b></p>  <p><b>WORLD'S MOST COMPREHENSIVE BUSINESS DATA &amp; INSIGHTS</b></p>	<p><b>WORLD'S LARGEST COMMERCIAL TRADE PAYMENT NETWORK</b></p>  <ul style="list-style-type: none"> <li>200M+ Unique Global Payment Experiences</li> <li>2x Trade Payment Experiences of Competitors</li> </ul>	<p><b>1.3 BILLION MATCH POINTS</b></p> 
<p><b>EXPANSIVE SMALL BUSINESS DATA</b></p> <p>~80% companies in the Data Cloud globally have fewer than 11 employees</p>	<p><b>RESULTS THAT WORK</b></p> <p>7 Days Reduced DSO* for Workflows Leveraging Predictive Analytics</p> <p>50% Auto Approval Rate*</p>	<p><b>90%</b> </p> <p><b>OF THE FORTUNE 500, and companies of all sizes around the world, rely on Dun &amp; Bradstreet to help grow and protect their business</b></p>
<p> <b>THE WORLD'S LEADING SOURCE OF HIERARCHY &amp; LINKAGE</b></p>		<p><b>2 BILLION</b></p>  <p><b>YEARLY UPDATES</b> to our global trade data (the largest in the world)</p>



Our commitment to help government agencies with their mission means that we continually invest in the power of our [Data Cloud](#). We combine the best of human and machine intelligence to analyze and monitor opportunities to extend and enhance our Data Cloud, investing more in our Data Cloud than several of our leading competitors make in revenue in a given year. Some specific areas of Data Cloud strength include:



## THE WORLD'S LARGEST COMMERCIAL TRADE PAYMENT NETWORK

Our customers benefit from the world's largest commercial trade payment network—with over 200 million trade payment experiences in our Data Cloud, updated 2 billion times a year. Our cross-border World Wide Network trade partnership allows us to collect and share data in 55 markets, covering 190 countries. We cover 128 detailed trade variables and 10 years' worth of credit score history.



## HIERARCHIES AND LINKAGE

Hierarchies help you understand how your customers are linked. Knowing the majority ownership relationship between two or more business entities is critical to understanding corporate exposure and uncovering untapped growth potential.



## DUNSRight® QUALITY PROCESS

Our ability to turn an enormous stream of data into high quality business information is part of our legacy that extends almost two centuries. The foundation of DUNSRight is data governance, which includes thousands of separate automated checks, plus many manual ones, to ensure that data in the Dun & Bradstreet Data Cloud meets our standards. Once the DUNSRight process is complete, any given entity has a Live Business Identity which is kept current through our continual monitoring of business activity.



## INDUSTRY-LEADING RISK MONITORING & ALERTS

Dun & Bradstreet has a dedicated team of US and UK-based fraud examiners who monitor current events and public filings to issue Severe Risk Alerts. These special investigators update the Dun & Bradstreet Data Cloud with noteworthy signals of business deterioration that may impact risk. We also use powerful artificial intelligence to provide ongoing updates to our Data Cloud to complement our risk monitoring.



## COMPREHENSIVE SMALL BUSINESS COVERAGE

Nearly 80% of Dun & Bradstreet's Data Cloud consists of companies with fewer than 11 employees. We have the most comprehensive coverage of small, private businesses.



## GLOBAL, COMPREHENSIVE BUSINESS COVERAGE

We offer coverage of 220 markets globally. Dun & Bradstreet's Worldwide Network is an unrivalled alliance of leading business information providers across the globe.



## PROPRIETARY ANALYTICS & SCORES FOR PROFOUND BUSINESS INSIGHTS

With a world-class team of data scientists and analysts, we illuminate the path to growth and uncover business risks through unique, global scores. We're well-known for the Descriptive, Prescriptive and Predictive analytics that are provided as part of most of our software solutions and are also available stand-alone.



## ARCHIVE DATA

Our Data Cloud is unique in that it contains a vast amount of archive—or historical—data. Archive data harmonizes information on businesses across the globe and enables the development of robust global predictive and prescriptive models with greater precision.



### **LAWSUITS & FINANCIAL STATEMENTS**

Dun & Bradstreet is the leading provider of private company financial statements, bankruptcies, judgments, and lawsuits. We offer financial statements on both public and private companies.

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### **DUN & BRADSTREET IS ONE OF FOUR SBFE-CERTIFIED VENDORS**

We were the first Certified Vendor of the Small Business Financial Exchange (SBFE)®, a business data exchange governed by the small business lending industry. Dun & Bradstreet combines SBFE data with our proprietary data to provide innovative analytic solutions—such as D&B® SBRI (Small Business Risk Insight)—that help financial institutions across the credit lifecycle.

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### **TRUSTED FOR OVER 180 YEARS**

We are trusted by over 90% of the Fortune 500, and companies of all sizes around the world.

# D&B Pricing Guide

The purpose of this Pricing Guide is to provide a comprehensive listing of all D&B products, services and pricing available to Commonwealth of Pennsylvania Agencies through Commonwealth of Pennsylvania.

This Guide contains four sections:

- D&B Finance Analytics (DNBi)
- D&B Risk Monitoring Services
- D&B Third Party Risk and Compliance Solutions (Supplier Risk Manager)
- D&B Sales & Marketing Solutions

***NOTE: Pricing in the Price Guide is commercial list price. Commonwealth of Pennsylvania agencies procuring via this schedule will receive a 2% discount off of commercial list price. Supplier Risk Manager is excluded from the 2% discount as it is already discounted for state agencies.***

If the products or services you require are not listed, please contact Jason Probst, Client Director, at 610-882-6154 or Michelle Derr, Account Consultant, at 610-882-7148 / [derrm@dnb.com](mailto:derrm@dnb.com).

D&B's web-based subscription service that offers unprecedented access to D&B's global database. DNBI / Finance Analytics will support Commonwealth of Pennsylvania Agencies by providing access to information to enhance:

**Commonwealth Departments that would benefit from these services:**

- Contracts, Purchasing and Procurement / Vendor Responsibility Determinations
- Law Enforcement, Intelligence and Counter-Terrorism
- Inspectors' General
- Economic Development for review of loans and grants applications
- Workforce Development for Business Engagement
- Tax and Revenue Collections

**Benefits:**

- DNBI / Finance Analytics Live Report - D&B's most in-depth report
  - Modeled after D&B's Comprehensive Report but with more data and insight
  - Corporate Family Tree Graphical Display with Risk
  - More in-depth financial ratios
  - Ability to upload vendor / company financials
  - Ability to create notes and audit trail
- Integrated Alert Services to provide tracking and monitoring on accounts that matter most to you
- Customized dashboard views to monitor your entire portfolio in one screen
- Ability to save snapshots – date and time stamp reports ordered for audit trails
- Ability to work collaboratively with other colleagues – create workspaces to share notes on common accounts, groups or vendors
- Interactive Family Tree - allows users to view - graphically and interactively - entire corporate family trees.
- Also included as part of the DNBI / Finance Analytics service **at no additional cost** are:
  - Integrated Alerts
  - Customized dashboard views
  - Report Snapshots
  - Ability to work collaboratively with other colleagues
  - Interactive family tree

**DNBI / D&B Finance Analytics Key Features and Benefits**

*I. Get the Most Up-To-Date Information Available*

DNBI/D&B Finance Analytics provides the most complete and up-to-date information D&B has on the millions of businesses in the DUNSRight™ database every time you view information on a company, to ensure users have the information they need to make a confident analysis or decision. Users no longer need to select static reports to get the latest business information.

*II. Monitor What's Important*

The Dashboard provides a quick way to monitor companies that are most important, displaying an overview of portfolio's current portfolio risk, trends in business portfolio risk, and the top 10 riskiest companies in a business file. From the Dashboard, users are no more than two clicks away from detailed information on businesses.

*III. Analyze Total Risk Exposure*

D&B is the most reliable source of information on millions of businesses worldwide. The D-U-N-S Number, a nine-digit business identification number, tracks corporate family relationships across the 400 million companies in the D&B Global Database allowing state agencies to investigate the total risk within a corporate family.

DNBI/D&B Finance Analytics includes an interactive global family tree that allows users, researchers and analysts to understand the entire corporate family structure on an entity with a few simple key strokes. The D&B Family Tree can be used to:

- View related companies within the corporate family tree
- Understand your possible risk exposure across a corporate tree, to assess indirect risk
- Recognize the relationship between risk levels in one company and the rest of the organization
- Identify linked suppliers, employers or business taxpayers

IV. *Be Notified of Changes When They Occur*

The D&B database is updated 5 million times each day. To keep users up-to-date with the changes affecting the companies they do business with, DNBi / D&B Finance Analytics includes alert notifications on all companies / vendors in the portfolio. DNBi / D&B Finance Analytics will keep you up to date when changes occur that would cause you to revisit your decisions; giving you the early warning system you need to manage risk effectively. For example, alerts inform you when a company's Financial Stress Score/Failure Class (long-term risk) or Commercial Credit Score/Delinquency Class (short-term risk) changes; if a vendor is filing for bankruptcy; or if special events such as disbarment or criminal proceedings occur. The alerts are prominently displayed in DNBi / D&B Finance Analytics and can be emailed directly to you.

V. *Create and Organize Your Portfolio*

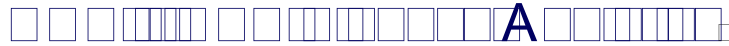
The DNBi / D&B Finance Analytics Portfolio gives you a holistic view of your portfolio, providing you with current statistics on all of the companies/vendors you have reviewed and filed. By using folders in DNBi / D&B Finance Analytics, you can categorize companies according to your own choosing. Folders allow you to group companies and track their risk as a group. For example, you might add folders for various commodities purchased, geographies covered, purchasing officers, dollar amount of award, critical projects, etc. You can create as many folders as you want and add as many companies as you want to each folder. For any folder you create, you can specify which users can view it, which roles can view it and whether users have read-only or read/write access to it.

VI. *Capture Company Snapshots*

DNBi / D&B Finance Analytics provides the most up to date DUNSRight™ information every time users perform a company/vendor/ bidder search or view a vendor that is being monitored in DNBi/D&B Finance Analytics. Snapshots allow users to save a —point in time archive of D&B data on a business. For example, if you make a decision to award a contract for a particular company, you can create a Snapshot of that company at time of award to document your decision. This provides you with an audit trail should the award be challenged or protested. Snapshots are saved in DNBi / D&B Finance Analytics and can be viewed and e-mailed any time, eliminating the need to print reports and save them in binders.

VII. *Enterprise Access Pricing Models*

At the appropriate time and when end user adaptation of the DNBi / D&B Finance Analytics service is deemed sufficient by both Pennsylvania and D&B, D&B is open to discussing enterprise access and pricing models that would further increase the ability for the Commonwealth to share information in an open and transparent manner – thereby mitigating vendor risk at a Commonwealth level not just an agency level.



Product/Service Description	Commercial List Price
<p>Pricing is step down (i.e. records 1-49 priced first at x, then the next 49 priced at y, etc.)            Overage charged at lowest tier committed (no step down for overage)</p>	
DNBi / Finance Analytics (Records Under Management-RUM) North America; 1-49 records; Level 1	\$59.00
DNBi / Finance Analytics (Records Under Management-RUM) North America; 50-99 records; Level 1	\$26.55
DNBi / Finance Analytics (Records Under Management-RUM) North America; 100-249 records; Level 1	\$20.65
DNBi / Finance Analytics (Records Under Management-RUM) North America; 250-749 records; Level 1	\$17.70
DNBi / Finance Analytics (Records Under Management-RUM) North America; 750-2,499 records; Level 1	\$12.98
DNBi / Finance Analytics (Records Under Management-RUM) North America; 2,500-4,999 records; Level 1	\$11.80
DNBi / Finance Analytics (Records Under Management-RUM) North America; 5,000-9,999 records; Level 1	\$7.67
DNBi / Finance Analytics (Records Under Management-RUM) North America; 10,000-24,999 records; Level 1	\$7.38
DNBi / Finance Analytics (Records Under Management-RUM) North America; 25,000-49,999 records; Level 1	\$4.72
DNBi / Finance Analytics (Records Under Management-RUM) North America; 50,000-74,999 records; Level 1	\$4.57
DNBi / Finance Analytics (Records Under Management-RUM) North America; 75,000-99,999 records; Level 1	\$3.84
DNBi / Finance Analytics (Records Under Management-RUM) North America; 100,000-199,999 records; Level 1	\$2.66
DNBi / Finance Analytics (Records Under Management-RUM) North America; 200,000+ records; Level 1	\$1.77
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 1-49 records; Level 1	\$47.20
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 50-99 records; Level 1	\$21.24
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 100-249 records; Level 1	\$16.52
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 250-749 records; Level 1	\$14.16
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 750-2,499 records; Level 1	\$10.38
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 2,500-4,999 records; Level 1	\$9.44
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 5,000-9,999 records; Level 1	\$6.14
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 10,000-24,999 records; Level 1	\$5.90
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 25,000-49,999 records; Level 1	\$3.78
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 50,000-74,999 records; Level 1	\$3.66
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 75,000-99,999 records; Level 1	\$3.07
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 100,000-199,999 records; Level 1	\$2.12
DNBi / Finance Analytics (Records Under Management-RUM) Canada Only - Canada Only Subs (Levels 2-5 n/a); 200,000+ records; Level 1	\$1.42
DNBi / Finance Analytics (Records Under Management-RUM) North America; 1-49 records; Level 2 (includes 10 hrs of professional service)	\$61.95
DNBi / Finance Analytics (Records Under Management-RUM) North America; 50-99 records; Level 2 (includes 10 hrs of professional service)	\$27.88
DNBi / Finance Analytics (Records Under Management-RUM) North America; 100-249 records; Level 2 (includes 10 hrs of professional service)	\$21.68
DNBi / Finance Analytics (Records Under Management-RUM) North America; 250-749 records; Level 2 (includes 10 hrs of professional service)	\$18.59
DNBi / Finance Analytics (Records Under Management-RUM) North America; 750-2,499 records; Level 2 (includes 10 hrs of professional service)	\$13.63
DNBi / Finance Analytics (Records Under Management-RUM) North America; 2,500-4,999 records; Level 2 (includes 10 hrs of professional service)	\$12.39
DNBi / Finance Analytics (Records Under Management-RUM) North America; 5,000-9,999 records; Level 2 (includes 10 hrs of professional service)	\$8.05
DNBi / Finance Analytics (Records Under Management-RUM) North America; 10,000-24,999 records; Level 2 (includes 10 hrs of professional service)	\$7.74
DNBi / Finance Analytics (Records Under Management-RUM) North America; 25,000-49,999 records; Level 2 (includes 10 hrs of professional service)	\$4.96
DNBi / Finance Analytics (Records Under Management-RUM) North America; 50,000-74,999 records; Level 2 (includes 10 hrs of professional service)	\$4.80
DNBi / Finance Analytics (Records Under Management-RUM) North America; 75,000-99,999 records; Level 2 (includes 10 hrs of professional service)	\$4.03

Product/Service Description	Commercial List Price
<p>Pricing is step down (i.e. records 1-49 priced first at x, then the next 49 priced at y, etc.)  Overage charged at lowest tier committed (no step down for overage)</p>	
DNBi / Finance Analytics (Records Under Management-RUM) North America; 100,000-199,999 records; Level 2 (includes 10 hrs of professional service)	\$2.79
DNBi / Finance Analytics (Records Under Management-RUM) North America; 200,000+ records; Level 2 (includes 10 hrs of professional service)	\$1.86
DNBi / Finance Analytics (Records Under Management-RUM) North America; 1-49 records; Level 3 (includes 10 hrs of professional service)	\$67.85
DNBi / Finance Analytics (Records Under Management-RUM) North America; 50-99 records; Level 3 (includes 10 hrs of professional service)	\$30.53
DNBi / Finance Analytics (Records Under Management-RUM) North America; 100-249 records; Level 3 (includes 10 hrs of professional service)	\$23.75
DNBi / Finance Analytics (Records Under Management-RUM) North America; 250-749 records; Level 3 (includes 10 hrs of professional service)	\$20.36
DNBi / Finance Analytics (Records Under Management-RUM) North America; 750-2,499 records; Level 3 (includes 10 hrs of professional service)	\$14.93
DNBi / Finance Analytics (Records Under Management-RUM) North America; 2,500-4,999 records; Level 3 (includes 10 hrs of professional service)	\$13.57
DNBi / Finance Analytics (Records Under Management-RUM) North America; 5,000-9,999 records; Level 3 (includes 10 hrs of professional service)	\$8.82
DNBi / Finance Analytics (Records Under Management-RUM) North America; 10,000-24,999 records; Level 3 (includes 10 hrs of professional service)	\$8.48
DNBi / Finance Analytics (Records Under Management-RUM) North America; 25,000-49,999 records; Level 3 (includes 10 hrs of professional service)	\$5.43
DNBi / Finance Analytics (Records Under Management-RUM) North America; 50,000-74,999 records; Level 3 (includes 10 hrs of professional service)	\$5.26
DNBi / Finance Analytics (Records Under Management-RUM) North America; 75,000-99,999 records; Level 3 (includes 10 hrs of professional service)	\$4.41
DNBi / Finance Analytics (Records Under Management-RUM) North America; 100,000-199,999 records; Level 3 (includes 10 hrs of professional service)	\$3.05
DNBi / Finance Analytics (Records Under Management-RUM) North America; 200,000+ records; Level 3 (includes 10 hrs of professional service)	\$2.04
DNBi / Finance Analytics (Records Under Management-RUM) North America; 1-49 records; Level 4 (includes 10 hrs of professional service)	\$66.38
DNBi / Finance Analytics (Records Under Management-RUM) North America; 50-99 records; Level 4 (includes 10 hrs of professional service)	\$29.87
DNBi / Finance Analytics (Records Under Management-RUM) North America; 100-249 records; Level 4 (includes 10 hrs of professional service)	\$23.23
DNBi / Finance Analytics (Records Under Management-RUM) North America; 250-749 records; Level 4 (includes 10 hrs of professional service)	\$19.91
DNBi / Finance Analytics (Records Under Management-RUM) North America; 750-2,499 records; Level 4 (includes 10 hrs of professional service)	\$14.60
DNBi / Finance Analytics (Records Under Management-RUM) North America; 2,500-4,999 records; Level 4 (includes 10 hrs of professional service)	\$13.28
DNBi / Finance Analytics (Records Under Management-RUM) North America; 5,000-9,999 records; Level 4 (includes 10 hrs of professional service)	\$8.63
DNBi / Finance Analytics (Records Under Management-RUM) North America; 10,000-24,999 records; Level 4 (includes 10 hrs of professional service)	\$8.30
DNBi / Finance Analytics (Records Under Management-RUM) North America; 25,000-49,999 records; Level 4 (includes 10 hrs of professional service)	\$5.31
DNBi / Finance Analytics (Records Under Management-RUM) North America; 50,000-74,999 records; Level 4 (includes 10 hrs of professional service)	\$5.14
DNBi / Finance Analytics (Records Under Management-RUM) North America; 75,000-99,999 records; Level 4 (includes 10 hrs of professional service)	\$4.31
DNBi / Finance Analytics (Records Under Management-RUM) North America; 100,000-199,999 records; Level 4 (includes 10 hrs of professional service)	\$2.99
DNBi / Finance Analytics (Records Under Management-RUM) North America; 200,000+ records; Level 4 (includes 10 hrs of professional service)	\$1.99
DNBi / Finance Analytics (Records Under Management-RUM) North America; 1-49 records; Level 5 (includes 10 hrs of professional service)	\$70.80
DNBi / Finance Analytics (Records Under Management-RUM) North America; 50-99 records; Level 5 (includes 10 hrs of professional service)	\$31.86
DNBi / Finance Analytics (Records Under Management-RUM) North America; 100-249 records; Level 5 (includes 10 hrs of professional service)	\$24.78

Product/Service Description	Commercial List Price
<b>Pricing is step down (i.e. records 1-49 priced first at x, then the next 49 priced at y, etc.)            Overage charged at lowest tier committed (no step down for overage)</b>	
DNBi / Finance Analytics (Records Under Management-RUM) North America; 250-749 records; Level 5 (includes 10 hrs of professional service)	\$21.24
DNBi / Finance Analytics (Records Under Management-RUM) North America; 750-2,499 records; Level 5 (includes 10 hrs of professional service)	\$15.58
DNBi / Finance Analytics (Records Under Management-RUM) North America; 2,500-4,999 records; Level 5 (includes 10 hrs of professional service)	\$14.16
DNBi / Finance Analytics (Records Under Management-RUM) North America; 5,000-9,999 records; Level 5 (includes 10 hrs of professional service)	\$9.20
DNBi / Finance Analytics (Records Under Management-RUM) North America; 10,000-24,999 records; Level 5 (includes 10 hrs of professional service)	\$8.85
DNBi / Finance Analytics (Records Under Management-RUM) North America; 25,000-49,999 records; Level 5 (includes 10 hrs of professional service)	\$5.66
DNBi / Finance Analytics (Records Under Management-RUM) North America; 50,000-74,999 records; Level 5 (includes 10 hrs of professional service)	\$5.49
DNBi / Finance Analytics (Records Under Management-RUM) North America; 75,000-99,999 records; Level 5 (includes 10 hrs of professional service)	\$4.60
DNBi / Finance Analytics (Records Under Management-RUM) North America; 100,000-199,999 records; Level 5 (includes 10 hrs of professional service)	\$3.19
DNBi / Finance Analytics (Records Under Management-RUM) North America; 200,000+ records; Level 5 (includes 10 hrs of professional service)	\$2.12
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 1-24 records; Level 1	\$67.85
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 25-49 records; Level 1	\$61.07
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 50-99 records; Level 1	\$54.28
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 100-149 records; Level 1	\$50.89
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 150-249 records; Level 1	\$47.50
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 250-499 records; Level 1	\$45.12
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 500-999 records; Level 1	\$42.86
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 1,000-2,499 records; Level 1	\$40.72
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 2,500+ records; Level 1	\$39.50
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 1-24 records; Level 2 (includes 10 hrs of professional service)	\$71.24
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 25-49 records; Level 2 (includes 10 hrs of professional service)	\$64.12
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 50-99 records; Level 2 (includes 10 hrs of professional service)	\$56.99
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 100-149 records; Level 2 (includes 10 hrs of professional service)	\$53.43
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 150-249 records; Level 2 (includes 10 hrs of professional service)	\$49.87
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 250-499 records; Level 2 (includes 10 hrs of professional service)	\$47.38
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 500-999 records; Level 2 (includes 10 hrs of professional service)	\$45.01
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 1,000-2,499 records; Level 2 (includes 10 hrs of professional service)	\$42.76
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 2,500+ records; Level 2 (includes 10 hrs of professional service)	\$41.47
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 1-24 records; Level 3 (includes 10 hrs of professional service)	\$78.03
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 25-49 records; Level 3 (includes 10 hrs of professional service)	\$70.22
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 50-99 records; Level 3 (includes 10 hrs of professional service)	\$62.42
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 100-149 records; Level 3 (includes 10 hrs of professional service)	\$58.52
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 150-249 records; Level 3 (includes 10 hrs of professional service)	\$54.62
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 250-499 records; Level 3 (includes 10 hrs of professional service)	\$51.89
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 500-999 records; Level 3 (includes 10 hrs of professional service)	\$49.29
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 1,000-2,499 records; Level 3 (includes 10 hrs of professional service)	\$46.83
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 2,500+ records; Level 3 (includes 10 hrs of professional service)	\$45.42
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 1-24 records; Level 4 (includes 10 hrs of professional service)	\$76.33
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 25-49 records; Level 4 (includes 10 hrs of professional service)	\$68.70
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 50-99 records; Level 4 (includes 10 hrs of professional service)	\$61.07



Product/Service Description	Commercial List Price
Pricing is step down (i.e. records 1-49 priced first at x, then the next 49 priced at y, etc.) Overage charged at lowest tier committed (no step down for overage)	
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 100-149 records; Level 4 (includes 10 hrs of professional service)	\$57.25
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 150-249 records; Level 4 (includes 10 hrs of professional service)	\$53.43
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 250-499 records; Level 4 (includes 10 hrs of professional service)	\$50.76
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 500-999 records; Level 4 (includes 10 hrs of professional service)	\$48.22
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 1,000-2,499 records; Level 4 (includes 10 hrs of professional service)	\$45.81
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 2,500+ records; Level 4 (includes 10 hrs of professional service)	\$44.44
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 1-24 records; Level 5 (includes 10 hrs of professional service)	\$81.42
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 25-49 records; Level 5 (includes 10 hrs of professional service)	\$73.28
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 50-99 records; Level 5 (includes 10 hrs of professional service)	\$65.14
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 100-149 records; Level 5 (includes 10 hrs of professional service)	\$61.07
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 150-249 records; Level 5 (includes 10 hrs of professional service)	\$56.99
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 250-499 records; Level 5 (includes 10 hrs of professional service)	\$54.14
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 500-999 records; Level 5 (includes 10 hrs of professional service)	\$51.44
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 1,000-2,499 records; Level 5 (includes 10 hrs of professional service)	\$48.87
DNBi / Finance Analytics (Records Under Management-RUM) Europe; 2,500+ records; Level 5 (includes 10 hrs of professional service)	\$47.40
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 1-24 records; Level 1	\$88.50
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 25-49 records; Level 1	\$82.31
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 50-99 records; Level 1	\$78.19
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 100-149 records; Level 1	\$74.28
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 150-249 records; Level 1	\$70.57
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 250-499 records; Level 1	\$67.04
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 500-999 records; Level 1	\$63.69
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 1,000-2,499 records; Level 1	\$60.50
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 2,500+ records; Level 1	\$57.48
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 1-24 records; Level 2 (includes 10 hrs of professional service)	\$92.93
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 25-49 records; Level 2 (includes 10 hrs of professional service)	\$86.42
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 50-99 records; Level 2 (includes 10 hrs of professional service)	\$82.10
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 100-149 records; Level 2 (includes 10 hrs of professional service)	\$77.99
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 150-249 records; Level 2 (includes 10 hrs of professional service)	\$74.09
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 250-499 records; Level 2 (includes 10 hrs of professional service)	\$70.39
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 500-999 records; Level 2 (includes 10 hrs of professional service)	\$66.87
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 1,000-2,499 records; Level 2 (includes 10 hrs of professional service)	\$63.53
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 2,500+ records; Level 2 (includes 10 hrs of professional service)	\$60.35
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 1-24 records; Level 3 (includes 10 hrs of professional service)	\$101.78
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 25-49 records; Level 3 (includes 10 hrs of professional service)	\$94.65
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 50-99 records; Level 3 (includes 10 hrs of professional service)	\$89.92
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 100-149 records; Level 3 (includes 10 hrs of professional service)	\$85.42

Product/Service Description	Commercial List Price
Pricing is step down (i.e. records 1-49 priced first at x, then the next 49 priced at y, etc.) Overage charged at lowest tier committed (no step down for overage)	
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 150-249 records; Level 3 (includes 10 hrs of professional service)	\$81.15
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 250-499 records; Level 3 (includes 10 hrs of professional service)	\$77.09
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 500-999 records; Level 3 (includes 10 hrs of professional service)	\$73.24
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 1,000-2,499 records; Level 3 (includes 10 hrs of professional service)	\$69.58
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 2,500+ records; Level 3 (includes 10 hrs of professional service)	\$66.10
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 1-24 records; Level 4 (includes 10 hrs of professional service)	\$99.56
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 25-49 records; Level 4 (includes 10 hrs of professional service)	\$92.59
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 50-99 records; Level 4 (includes 10 hrs of professional service)	\$87.96
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 100-149 records; Level 4 (includes 10 hrs of professional service)	\$83.57
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 150-249 records; Level 4 (includes 10 hrs of professional service)	\$79.39
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 250-499 records; Level 4 (includes 10 hrs of professional service)	\$75.42
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 500-999 records; Level 4 (includes 10 hrs of professional service)	\$71.65
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 1,000-2,499 records; Level 4 (includes 10 hrs of professional service)	\$68.06
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 2,500+ records; Level 4 (includes 10 hrs of professional service)	\$64.66
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 1-24 records; Level 5 (includes 10 hrs of professional service)	\$106.20
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 25-49 records; Level 5 (includes 10 hrs of professional service)	\$98.77
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 50-99 records; Level 5 (includes 10 hrs of professional service)	\$93.83
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 100-149 records; Level 5 (includes 10 hrs of professional service)	\$89.14
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 150-249 records; Level 5 (includes 10 hrs of professional service)	\$84.68
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 250-499 records; Level 5 (includes 10 hrs of professional service)	\$80.45
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 500-999 records; Level 5 (includes 10 hrs of professional service)	\$76.42
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 1,000-2,499 records; Level 5 (includes 10 hrs of professional service)	\$72.60
DNBi / Finance Analytics (Records Under Management-RUM) Asia Pacific; 2,500+ records; Level 5 (includes 10 hrs of professional service)	\$68.97
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 1-24 records; Level 1	\$67.85
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 25-49 records; Level 1	\$61.07
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 50-99 records; Level 1	\$54.28
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 100-149 records; Level 1	\$50.89
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 150-249 records; Level 1	\$47.50
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 250-499 records; Level 1	\$45.12
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 500-999 records; Level 1	\$42.86
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 1,000-2,499 records; Level 1	\$40.72
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 2,500+ records; Level 1	\$39.50
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 1-24 records; Level 2 (includes 10 hrs of professional service)	\$71.24
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 25-49 records; Level 2 (includes 10 hrs of professional service)	\$64.12
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 50-99 records; Level 2 (includes 10 hrs of professional service)	\$56.99
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 100-149 records; Level 2 (includes 10 hrs of professional service)	\$53.43

Product/Service Description	Commercial List Price
<p>Pricing is step down (i.e. records 1-49 priced first at x, then the next 49 priced at y, etc.)  Overage charged at lowest tier committed (no step down for overage)</p>	
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 150-249 records; Level 2 (includes 10 hrs of professional service)	\$49.87
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 250-499 records; Level 2 (includes 10 hrs of professional service)	\$47.38
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 500-999 records; Level 2 (includes 10 hrs of professional service)	\$45.01
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 1,000-2,499 records; Level 2 (includes 10 hrs of professional service)	\$42.76
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 2,500+ records; Level 2 (includes 10 hrs of professional service)	\$41.47
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 1-24 records; Level 3 (includes 10 hrs of professional service)	\$78.03
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 25-49 records; Level 3 (includes 10 hrs of professional service)	\$70.22
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 50-99 records; Level 3 (includes 10 hrs of professional service)	\$62.42
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 100-149 records; Level 3 (includes 10 hrs of professional service)	\$58.52
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 150-249 records; Level 3 (includes 10 hrs of professional service)	\$54.62
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 250-499 records; Level 3 (includes 10 hrs of professional service)	\$51.89
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 500-999 records; Level 3 (includes 10 hrs of professional service)	\$49.29
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 1,000-2,499 records; Level 3 (includes 10 hrs of professional service)	\$46.83
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 2,500+ records; Level 3 (includes 10 hrs of professional service)	\$45.42
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 1-24 records; Level 4 (includes 10 hrs of professional service)	\$76.33
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 25-49 records; Level 4 (includes 10 hrs of professional service)	\$68.70
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 50-99 records; Level 4 (includes 10 hrs of professional service)	\$61.07
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 100-149 records; Level 4 (includes 10 hrs of professional service)	\$57.25
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 150-249 records; Level 4 (includes 10 hrs of professional service)	\$53.43
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 250-499 records; Level 4 (includes 10 hrs of professional service)	\$50.76
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 500-999 records; Level 4 (includes 10 hrs of professional service)	\$48.22
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 1,000-2,499 records; Level 4 (includes 10 hrs of professional service)	\$45.81
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 2,500+ records; Level 4 (includes 10 hrs of professional service)	\$44.44
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 1-24 records; Level 5 (includes 10 hrs of professional service)	\$81.42
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 25-49 records; Level 5 (includes 10 hrs of professional service)	\$73.28
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 50-99 records; Level 5 (includes 10 hrs of professional service)	\$65.14
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 100-149 records; Level 5 (includes 10 hrs of professional service)	\$61.07
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 150-249 records; Level 5 (includes 10 hrs of professional service)	\$56.99
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 250-499 records; Level 5 (includes 10 hrs of professional service)	\$54.14
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 500-999 records; Level 5 (includes 10 hrs of professional service)	\$51.44
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 1,000-2,499 records; Level 5 (includes 10 hrs of professional service)	\$48.87

Product/Service Description	Commercial List Price
Pricing is step down (i.e. records 1-49 priced first at x, then the next 49 priced at y, etc.) Overage charged at lowest tier committed (no step down for overage)	
DNBi / Finance Analytics (Records Under Management-RUM) Latin America; 2,500+ records; Level 5 (includes 10 hrs of professional service)	\$47.40
DNBi / Finance Analytics (Records Under Management-RUM); Additional professional service hours for levels 2-5 are available on a per hourly basis	\$250.00
DNBi / Finance Analytics (Records Under Management-RUM); Annual Service Plan (includes 2 days of professional service per quarter)	\$16,000.00

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# Risk Monitoring Services

## ***Alert Services Option***

### **Alert Services - Inquiry**

Our automated warning service, Alert Services allows D&B to do the monitoring work for you. Alert Services automatically monitors the entire portfolio of businesses in your Customer Watch on dnb.com. Risk notifications are sent directly to you whenever there is a significant change in a customer's financial condition or operational status

Indicators Automatically Monitored include: D&B Rating, Financial Stress Percentile Score, Credit Class, PAYDEX Score, Public Filings (suits, liens, judgments, bankruptcy), Special Events (mergers, announced sales or restructuring, and more). Customization of the profile is not available. All notifications are daily, available through Customer Watch and email.

### **Alert Services – Business Monitoring**

Business Monitoring is ideal for those customers who only wish to monitor companies on a case-by-case basis. You can choose which companies to monitor through Customer Watch on dnb.com. You can choose to monitor a company when you first purchase a report via Customer Watch, or you can add Business Monitoring to a previously purchased company report in your Customer Watch.

Indicators Automatically Monitored include: D&B Rating, Financial Stress Score/Failure Class, Credit Class, PAYDEX Score, Public Filings (suits, liens, judgments, bankruptcy), Special Events (mergers, announced sales or restructuring, and more). Customization of the profile is not available. All notifications are daily, available through Customer Watch and email.

### **Alert Services - Customized Lists (See Preferred Pricing Plan Price Schedule for details)**

**Delivery Options** Alert Services provide customers with the option of receiving notification of changes to accounts registered for monitoring on a daily, weekly, monthly, bi-monthly, or quarterly basis in the following delivery methods:

- FTP
- E-Mail

## Risk Monitoring Services (cont.)

**Deliverables** Customers selecting *email delivery* receive full change notices regardless of frequency.

Customers receiving fax delivery receive full change notices for daily service ONLY

Customers receiving tape, diskette, cartridge, or FTP delivery receive machine readable notices, regardless of frequency (note exception listed in above delivery options)

- Management Reports are available at no additional charge and include:
- Registration Activity Report (Listing of all accounts registered for Alert Services)
- Account Management Summary Report, available bi-annually upon request (Summary of change notices by account over a six-month timeframe).

### **Monitoring Groups**

Monitoring groups available to customers with Alert Services include:

- Bankruptcies
- Business Information Reports updates (**Daily deliver only**)
- Credit Score (Credit Risk Score OR Credit Risk Class)
- D&B Rating
- Financial Statement updates (**Daily deliver only**)
- Financial Stress Score / Failure Class (Financial Stress Score / Failure Class OR Financial Stress Score Percentile/ Failure Score)
- Financials (Change in Net Worth)
- Operational Events (e.g., Business Moves, Change of CEO, etc.)
- PAYDEX Score
- Public Filings (Suits, Liens, Judgements)
- Special Events (e.g., Fire/Disasters, Burglary/Embezzlement, etc.)
- Supplier Evaluation Score
- UCC Filings

**Pricing** Pricing for any of the Alert Services options is based on three factors:

- Number of Accounts Registered
- Number of Data Elements Monitored
- Frequency of Notification Delivery

**Special Pricing Options**

**Cycle** All pricing is based on a 12 month monitoring cycle

**D-U-N-S®  
Number Look-Ups** There is no charge for D-U-N-S® Number Look-Ups when done in conjunction with any Alert Service option.

**High Volume  
Registration  
Discounts** Volume discounts are available to customers registering large numbers upfront for monitoring. Discounts are applied as the number of registrations progress through the tier levels.

**PPT Discounts** Participating Point (PPT's) can take advantage of volume discounts available through their Combination Contract. This option can be obtained by completing the "Combination Contract Indicator" section on the Customer Profile Worksheet.

**Trade Tape  
Participant  
Discount** Trade Tape Program Participants are eligible for an additional 10% discount off of their monitoring registrations up to a maximum of \$5,000. This option can be obtained by completing the "Special Billing Options" section on the Customer Profile Worksheet.

**Multiple Media** Additional media output (e.g., tape and paper) is charged at \$160.89 per additional media.

**Additional Copies of  
Media** When customers wish to receive multiple copies of output or delivery to multiple locations the charge is \$159.67 per additional copy/location.

**Same Registrations,  
Multiple Delivery  
Frequencies** When the same data elements on the same accounts are selected at different frequencies (e.g., PAYDEX Score delivered monthly and daily), there is a 10% premium based on the higher priced frequency.

**Same Registrations,  
Different Profiles** When the same accounts are monitored in two different ways (e.g., PAYDEX Score monthly and bankruptcies daily), there is a 10% premium based on the higher priced profiles.

***Severe Risk Option – Business Deterioration, Higher Risk, Bankruptcy and Information Alerts***

The Basic Service covers previous D&B inquiries over the prior 24 month period, for each of three types of severe risk options and provides fax or e-mail notification of the event to a designated contact. Notification types include:

- Higher Risk
- Business Deterioration
- Filed Bankruptcy
- Information Alert

## Monitoring Services Price List

### D & B Subscription Discount Plans Price Guide

D & B Subscription Monitoring Services are comprised of four offerings:

Together, Alert Services and Severe Risk provide a client with ultimate protection against risk.

1. Alert Services -- a proactive account management tool that works as an "early warning detection system." Available in 2 versions. Alert services select allows customers to customize

their service by selecting data elements to meet their specific requirements. There are currently thirteen (13) data elements to choose from, which are available on a daily, weekly, monthly, bi-monthly or quarterly delivery basis. Delivery available via dnb.com, E-Mail, FTP, facsimile or mail. Alert Services Inquiry monitors a pre-selected list of elements across all customer inquiries.

2. Severe Risk -- an insurance policy designed to protect the customer from severe situations that may occur within a customer's accounts. Four levels of risk notification are offered: Higher Risk, Business Deterioration, Bankruptcy and Information Alerts.

3. Continuous Monitoring -- an option to receive on-going updates to the specific D&B report sections of the reports customers ordered.

4. Annual Report Update Program -- a free reminder service (renewal program) that tracks which reports a customer has ordered in the previous ten months.

Volume discounts for Alerts are available to customers registering large numbers upfront for Monitoring. Discounts are applied as number of registrations progress through the tier levels, i.e., number of accounts. (Step-down pricing)

**Step-down pricing up to 200,000 records. At 200,001 records convert to range pricing**

#### D&B Alert Services Inquiry

##### Basic Coverage

17% of current year's total annual upfront dollar commitment for Annual Discount Plan

Minimum offer: \$350 (Price Per Record)

##### Basic Coverage w/ Severe Risk

15% of current year's total annual upfront dollar commitment for Annual Discount Plan

Minimum offer: \$350 (Price Per Record)

#### Discount Schedule Based On Change Delivery Option

		DAILY	WEEKLY	MONTHLY	BI-MONTHLY	QUARTERLY
<b>D&amp;B Alert Services (Scores, Events, Public Filing Notification)</b>						
<b>1-500 Accounts</b>						
1 Data Element	\$ 9.56	\$ 8.60	\$ 7.17	\$ 6.21	\$ 5.74	
2 Data Elements	\$ 11.53	\$ 10.39	\$ 8.66	\$ 7.51	\$ 6.92	
3 Data Elements	\$ 13.12	\$ 11.84	\$ 9.86	\$ 8.54	\$ 7.89	
4 Data Elements	\$ 14.46	\$ 12.99	\$ 10.82	\$ 9.38	\$ 8.66	
5 Data Elements	\$ 16.12	\$ 14.48	\$ 12.07	\$ 10.47	\$ 9.66	
6 Data Elements	\$ 16.80	\$ 15.12	\$ 12.60	\$ 10.93	\$ 10.08	
<b>501-1,000 Accounts</b>						
1 Data Element	\$ 7.92	\$ 7.11	\$ 5.92	\$ 5.13	\$ 4.73	
2 Data Elements	\$ 9.56	\$ 8.60	\$ 7.17	\$ 6.21	\$ 5.74	
3 Data Elements	\$ 11.15	\$ 10.05	\$ 8.36	\$ 7.25	\$ 6.69	
4 Data Elements	\$ 12.20	\$ 10.97	\$ 9.15	\$ 7.93	\$ 7.31	
5 Data Elements	\$ 13.49	\$ 12.12	\$ 10.11	\$ 8.76	\$ 8.08	
6 Data Elements	\$ 14.10	\$ 12.70	\$ 10.58	\$ 9.18	\$ 8.46	
<b>1,001-5,000 Accounts</b>						
1 Data Element	\$ 6.31	\$ 5.65	\$ 4.72	\$ 4.09	\$ 3.78	
2 Data Elements	\$ 7.24	\$ 6.52	\$ 5.44	\$ 4.71	\$ 4.34	
3 Data Elements	\$ 8.52	\$ 7.68	\$ 6.40	\$ 5.54	\$ 5.12	
4 Data Elements	\$ 9.20	\$ 8.26	\$ 6.87	\$ 5.96	\$ 5.51	
5 Data Elements	\$ 10.17	\$ 9.19	\$ 7.65	\$ 6.63	\$ 6.12	
6 Data Elements	\$ 10.85	\$ 9.74	\$ 8.13	\$ 7.05	\$ 6.50	
<b>5,001-10,000 Accounts</b>						
1 Data Element	\$ 4.96	\$ 4.46	\$ 3.71	\$ 3.21	\$ 2.96	
2 Data Elements	\$ 5.88	\$ 5.32	\$ 4.42	\$ 3.84	\$ 3.53	
3 Data Elements	\$ 6.62	\$ 5.95	\$ 4.95	\$ 4.29	\$ 3.95	
4 Data Elements	\$ 7.24	\$ 6.52	\$ 5.44	\$ 4.71	\$ 4.34	
5 Data Elements	\$ 7.91	\$ 7.11	\$ 5.92	\$ 5.13	\$ 4.73	
6 Data Elements	\$ 8.52	\$ 7.68	\$ 6.40	\$ 5.54	\$ 5.12	
<b>10,001-25,000 Accounts</b>						
1 Data Element	\$ 4.24	\$ 3.81	\$ 3.18	\$ 2.76	\$ 2.54	
2 Data Elements	\$ 4.96	\$ 4.46	\$ 3.71	\$ 3.21	\$ 2.96	
3 Data Elements	\$ 5.88	\$ 5.32	\$ 4.42	\$ 3.84	\$ 3.53	
4 Data Elements	\$ 6.31	\$ 5.65	\$ 4.72	\$ 4.09	\$ 3.78	
5 Data Elements	\$ 6.92	\$ 6.24	\$ 5.19	\$ 4.51	\$ 4.15	
6 Data Elements	\$ 7.24	\$ 6.52	\$ 5.44	\$ 4.71	\$ 4.34	
<b>25,001-50,000 Accounts</b>						
1 Data Element	\$ 3.92	\$ 3.52	\$ 2.94	\$ 2.54	\$ 2.35	
2 Data Elements	\$ 4.66	\$ 4.15	\$ 3.46	\$ 3.00	\$ 2.78	
3 Data Elements	\$ 5.28	\$ 4.73	\$ 3.93	\$ 3.42	\$ 3.15	
4 Data Elements	\$ 5.88	\$ 5.32	\$ 4.42	\$ 3.84	\$ 3.53	
5 Data Elements	\$ 6.31	\$ 5.65	\$ 4.72	\$ 4.09	\$ 3.78	
6 Data Elements	\$ 6.62	\$ 5.95	\$ 4.95	\$ 4.29	\$ 3.95	
<b>50,001-100,000 Accounts</b>						
1 Data Element	\$ 3.62	\$ 3.23	\$ 2.69	\$ 2.34	\$ 2.15	
2 Data Elements	\$ 4.24	\$ 3.81	\$ 3.18	\$ 2.76	\$ 2.54	
3 Data Elements	\$ 4.78	\$ 4.33	\$ 3.61	\$ 3.13	\$ 2.88	
4 Data Elements	\$ 5.40	\$ 4.86	\$ 4.05	\$ 3.50	\$ 3.23	
5 Data Elements	\$ 5.72	\$ 5.14	\$ 4.28	\$ 3.71	\$ 3.42	
6 Data Elements	\$ 6.00	\$ 5.42	\$ 4.53	\$ 4.42	\$ 3.62	
<b>100,001-200,000 Accounts</b>						
1 Data Element	\$ 3.44	\$ 3.12	\$ 2.60	\$ 2.26	\$ 2.08	
2 Data Elements	\$ 4.06	\$ 3.65	\$ 3.02	\$ 2.62	\$ 2.42	
3 Data Elements	\$ 4.66	\$ 4.15	\$ 3.46	\$ 3.00	\$ 2.78	
4 Data Elements	\$ 5.15	\$ 4.61	\$ 3.85	\$ 3.34	\$ 3.07	
5 Data Elements	\$ 5.45	\$ 4.92	\$ 4.09	\$ 3.53	\$ 3.27	
6 Data Elements	\$ 5.72	\$ 5.14	\$ 4.28	\$ 3.71	\$ 3.42	



Range Pricing

200,001-500,000 Accounts	DAILY	WEEKLY	MONTHLY	BI-MONTHLY	QUARTERLY
1 Data Element	\$ 0.74	\$ 0.67	\$ 0.55	\$ 0.48	\$ 0.44
2 Data Elements	\$ 0.87	\$ 0.78	\$ 0.65	\$ 0.56	\$ 0.52
3 Data Elements	\$ 0.99	\$ 0.90	\$ 0.75	\$ 0.65	\$ 0.59
4 Data Elements	\$ 1.11	\$ 0.98	\$ 0.82	\$ 0.72	\$ 0.66
5 Data Elements	\$ 1.17	\$ 1.06	\$ 0.88	\$ 0.76	\$ 0.71
6 Data Elements	\$ 1.23	\$ 1.11	\$ 0.92	\$ 0.80	\$ 0.74
500,001-1,000,000 Accounts	DAILY	WEEKLY	MONTHLY	BI-MONTHLY	QUARTERLY
1 Data Element	\$ 0.64	\$ 0.57	\$ 0.47	\$ 0.41	\$ 0.38
2 Data Elements	\$ 0.75	\$ 0.67	\$ 0.55	\$ 0.48	\$ 0.45
3 Data Elements	\$ 0.85	\$ 0.77	\$ 0.65	\$ 0.55	\$ 0.51
4 Data Elements	\$ 0.95	\$ 0.85	\$ 0.71	\$ 0.61	\$ 0.56
5 Data Elements	\$ 1.00	\$ 0.90	\$ 0.75	\$ 0.66	\$ 0.60
6 Data Elements	\$ 1.06	\$ 0.95	\$ 0.79	\$ 0.69	\$ 0.64
1,000,001-2,000,000 Accounts	DAILY	WEEKLY	MONTHLY	BI-MONTHLY	QUARTERLY
1 Data Element	\$ 0.52	\$ 0.47	\$ 0.39	\$ 0.34	\$ 0.31
2 Data Elements	\$ 0.61	\$ 0.55	\$ 0.46	\$ 0.40	\$ 0.37
3 Data Elements	\$ 0.71	\$ 0.64	\$ 0.53	\$ 0.46	\$ 0.42
4 Data Elements	\$ 0.79	\$ 0.70	\$ 0.58	\$ 0.51	\$ 0.47
5 Data Elements	\$ 0.83	\$ 0.75	\$ 0.62	\$ 0.54	\$ 0.50
6 Data Elements	\$ 0.87	\$ 0.79	\$ 0.66	\$ 0.56	\$ 0.52
2,000,001-3,500,000 Accounts	DAILY	WEEKLY	MONTHLY	BI-MONTHLY	QUARTERLY
1 Data Element	\$ 0.40	\$ 0.36	\$ 0.30	\$ 0.26	\$ 0.24
2 Data Elements	\$ 0.47	\$ 0.42	\$ 0.35	\$ 0.31	\$ 0.29
3 Data Elements	\$ 0.54	\$ 0.49	\$ 0.41	\$ 0.35	\$ 0.33
4 Data Elements	\$ 0.60	\$ 0.53	\$ 0.45	\$ 0.39	\$ 0.36
5 Data Elements	\$ 0.64	\$ 0.57	\$ 0.48	\$ 0.41	\$ 0.38
6 Data Elements	\$ 0.67	\$ 0.60	\$ 0.50	\$ 0.43	\$ 0.40
3,500,001-5,000,000 Accounts	DAILY	WEEKLY	MONTHLY	BI-MONTHLY	QUARTERLY
1 Data Element	\$ 0.29	\$ 0.26	\$ 0.22	\$ 0.18	\$ 0.16
2 Data Elements	\$ 0.33	\$ 0.30	\$ 0.25	\$ 0.22	\$ 0.19
3 Data Elements	\$ 0.38	\$ 0.34	\$ 0.29	\$ 0.25	\$ 0.23
4 Data Elements	\$ 0.42	\$ 0.38	\$ 0.32	\$ 0.28	\$ 0.26
5 Data Elements	\$ 0.45	\$ 0.40	\$ 0.34	\$ 0.29	\$ 0.27
6 Data Elements	\$ 0.47	\$ 0.42	\$ 0.35	\$ 0.31	\$ 0.28
5,000,001+ Accounts	DAILY	WEEKLY	MONTHLY	BI-MONTHLY	QUARTERLY
1 Data Element	\$ 0.17	\$ 0.16	\$ 0.13	\$ 0.11	\$ 0.10
2 Data Elements	\$ 0.20	\$ 0.18	\$ 0.15	\$ 0.13	\$ 0.12
3 Data Elements	\$ 0.24	\$ 0.22	\$ 0.18	\$ 0.15	\$ 0.14
4 Data Elements	\$ 0.27	\$ 0.24	\$ 0.19	\$ 0.17	\$ 0.15
5 Data Elements	\$ 0.28	\$ 0.26	\$ 0.22	\$ 0.18	\$ 0.16
6 Data Elements	\$ 0.30	\$ 0.27	\$ 0.23	\$ 0.19	\$ 0.17
<b>Premium Monitoring Groups - Daily Delivery Only (Annual Cost)</b>					
Financial Section Updates	\$ 10.30				
Report Updates (Including Financial Section) for Business Information Report	\$ 17.23				

**D&B Alert Services - Special Pricing Options**

Multiple media output: \$165 per additional media.  
 Delivery of notifications to multiple locations: \$165 per additional location.  
 Delivery of multiple copies of notifications: \$165 per additional copy.  
 Same registrations, multiple delivery frequencies: 10% premium per additional delivery frequency based on most frequent delivery.  
 Same registrations, different monitored criteria: 10% premium based on higher cost profile.

**See the first page of this document for important information about D&B's policies with respect to these offers**

\*\*\*\*Prices subject to change without notice. All Product and Services include Delivery Charge

Annual Upfront \$ Commitment	Discount Band	Annual Discount
\$1,000 - \$1,999	Band 1	0.0%
\$2,000 - \$2,999	Band 2	6.0%
\$3,000 - \$9,999	Band 3	24.0%
\$10,000 - \$24,999	Band 4	28.0%
\$25,000 - \$99,999	Band 5	30.0%
\$100,000 - \$1,999,999	Band 6	35.0%
\$2,000,000+	Band 7	CUSTOM

The price per product will vary depending upon your volume commitment, billing option (One Time, Effective Date/30/60, Quarterly, or Monthly) and overrun premium. The annual upfront commitment amount excludes reference service options and annual service fees.

**Discount Schedule Based On Annual Upfront Agreement**

	Band 1	Band 2	Band 3	Band 4	Band 5	Band 6
	\$1,000 -	\$2,000 -	\$3,000 -	\$10,000 -	\$25,000 -	\$100,000 -
List Price	\$1,999	\$2,999	\$9,999	\$24,999	\$99,999	\$1,999,999

**Account Update Services**

**Business Monitoring (In addition to U.S. report charge - NO BAND DISCOUNTS)**

Business Information Report	\$25.61
Comprehensive Report	\$25.61

*Business Monitoring is only available with the purchase of a BIR or Comp via Customer Watch*

**Annual Report Update Program**

**Full Report**

Business Information Report	\$74.85	\$74.85	\$70.36	\$56.89	\$53.89	\$52.40	\$48.65
Comprehensive Report	\$102.98	\$102.98	\$96.80	\$78.26	\$74.15	\$72.09	\$66.94
Credit Advisory System	\$99.04	\$99.04	\$93.10	\$75.27	\$71.31	\$69.33	\$64.38
Credit Scoring Report	\$53.53	\$53.53	\$50.32	\$40.68	\$38.54	\$37.47	\$34.79
Payment Analysis Report	\$55.82	\$55.82	\$52.47	\$42.42	\$40.19	\$39.07	\$36.28
Supplier Evaluation Report	\$66.12	\$66.12	\$62.15	\$50.25	\$47.61	\$46.28	\$42.98

**Severe Risk Option (Higher Risk, Business Deterioration, Information Alert, Bankruptcy)**

**Basic Coverage**

9% of current year's total annual upfront dollar commitment for Annual Discount Plan  
 Minimum offer: \$250

(Price Per Record)

# Records	Trade Tape Coverage	List Service Coverage
1-500	\$2.03	\$3.46
501-1,000	\$1.66	\$3.14
1,001-5,000	\$1.41	\$2.83
5,001-10,000	\$1.16	\$2.18
10,001-25,000	\$0.92	\$1.74
25,001-50,000	\$0.62	\$1.42
50,001 - 100,000	\$0.55	\$1.15
100,001 - 200,000	\$0.48	\$1.08
200,001+	\$0.46	\$1.03

Contact your local sales representative for volumes greater than 200,000 and for information state/national coverage

**Severe Risk – (Business Deterioration, Higher Risk, Bankruptcy, and Information Alert)**

State File Options	Bankruptcies	Higher Risk / Deterioration / Information Alerts	All Types of Notifications
National Coverage or 5+ States	\$94,738	\$94,738	\$184,266
1 State	\$19,446	\$19,446	\$37,541
2 States	\$38,155	\$38,155	\$73,637
3 States	\$56,132	\$56,132	\$107,244
4 States	\$73,652	\$73,652	\$141,405

See the first page of this document for important information about D&B's policies with respect to these offers

\*\*\*\*Prices subject to change without notice. All Product and Services include Delivery Charge





**Rate Card Pricing**

Placeholder text for the introductory paragraph of the Rate Card 1 section.

**Rate Card 1 – Local Government**

Band	SR Manager	SR Manager Premium	SR Manager Premium XL
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder

**Rate Card 2 – State Government**

Band	SR Manager	SR Manager Premium	SR Manager Premium XL
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder
Placeholder	Placeholder	Placeholder	Placeholder

**Alerts for International suppliers**

Placeholder text for the introductory paragraph of the Alerts for International suppliers section.

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## **D&B Sales & Marketing Solutions**

Users may enjoy even deeper discounts by requesting quotes from D&B Sales & Marketing Solutions that contain marketing analysis products; data cleanse, match and append services; and web based data management services.

### **Commonwealth Departments currently using these services:**

- Contracts, Purchasing and Procurement for Vendor Responsibility
- Determinations Law Enforcement, Intelligence and Counter-Terrorism
- Economic Development
- Workforce Development
- Tax and Revenue Collections

### **Most Commonly Used Products:**

- Optimizer
- D&B Sales & Marketing Data
- Services D&B Hoover's
- Market Insight & Econovue
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**I Mail and Telemarketing Records**

**Mailing Lists/Label and Telemarketing Orders**

- **\$500**
- **A**
  - **Unique**

**25% Customer Append Premium must be applied for match and append orders**

**Rates per 1,000 records**

Range	Mail Record	Standard Telemarketing Record	Enhanced Telemarketing Record

Output	Calculation Used Approach











Selector & Level	Price Per 1,000	Selector & Level	Price Per 1,000	Selector & Level	Price Per 1,000
<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>
<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>

*\* Specific minority classifications are Hispanic/Latino; Black/African American; Asian; Indian/sub-Continent; American Indian/Alaskan; Other - (includes veterans.)*





**IV Special file charges**

Special file charges are assessed for all files. The charges are based on the number of records in the file and the type of file. The charges are assessed on a per record basis. The charges are assessed on a per record basis. The charges are assessed on a per record basis.

Special file charges are assessed for all files. The charges are based on the number of records in the file and the type of file. The charges are assessed on a per record basis. The charges are assessed on a per record basis. The charges are assessed on a per record basis.

- Executive Name File
- Hot List
- Hot List Extra
- Trends Selection

**Special File Multipliers**

Special file multipliers are assessed for all files. The multipliers are based on the type of file. The multipliers are assessed on a per record basis. The multipliers are assessed on a per record basis. The multipliers are assessed on a per record basis.

Description	Multipliers				
	Mail	Telemarketing/ Enhanced Telemarketing	Prospecting Record	Strategic Marketing	Strategic Database Marketing
Executive Name File	1.0	1.0	1.0	1.0	1.0
Hot List	1.0	1.0	1.0	1.0	1.0
Hot List Extra	1.0	1.0	1.0	1.0	1.0
Trends Selection	1.0	1.0	1.0	1.0	1.0

**\*\* Executive Name File information is only available with a Strategic marketing/Database Record.**









<b>VII</b>	<b>Other License Options</b>
------------	------------------------------

**Licenses that are less than 12 months \***

Period	Percentage of 12 Month Equiv.
1 month	11.67%
2 months	23.33%
3 months	35.00%
4 months	46.67%
5 months	58.33%
6 months	70.00%
7 months	75.00%
8 months	80.00%
9 months	85.00%
10 months	90.00%
11 months	95.00%

\* Licenses that are more than 12 months will be at the regular pro-rated amount.

<b>Retaining Old Data</b>	<p>80%</p>
---------------------------	------------







# I Single Element Pricing

<p><b>Element Pricing</b></p>	<p>© 2018 Oracle and/or its affiliates. All rights reserved. Oracle, the Oracle logo, and "E-Business Suite" are trademarks of Oracle Corporation and/or its affiliates. Other brands and product names are trademarks of their respective owners.</p> <p>Information is provided for informational purposes only. Oracle does not warrant, represent, or make any claim about the accuracy, completeness, or timeliness of the information. Oracle disclaims any liability for errors or omissions. Oracle reserves the right to change the information without notice.</p> <p>information to customers' files, to personalize the solution for each customer's specific application needs. Please note that these information <b>CANNOT</b> be used for reporting purposes.</p> <p><b>PER ELEMENT</b></p>
<p><b>Customer Append Premium</b></p>	<p>Whenever data is being appended to the records of our Customer's information, <b>A</b> premium of <b>1.25</b> must be applied.</p>
<p><b>Example:</b></p>	<p>Example:</p> <p>Customer A has 1000 records. Customer B has 2000 records. Customer C has 3000 records. Customer D has 4000 records. Customer E has 5000 records. Customer F has 6000 records. Customer G has 7000 records. Customer H has 8000 records. Customer I has 9000 records. Customer J has 10000 records.</p> <p>Customer A premium = 1.25 x 1000 = 1250</p> <p>Customer B premium = 1.25 x 2000 = 2500</p> <p>Customer C premium = 1.25 x 3000 = 3750</p> <p>Customer D premium = 1.25 x 4000 = 5000</p> <p>Customer E premium = 1.25 x 5000 = 6250</p> <p>Customer F premium = 1.25 x 6000 = 7500</p> <p>Customer G premium = 1.25 x 7000 = 8750</p> <p>Customer H premium = 1.25 x 8000 = 10000</p> <p>Customer I premium = 1.25 x 9000 = 11250</p> <p>Customer J premium = 1.25 x 10000 = 12500</p> <p><b>\$147.5/m</b></p>
<p><b>Summary of Price Buckets</b></p>	<p>Summary of Price Buckets</p> <p>Customer A premium = 1.25 x 1000 = 1250</p> <p>Customer B premium = 1.25 x 2000 = 2500</p> <p>Customer C premium = 1.25 x 3000 = 3750</p> <p>Customer D premium = 1.25 x 4000 = 5000</p> <p>Customer E premium = 1.25 x 5000 = 6250</p> <p>Customer F premium = 1.25 x 6000 = 7500</p> <p>Customer G premium = 1.25 x 7000 = 8750</p> <p>Customer H premium = 1.25 x 8000 = 10000</p> <p>Customer I premium = 1.25 x 9000 = 11250</p> <p>Customer J premium = 1.25 x 10000 = 12500</p>



**Pricing – Level A**

**Selector Pricing:**

**Append Pricing:**

# of Records	Standard Append Pricing
Up to 5,000	
5,001 - 10,000	
10,001 - 20,000	
20,001 - 50,000	
50,001 - 100,000	
100,001 - 200,000	
200,001 - 500,000	
500,001 - 1,000,000	
1,000,001 - 5,000,000	
5,000,001 - 15,000,000	
15,000,001+	

- \*All elements have a max price - please refer to Max Prices Tab;
- \*All pricing is step-down
- \*Cost is per record

**25% Customer Append Premium must be applied for match and append orders**

**Elements by Category**

- |  |   |
|--|---|
| <ul style="list-style-type: none"> <li><input type="checkbox"/></li> <li><input type="checkbox"/></li> <li><input type="checkbox"/></li> <li><input type="checkbox"/></li> <li><input type="checkbox"/></li> <li><input type="checkbox"/></li> <li><input type="checkbox"/></li> <li><input type="checkbox"/></li> <li><input type="checkbox"/></li> <li><input type="checkbox"/></li> <li><input type="checkbox"/></li> </ul> | <ul style="list-style-type: none"> <li>• <input type="checkbox"/> <b>A</b></li> <li>• <input type="checkbox"/> <b>Selector Only</b></li> <li>• <input type="checkbox"/> <b>Selector Only</b></li> <li>• <input type="checkbox"/> <b>A</b></li> <li>• <input type="checkbox"/></li> <li>• <input type="checkbox"/></li> <li>• <input type="checkbox"/></li> <li>• <input type="checkbox"/> <b>A</b></li> <li>• <input type="checkbox"/></li> <li>• <input type="checkbox"/></li> </ul> |
|--|---|

**Pricing – Level B**

**Selector Pricing:** \$11/m

**Append Pricing:**

# of Records	Standard Append Pricing
Up to 5,000	
5,001 - 10,000	
10,001 - 20,000	
20,001 - 50,000	
50,001 - 100,000	
100,001 - 200,000	
200,001 - 500,000	
500,001 - 1,000,000	
1,000,001 - 5,000,000	
5,000,001 - 15,000,000	
15,000,001+	

\*All elements have a max price - please refer to Max Prices Tab;  
 \*All pricing is step-down  
 \*Cost is per record

**25% Customer Append Premium must be applied for match and append orders**

**Elements by Category**

- 8 Digit SIC Code
- 8(A) Indicator
- Accounting Firm Relation
- Actual Square Footage
- Axiom Home Based Business Insight Flag
- Bank Relation
- Change Control Indicator
- Company Level E-Contact
- Cottage Industry
- Employees Here **Append Only**
- Employees Total **Append Only**
- FAX #
- FIPS Code
- Fiscal Year
- Franchise Establishment Type
- Franchise Identifier Code
- Latitude & Longitude (GEO Code) **Selector Only**
- GEO Connect - **Domestic Append Only**
- Import/Export Indicator \*
- Income Indicator (Census)
- Incorporated vs Unincorporated
- Labor Surplus
- Legal Status
- Line of Business
- Manufacturing Indicator
- Median Family Income (Census)
- Minority Owned Business Indicator
- MSA (Census) **Append Only**
- NAICS Code \*
- National ID
- Number of Accounts
- Number of Family Members
- Public Filings Indicator
- Public vs Private Indicator
- Small Business Indicator
- State of Incorporation
- Territory Covered
- Ticker Symbol File
- Trends Data - 3 Years (Employees or Sales)
- UCC Filing Indicator
- Woman-Owned Business Indicator
- Year Business Started



Pricing – Level D

Selector Pricing:

Append Pricing:

# of Records	Standard Append Pricing
Up to 5,000	
5,001 - 10,000	
10,001 - 20,000	
20,001 - 50,000	
50,001 - 100,000	
100,001 - 200,000	
200,001 - 500,000	
500,001 - 1,000,000	
1,000,001 - 5,000,000	
5,000,001 - 15,000,000	
15,000,001+	

\*All elements have a max price - please refer to Max Prices Tab;  
 \*All pricing is step-down  
 \*Cost is per record

**25% Customer Append Premium must be applied for match and append orders**

Elements in Buckets

- Building ID
- Color Imaging ID
- Computer Reseller/VAR/Developer ID
- Copier Acquisition Channel
- Copy Volume
- Best FEIN (Includes Tax ID and Case DUNS #)
- Latitude & Longitude (GEO Connect) - **Global Append Only**
- Number of Copiers
- Number of Nodes
- Number of PCs
- Number of Printers
- Financial Services Model Score – Card Response
- Financial Services Model Score – Lease Propensity
- Financial Services Model Score – Lease Balance
- Financial Services Model Score – Loan Propensity
- Financial Services Model Score – Line of Credit Propensity
- Financial Services Model Score – Total Balance
- Office Products Reseller ID
- Presence of a Network
- Presence of a Wide Area Network (WAN)
- Printer Volume
- Propensity to Lease
- UCC Filing Details
- Web Presence Model Score **Append Only**
- Wholesale Office Supply Buying Index (WOSBI)

**Pricing – Level E**

**Selector Pricing:** \$42/m

**Append Pricing:**

# of Records	Standard Append Pricing
Up to 5,000	
5,001 - 10,000	
10,001 - 20,000	
20,001 - 50,000	
50,001 - 100,000	
100,001 - 200,000	
200,001 - 500,000	
500,001 - 1,000,000	
1,000,001 - 5,000,000	
5,000,001 - 15,000,000	
15,000,001+	

\*All elements have a max price - please refer to Max Prices Tab;  
 \*All pricing is step-down  
 \*Cost is per record

**25% Customer Append Premium must be applied for match and append orders**

**Elements in Bucket:**

- [Placeholder]
- [Placeholder]
- [Placeholder] **A**
- [Placeholder] **A**
- [Placeholder] **A**
- [Placeholder] **Append Only**

\* Premium Prescreen Score price is a 50% premium to the Standard Score

Pricing – Level F

Selector Pricing:

Append Pricing:

# of Records	Standard Append Pricing
Up to 5,000 <input type="checkbox"/>	<input type="text"/>
5,001 - 10,000 <input type="checkbox"/>	<input type="text"/>
10,001 - 20,000 <input type="checkbox"/>	<input type="text"/>
20,001 - 50,000 <input type="checkbox"/>	<input type="text"/>
50,001 - 100,000 <input type="checkbox"/>	<input type="text"/>
100,001 - 200,000 <input type="checkbox"/>	<input type="text"/>
200,001 - 500,000 <input type="checkbox"/>	<input type="text"/>
500,001 - 1,000,000 <input type="checkbox"/>	<input type="text"/>
1,000,001 - 5,000,000 <input type="checkbox"/>	<input type="text"/>
5,000,001 - 15,000,000 <input type="checkbox"/>	<input type="text"/>
15,000,001+ <input type="checkbox"/>	<input type="text"/>

\*All elements have a max price - please refer to Max Prices Tab;  
\*All pricing is step-down  
\*Cost is per record

**25% Customer Append Premium must be applied for match and append orders**

Elements in Bucket:

-

**Pricing – Level G**

**Selector Pricing:**

**Append Pricing:**

# of Records	Standard Append Pricing
Up to 5,000	<input type="text"/>
5,001 - 10,000	<input type="text"/>
10,001 - 20,000	<input type="text"/>
20,001 - 50,000	<input type="text"/>
50,001 - 100,000	<input type="text"/>
100,001 - 200,000	<input type="text"/>
200,001 - 500,000	<input type="text"/>
500,001 - 1,000,000	<input type="text"/>
1,000,001 - 5,000,000	<input type="text"/>
5,000,001 - 15,000,000	<input type="text"/>
15,000,001+	<input type="text"/>

\*All elements have a max price - please refer to Max Prices Tab;  
 \*All pricing is step-down  
 \*Cost is per record

**25% Customer Append Premium must be applied for match and append orders**

**Elements in Bucket:**

- \*
- \*
- **Selector Only**

# Single Element Details

*Details on the most popular single elements*

---

## Cottage Industry File

**Cottage Industry File** provides information on businesses that are classified as cottage industries. This information is used to identify businesses that are eligible for certain programs and services.

**Data elements** include:

**Pricing – Level B**

---

## Minority & Women Owned Business

**D&B Minority & Women Owned Business File** provides information on businesses that are classified as minority and women owned. This information is used to identify businesses that are eligible for certain programs and services.

**Data elements** include:

- Level B**
- Level B**
- Level C**
- A**
- A**
- A**

---

## Best FEIN (Federal Employee Tax ID)

**Best FEIN File** provides information on businesses that are classified as best FEIN. This information is used to identify businesses that are eligible for certain programs and services.

**Data elements:**

- 
- 

**Pricing – Level D**



# Franchise File

Franchise File contains 430,000 businesses that are engaged in 'franchising' activities

## Data elements

- **Level B**
- **Level B**
- **Level C**

**Pricing:**

---

# Ticker Symbol File

Ticker Symbol File contains information on the ticker symbols of public companies. It includes the ticker symbol, the company name, the exchange, and the industry.

## Data elements

- Ticker symbol
- Company name
- Exchange
- Industry
- A "street symbol" is a ticker symbol that is not a letter or a number.

**Pricing – Level B**

---

# Marketing Prescreen Score

Marketing Prescreen Score is a score that is calculated based on a company's marketing activities. It is used to identify companies that are likely to be successful in their marketing efforts.

**Selector Pricing - Level G:**  
**Append Pricing - Level E**

## GeoConnect

**D&B GeoConnect File** is a flat file that contains information about the company's financial performance. The file is organized into records, with each record representing a company. The records are sorted by company name.

The file contains the following information:

- Company Name
- Company Address
- Company Phone Number
- Company Fax Number
- Company Website
- Company Industry
- Company Revenue
- Company Profit
- Company Assets
- Company Liabilities
- Company Equity

### GeoConnect Data elements:

The following table describes the data elements in the GeoConnect file:

Field Name	Length of Field	Type
Company Name	100	Text
Company Address	100	Text
A Company Phone Number	15	Text
Company Fax Number	15	Text
Company Website	100	Text
Company Industry	100	Text
Company Revenue	15	Text
Company Profit	15	Text
Company Assets	15	Text
Company Liabilities	15	Text
Company Equity	15	Text

## Fortune 1000 File

The Fortune 1000 File is a flat file that contains information about the top 1000 companies in the United States. The file is organized into records, with each record representing a company. The records are sorted by company name.

The file contains the following information:

- Company Name
- Company Address
- Company Phone Number
- Company Fax Number
- Company Website
- Company Industry
- Company Revenue
- Company Profit
- Company Assets
- Company Liabilities
- Company Equity

## Global 500 File

The Global 500 File is a flat file that contains information about the top 500 companies in the world. The file is organized into records, with each record representing a company. The records are sorted by company name.

### Data elements:

- Company Name

## Pricing – Level G: (Applies to Each of Fortune 1000 or Global 500)

# NAICS (North American Industrial Classification System)

A **NAICS** **A** **A**

**Data elements:**

- A**
- A** establishment's

**Pricing: Level B for Primary NAICS; Level A for additional NAICS codes**



# U.S. Sales & Marketing Solutions

## 7. Credit Elements Used with Marketing Related Applications\*

Note: NOT AVAILABLE

\*All pricing is step-down

Selector Only Pricing												
Base Pricing (\$ per record)	Credit Elements					Scores			Indicators			
	Paydex	Credit Rating	Net Worth	Rating & Paydex	Rating, Paydex & Net Worth	Credit Score	BAS or DUG	Financial Stress	Bankruptcy*	Suit/Lien/Judgement	Foreign Owned	
Up to 5,000												
5,001 - 10,000												
10,001 - 20,000												
20,001 - 50,000												
50,001 - 100,000												
100,001 - 200,000												
200,001 - 500,000												
500,001 - 1,000,000												
1,000,001 - 5,000,000												
5,000,001 - 15,000,000												
15,000,001+												

Add-On Pricing												
Base Pricing (\$ per record)	Credit Elements					Scores			Indicators			
	Paydex	Credit Rating	Net Worth	Rating & Paydex	Rating, Paydex & Net Worth	Credit Score	BAS or DUG	Financial Stress Score	Bankruptcy	Suit/Lien/Judgement*	Foreign Owned*	
Up to 5,000												
5,001 - 10,000												
10,001 - 20,000												
20,001 - 50,000												
50,001 - 100,000												
100,001 - 200,000												
200,001 - 500,000												
500,001 - 1,000,000												
1,000,001 - 5,000,000												
5,000,001 - 15,000,000												
15,000,001+												

Base Pricing (\$/m):	Add-On Pricing			
	Credit Elements		Scores	
	Rating PAYDEX and NW	Suit/Lien/Judgement Details	Rating OR PAYDEX w/ NW	Average High Credit/ High Credit (Both)
1 - 2,500				
2,501 - 5,000				
5,001 - 25,000				
25,001 - 100,000				
100,001 - 200,000				
200,001 - 400,000				
400,001 - 850,000				
850,001 - 1,499,999				
1,500,000 - 2,000,000				
2,000,001 - 11,000,000				
11,000,001 +				





Single Elements Appends	Maximum Price
Median Family Income (Census)	\$50,000
Mergers and Acquisitions Indicator	\$50,000
Minority Classification (Specific) *	\$30,000
Minority Owned Business Indicator *	\$15,000
MSA (Census) Append Only	\$50,000
NAICS Code *	\$35,000
NAICS Code with Description *	\$35,000
National ID	\$300,000
NIXIE	\$75,000
Non-Profit Indicator *	\$30,000
Number of Accounts	\$75,000
Number of Copiers	\$40,000
Number of Family Members	\$125,000
Number of Nodes	\$40,000
Number of PCs	\$40,000
Number of Printers	\$40,000
Office Products Reseller ID	\$30,000
Out of Business Indicator	\$50,000
Owns / Rents site *	\$50,000
Phone #	\$125,000
Premium Marketing Prescreen Append Only*	\$187,500
Presence of a Network	\$40,000
Presence of a Wide Area Network (WAN)	\$40,000
Printer Volume	\$40,000
Propensity to Lease	\$200,000
Public Filings Indicator *	\$5,000
Public vs Private Indicator *	\$5,000
Sales Volume Actual	\$175,000
Sales Volume Range	\$175,000
Second NAICS or SIC Code *	\$30,000
Second NAICS or SIC Code with description*	\$30,000
Single URL *	\$175,000
Site Status (HQ, Branch, Single Location)	\$30,000
Small Business Indicator	\$50,000
Square Footage Estimator	\$30,000
Standard Marketing Prescreen Append Only*	\$125,000
State of Incorporation	\$30,000
Tech. & Office Products Premium Profile Index	\$50,000
Territory Covered	\$50,000
Ticker Symbol File *	\$1,000
TIXIE	\$75,000
Toll Free Phone #'s	\$30,000
Trade Style Name	\$50,000
Trends Data - 3 Years (Employees or Sales)	\$150,000
UCC Filing Details *	\$600,000
UCC Filing Indicator *	\$200,000
UCC Secured Party *	\$400,000
Web Presence Model Score Append Only	\$75,000
White Collar Employment Estimator *	\$75,000
Wholesale Office Supply Buying Index (WOSBI)	\$50,000
Woman-Owned Business Indicator *	\$35,000
Women Executive File	\$50,000
Year Business Started *	\$1,000
Year Present Control	\$75,000

- 
- 
- 
- 

# Sales & Marketing Solutions

## Bundled Data Solutions / “Data Suites”

These “Data Suites” are pre-packaged product groupings that are managed by the fulfillment team as “common element groupings”. These “pre-packaged” product groupings are managed by the fulfillment team as “common element groupings”. These “pre-packaged” product groupings are managed by the fulfillment team as “common element groupings”.

These “Data Suites” are pre-packaged product groupings that are managed by the fulfillment team as “common element groupings”. These “pre-packaged” product groupings are managed by the fulfillment team as “common element groupings”. These “pre-packaged” product groupings are managed by the fulfillment team as “common element groupings”.

**If a bundle is being appended to a customer record, then the Customer Append Premium multiple must be utilized.**

These “Data Suites” are pre-packaged product groupings that are managed by the fulfillment team as “common element groupings”. These “pre-packaged” product groupings are managed by the fulfillment team as “common element groupings”.

Suite Name	Page	Suite Name	Page
A	1		1
	2		2
	3		3
A	4		4
	5		5
	6		6
	7		7
	8		8
A	9		9
	10		10

-







**Pricing – Tier 4**

**Append Pricing:**

# of Records	Standard Append Pricing
Up to 5,000	
5,001 - 10,000	
10,001 - 20,000	
20,001 - 50,000	
50,001 - 100,000	
100,001 - 200,000	
200,001 - 500,000	
500,001 - 1,000,000	
1,000,001 - 5,000,000	
5,000,001 - 15,000,000	
15,000,001+	
<p><b>*All elements have a max price - please refer to Max Prices Tab;</b>  <b>*All pricing is step-down</b>  <b>*Cost is per record</b></p>	

**25% Customer Append Premium must be applied for match and append orders**

**Suites Included:**

- A
- 
- 
- 

**Pricing – Tier 5**

**Append Pricing:**

# of Records	Standard Append Pricing
Up to 5,000	
5,001 - 10,000	
10,001 - 20,000	
20,001 - 50,000	
50,001 - 100,000	
100,001 - 200,000	
200,001 - 500,000	
500,001 - 1,000,000	
1,000,001 - 5,000,000	
5,000,001 - 15,000,000	
15,000,001+	
<p><b>*All elements have a max price - please refer to Max Prices Tab;</b>  <b>*All pricing is step-down</b>  <b>*Cost is per record</b></p>	

**25% Customer Append Premium must be applied for match and append orders**

**Suites Included:**

- A
-



**Pricing – Tier 8**

**Append Pricing:**

# of Records	Standard Append Pricing
Up to 5,000 □	□□□□□□□□
5,001 - 10,000 □	□□□□□□□□
10,001 - 20,000 □	□□□□□□□□
20,001 - 50,000 □	□□□□□□□□
50,001 - 100,000 □	□□□□□□□□
100,001 - 200,000 □	□□□□□□□□
200,001 - 500,000 □	□□□□□□□□
500,001 - 1,000,000 □	□□□□□□□□
1,000,001 - 5,000,000 □	□□□□□□□□
5,000,001 - 15,000,000 □	□□□□□□□□
15,000,001+ □	□□□□□□□□
*All elements have a max price - please refer to Max Prices Tab; *All pricing is step-down *Cost is per record	

**25% Customer Append Premium must be applied for match and append orders**

**Suites Included:**

- □ □□□□□□ □□□□□□□□□□□□ □□ □□□□□

**Pricing – Tier 9**

**Append Pricing:**

# of Records	Standard Append Pricing
Up to 5,000 □	□□□□□□□□
5,001 - 10,000 □	□□□□□□□□
10,001 - 20,000 □	□□□□□□□□
20,001 - 50,000 □	□□□□□□□□
50,001 - 100,000 □	□□□□□□□□
100,001 - 200,000 □	□□□□□□□□
200,001 - 500,000 □	□□□□□□□□
500,001 - 1,000,000 □	□□□□□□□□
1,000,001 - 5,000,000 □	□□□□□□□□
5,000,001 - 15,000,000 □	□□□□□□□□
15,000,001+ □	□□□□□□□□
*All elements have a max price - please refer to Max Prices Tab; *All pricing is step-down *Cost is per record	

**25% Customer Append Premium must be applied for match and append orders**

**Suites Included:**

- □ □□□□□□□□□□□ □□□□□□□□
- □ □□□□□□□ □□□□□□□□□□□□



# Executive Home Address (EHA) Suite

EHA provides a comprehensive set of services designed to protect your home network and devices from cyber threats. It includes advanced threat detection, real-time monitoring, and automatic updates to ensure your system is always protected against the latest threats.

## Data Elements Included:

- 24/7/365 monitoring and threat detection
- Real-time alerts and notifications
- Advanced threat detection and prevention (ATP)
- Cloud-based management console
- Integration with existing security infrastructure
- Support for multiple devices and networks
- Regular updates and patches
- Comprehensive reporting and analytics
- Integration with SIEM and other security tools
- Support for various operating systems and devices
- Scalable architecture for growing networks

## Pricing Table - Tier 4

□

## URL Suite

URL Suite provides comprehensive protection for your web browsing activities. It filters out malicious websites, phishing attempts, and malware downloads, ensuring a safe and secure online experience. The suite also includes advanced search engine optimization (SEO) tools to help improve your website's visibility and performance.

<b>URL Suite</b> <b>Tier 1</b>	<p>URL Suite provides comprehensive protection for your web browsing activities. It filters out malicious websites, phishing attempts, and malware downloads, ensuring a safe and secure online experience. The suite also includes advanced search engine optimization (SEO) tools to help improve your website's visibility and performance.</p> <p><b>Data Elements:</b></p> <ul style="list-style-type: none"><li>• Real-time monitoring and threat detection</li><li>• Advanced threat detection and prevention (ATP)</li><li>• Cloud-based management console</li><li>• Integration with existing security infrastructure</li><li>• Support for multiple devices and networks</li><li>• Regular updates and patches</li><li>• Comprehensive reporting and analytics</li><li>• Integration with SIEM and other security tools</li><li>• Support for various operating systems and devices</li><li>• Scalable architecture for growing networks</li></ul>
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# Family Linkage Suites

**D&B Geographic File** [Placeholder text describing the geographic file suite]

**GeoConnect Data** [Placeholder text describing GeoConnect Data]

## Data Elements Included in each Suite:

<u>Census Suite</u>	<u>Congressional District Suite</u>	<u>Congress Person Address Suite</u>
<ul style="list-style-type: none"> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> </ul>

## Pricing Table - Tier 1: (All of the above bundles are in Tier 1 – prices are **Per Bundle**)

[Placeholder text for pricing table]

**D&B Family Linkage Suites** [Placeholder text describing the family linkage suites]

## Data Elements Included:

<u>Parent/HQ Linkage Suite</u>	<u>Domestic Ultimate Linkage Suite</u>	<u>Global Ultimate Linkage Suite</u>
<ul style="list-style-type: none"> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> </ul>	<ul style="list-style-type: none"> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> <li><input type="checkbox"/> [Placeholder]</li> </ul>

## Pricing Tables: [Placeholder text]



**D&B Small Business Suite** is a comprehensive solution for businesses that want to track and manage their financial data. It includes a variety of tools and features that can help you improve your financial performance and make better decisions about your business.

**Data Elements Included:**

- Accounting
- Banking
- Accounts Payable (A/P)
- Accounts Receivable (A/R)
- Inventory

**Pricing Table - Tier 3**

**Corporate Family Tree Plus (Formerly Known as Alternative Linkage Suite)**

**Corporate Family Tree Plus** is a comprehensive solution for businesses that want to track and manage their financial data. It includes a variety of tools and features that can help you improve your financial performance and make better decisions about your business.

**Capabilities include :**

**Corporate Family Tree Plus-Franchises:** is a comprehensive solution for businesses that want to track and manage their financial data. It includes a variety of tools and features that can help you improve your financial performance and make better decisions about your business.

**Corporate Family Tree Plus-Minority Interests:** is a comprehensive solution for businesses that want to track and manage their financial data. It includes a variety of tools and features that can help you improve your financial performance and make better decisions about your business.

**Corporate Family Tree Plus-Vehicle Dealerships:** is a comprehensive solution for businesses that want to track and manage their financial data. It includes a variety of tools and features that can help you improve your financial performance and make better decisions about your business.

**Corporate Family Tree Plus-Agents:** is a comprehensive solution for businesses that want to track and manage their financial data. It includes a variety of tools and features that can help you improve your financial performance and make better decisions about your business.

**Corporate Family Tree Plus-Non-Profit Chapters:** is a comprehensive solution for businesses that want to track and manage their financial data. It includes a variety of tools and features that can help you improve your financial performance and make better decisions about your business.

**Corporate Family Tree Plus-Health Care Provider Networks:** is a comprehensive solution for businesses that want to track and manage their financial data. It includes a variety of tools and features that can help you improve your financial performance and make better decisions about your business.

**Append Codes:**

- Accounts Payable (A/P)
- Accounts Receivable (A/R)
- Banking
- Inventory
- Accounts Payable (A/P)
- Accounts Receivable (A/R)
- Banking
- Inventory

**Pricing Table - Tier 6:**



# Marketing Segmentation Clusters

Marketing Segmentation Clusters are a key component of a company's marketing strategy. They allow businesses to identify and understand different groups of customers within their market. By segmenting the market, companies can tailor their marketing messages and offerings to better meet the needs and preferences of each segment. This leads to more effective marketing campaigns and increased customer loyalty. The process of identifying and defining these clusters is a critical step in developing a targeted marketing strategy.

- Identify the target market and its needs.
- Conduct market research to gather data on customer behavior and preferences.
- Analyze the data to identify distinct segments within the market.
- Define each segment based on demographic, psychographic, and behavioral characteristics.
- Evaluate the size and potential of each segment.
- Select the most profitable segments to target.
- Develop marketing strategies and messages tailored to each segment.
- Implement the marketing campaigns and track their performance.
- Monitor and adjust the segmentation strategy as needed based on market changes and feedback.
- Use segmentation to inform product development and pricing strategies.
- Leverage segmentation to improve customer service and retention.
- Analyze the competitive landscape and identify opportunities for differentiation.
- Collaborate with sales and other departments to ensure a cohesive marketing approach.
- Regularly review and update the segmentation strategy to stay relevant in a dynamic market.
- A/B test different marketing messages and offers to see what resonates best with each segment.
- A/B test different pricing strategies to see what works best for each segment.
- A/B test different promotional tactics to see what drives the most engagement.

## Data Elements Included:

- Demographic Data
- Psychographic Data

## Pricing Table - Tier 2

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Financial Services Prospecting Model Suite

- **Total Balance** - Ranks businesses on their potential total spend on Cards, Loans, Lease, and Lines of Credit
- **Card Response** - Ranks businesses on their likelihood to respond to a small business credit card offer
- **Loan Propensity** - Ranks businesses on their likelihood to have an active loan account
- **LOC Propensity** - Ranks businesses on their likelihood to have an active line Of Credit account
- **Lease Propensity** - Ranks businesses on their likelihood to have an active lease account
- **Lease Balance** - Ranks businesses on their potential open balance on a lease account

Pricing Table - Tier 4

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Country Ultimate Total Employees Suite

Pricing Table - Tier 2



# **Sales & Marketing Solutions**

## **WorldBase Marketing Records & Solutions**

	<b>Summary Page Contents</b>	<b>Page</b>
<b>I</b>	<b>WorldBase Mailing Lists</b>	<b>75</b>
<b>II</b>	<b>WorldBase Telemarketing</b>	<b>75</b>
<b>III</b>	<b>WorldBase Full Prospect Record</b>	<b>76</b>
<b>IV</b>	<b>WorldBase Processes and Updates</b> • <input type="checkbox"/> <b>Update Premiums</b>	<b>78</b>



**III WorldBase Full Prospect Record**

**Pricing**

**25% Customer Append Premium must be applied for match and append orders**  
**All pricing is step down. Cost is per record.**

Range	WB Prospect without Linkage	WB Prospect with Linkage
Up to 5,000		
5,001 - 10,000		
10,001 - 20,000		
20,001 - 50,000		
50,001 - 100,000		
100,001 - 200,000		
200,001 - 500,000		
500,001 - 1,000,000		
1,000,001 - 5,000,000		
5,000,001 - 15,000,000		
15,000,001+		



**WorldBase Full Prospect Record on primarily US files** used in situations where Customers' files have at least 75% of the records within the

**Pricing**

**25% Customer Append Premium must be applied for match and append orders**  
**All pricing is step down. Cost is per record.**

Range	WorldBase Prospect on mostly US file
Up to 5,000	
5,001 - 10,000	
10,001 - 20,000	
20,001 - 50,000	
50,001 - 100,000	
100,001 - 200,000	
200,001 - 500,000	
500,001 - 1,000,000	
1,000,001 - 5,000,000	
5,000,001 - 15,000,000	
15,000,001+	



# Information Management Products

Enhance Cleanse Match Standardize Integrate  
 Optimize Manage

Optimize	Manage
<i>Products in each category</i>	
<ul style="list-style-type: none"> <li>• [Product Name]</li> </ul>	<ul style="list-style-type: none"> <li>• [Product Name]</li> <li>• [Product Name]</li> <li>• [Product Name]</li> </ul>

	Summary Page Contents	Page
<b>I</b>	<b>Optimize</b> Optimizer Personal Investigations	 <b>81</b> <b>84</b>
<b>II</b>	<b>Manage</b> Integration Manager Data Integration Batch Transactional D-U-N-S® # Assignment	 <b>86</b> <b>93</b> <b>93</b>



<b>Match Setup Fee</b>	A	
	<b>Standard (per Project)</b>	

<b>Access Method Credit (to apply to Setup Fee)</b>		
<b>Standard Input Layout Credit (to apply to Setup Fee)</b>		

<b>Domestic Matching</b>			<input type="checkbox"/>
<b># of Records</b>			<b>Pricing</b>
<b>Step-Down Pricing</b>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>
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**\* Global  
Cleansing is  
included in the  
match price.**

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Global Matching		□
# of Records		Pricing
<b>Step-Down Pricing</b>	□ □□□□□□□□ □	□ □□□□□□□□
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## Additional Information and Processes

### Verification/ Investigation

	<b>Domestic</b>	<b>Global</b>
<b><u>Batch Verification</u></b> □□□□□□	□□□□□□□□□□□□□□□□	□□□□□□□□□□□□□□□□
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**Investigations for records located outside the United States are charged on a country by country basis. The table below outlines these charges. The following countries do NOT get coverage for Global Mini-Investigations: Cuba, Kampuchea, Khmer, Neutral Zone, North Korea, Kwandebele, Qwa-Qwa, Redonda, and Zimbabwe.**

Region	Countries	Price Per Record
<b>AFRICA</b>	ALGERIA, ANGOLA, ASCENSION ISLANDS, BENIN, BOTSWANA, BURKINA-FASO, BURUNDI, CAMEROON, CAPE VERDE, CENTRAL AFRICAN REP, CHAD, COMORO ISLANDS, CONGO, DJIBOUTI, EGYPT (ARAB REP OF), EQUATORIAL GUINEA, ERITREA, ETHIOPIA, FALKLAND ISLANDS, GABON, GAMBIA, GHANA, GUINEA, GUINEA-BISSAU, IVORY COAST, KENYA, LESOTHO, LIBERIA, LIBYA, MADAGASCAR/MALAGASY, MALAWI, MALI, MAURITANIA, MAURITIUS, MOROCCO, MOZAMBIQUE, NAMIBIA, NIGER, NIGERIA, RWANDA, SAO TOME & PRINCIPE, SENEGAL, SEYCHELLES, SIERRA LEONE, SOMALIA, SOUTH AFRICA, ST HELENA, SUDAN, SWAZILAND, TANZANIA, TOGO, TUNISIA, UGANDA, VENDA, ZAIRE, ZAMBIA	\$22.50
<b>ASIA PACIFIC</b>	ADMIRALTY ISLANDS, AUSTRALIA, BRUNEI, BURMA (MYANMAR) , CAMBODIA, CAROLINE ISLANDS, CHINA PEOPLES REP, CHRISTMAS ISLAND, COOK ISLANDS, FIJI, FRENCH POLYNESIA, GUAM, HONG KONG, INDIA, INDONESIA, JAPAN, KIRIBATI, KOREA SOUTH (REP OF), LAOS, MACAU, MALAYSIA, MARSHALL ISLANDS, MICRONESIA FED ST, MIDWAY ISLAND, MYANMAR, NAURU, NEW ZEALAND, NORFOLK ISLAND, NORTHERN MARIANA ISLAND, PAPUA NEW GUINEA, PHILIPPINES, SAMOA AMERICAN, SAMOA WESTERN, SINGAPORE, SOLOMON ISLANDS, TAIWAN, THAILAND, TOKELAU, TONGA, TUVALU, U.S. MINOR ISLANDS, VANUATU, VIETNAM, WAKE ISLAND	\$17.50
<b>EUROPE</b>	ALBANIA, ANDORRA, ARMENIA, AUSTRIA, AZERBAIJAN, BELARUS (BYELORUSSIA), BELGIUM, BOSNIA HERZEGOVINA, BULGARIA, BYELORUSSIA, CROATIA, CYPRUS, CZECH REPUBLIC, DENMARK, ENGLAND, ESTONIA, FAROE ISLANDS, FINLAND, FRANCE, FRENCH GUYANA, FUJAIRAH, GEORGIA, GERMANY, GIBRALTAR, GREECE, GREENLAND, GUADELOUPE, HUNGARY, ICELAND, IRELAND REPUBLIC OF, ITALY, KAZAKHSTAN, KERGUELEN ISLANDS, KIRGHIZIA, LATVIA, LIECHTENSTEIN, LITHUANIA, LUXEMBOURG, MACEDONIA, MALTA, MARTINIQUE, MAYOTTE, MOLDAVIA, MONACO, NETHERLANDS, NEW CALEDONIA, NORTHERN IRELAND, NORWAY, POLAND, PORTUGAL, REUNION ISLAND, ROMANIA, RUSSIAN FEDERATION, SAN MARINO, SCOTLAND, SERBIA & MONTENEGRO, SLOVAKIA, SLOVENIA, SPAIN, ST PIERRE, SWEDEN, SWITZERLAND, TAJIKISTAN, TURKEY, TURKISH REP OF N CYPRUS, TURKMENISTAN, UKRAINE, UNITED KINGDOM, UZBEKISTAN, VATICAN CITY, WALES, WALLIS & FUTUNA ISLANDS	\$17.50
<b>LATIN AMERICA</b>	ANGUILLA, ANTIGUA, ARGENTINA, ARUBA, BAHAMAS, BARBADOS, BELIZE, BERMUDA, BOLIVIA, BRAZIL, CAYMAN ISLANDS, CHILE, COLOMBIA, COSTA RICA, DOMINICA, DOMINICAN REPUBLIC, ECUADOR, EL SALVADOR, GRENADA, GUATEMALA, GUYANA, HAITI, HONDURAS, JAMAICA, MEXICO, MONTSERRAT, NETHERLANDS ANTILLES, NICARAGUA, PANAMA, PARAGUAY, PERU, ST KITTS-NEVIS, ST LUCIA, ST VINCENT, SURINAME, TRINIDAD & TOBAGO, TURKS & CAICOS ISLANDS, URUGUAY, VENEZUELA, VIRGIN ISLANDS UK	\$17.50
<b>MIDDLE EAST</b>	ABU DHABI, AFGHANISTAN, AJMAN, AL AIN, BAHRAIN, BANGLADESH, BHUTAN, DUBAI, IRAN, IRAQ, ISRAEL, JORDAN, KUWAIT, LEBANON, MALDIVES, NEPAL, OMAN, PAKISTAN, QATAR, RAS AL KHAIMAH, SAUDI ARABIA, SHARJAH, SOUTH GEORGIA, SOUTH SANDWICH ISLANDS, SRI LANKA, SYRIA, UMM AL QUWAIN, UNITED ARAB EMIRATES, YEMEN ARAB REPUBLIC, YEMEN SOUTH	\$22.50
<b>NORTH AMERICA</b>	CANADA, VIRGIN ISLANDS US	\$12.50



<b>II</b>	<b>Manage</b> <b>Integration Manager</b>
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**Description**

**Integration Manager** provides a central point of control for the integration of various systems and services. It allows users to manage and configure the integration of different applications, ensuring that data flows smoothly between them. The system is designed to be flexible and scalable, supporting a wide range of integration scenarios. It includes features for monitoring the status of integrations, troubleshooting issues, and managing user access. The Integration Manager is a key component in ensuring that all systems work together seamlessly, providing a unified view of the organization's data and processes.

**Interfaces (API's) and utilities**

- **A** set of APIs that allow external systems to interact with the Integration Manager. These APIs are designed to be easy to use and provide a wide range of functionality, including creating, updating, and deleting integrations. They also provide access to the status and configuration of existing integrations.
- **A** set of utilities that can be used to manage the Integration Manager. These utilities include tools for monitoring the status of integrations, troubleshooting issues, and managing user access. They are designed to be easy to use and provide a wide range of functionality.
- **A** set of APIs that allow external systems to interact with the Integration Manager. These APIs are designed to be easy to use and provide a wide range of functionality, including creating, updating, and deleting integrations. They also provide access to the status and configuration of existing integrations.
- **A** set of APIs that allow external systems to interact with the Integration Manager. These APIs are designed to be easy to use and provide a wide range of functionality, including creating, updating, and deleting integrations. They also provide access to the status and configuration of existing integrations.

assigned to the client's customer

**Integration Manager (Continued)**

<b>Investment</b>	<p>_____</p> <p>_____</p> <ul style="list-style-type: none"> <li>&gt; _____</li> <li>&gt; _____</li> <li>&gt; _____</li> <li>&gt; _____</li> </ul> <p>_____</p> <p>_____</p>
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**PLEASE NOTE THAT ALL INTEGRATION MANAGER PROPOSALS MUST BE REVIEWED BY S&MS PRICING AND THE PRODUCT TEAM PRIOR TO SUBMISSION TO CUSTOMERS.**

**Integration Manager Pricing  
Value Solution Based Price ~ Domestic Only Model**

**Items Included in Solution:** Software \_\_\_\_\_ A \_\_\_\_\_  
 Base Level Consulting  
 Data Reference file \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

*\* For customers that already license the full file we offer a credit on the IM data of 40%*

**Definitions:**

**# of Customers:** \_\_\_\_\_

a) \_\_\_\_\_

b) \_\_\_\_\_

**# of Systems:** \_\_\_\_\_

One Year Solution Price										
# of Systems (up to)	# of Customers (up to)									
	<10,000	10,000	100,000	250,000	500,000	1,000,000	3,000,000	5,000,000	10,000,000	>10,000,000
>11	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____
11	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____
9	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____
7	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____
5	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____
4	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____
3	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____
2	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____
1	_____	_____	_____	_____	_____	_____	_____	_____	_____	_____

**Additional Charges:**

\_\_\_\_\_

\_\_\_\_\_

A \_\_\_\_\_

A \_\_\_\_\_

\_\_\_\_\_

A \_\_\_\_\_

Per User Charges	
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

**Multi-Year Pricing (3 Year Deals)**

<b>Year One - Solution Price</b>										
# of Systems (up to)	# of Customers (up to)									
	<10,000	10,000	100,000	250,000	500,000	1,000,000	3,000,000	5,000,000	10,000,000	>10,000,000
>11										
11										
9										
7										
5										
4										
3										
2										
1										

<b>Year Two - Solution Price</b>										
# of Systems (up to)	# of Customers (up to)									
	<10,000	10,000	100,000	250,000	500,000	1,000,000	3,000,000	5,000,000	10,000,000	>10,000,000
>11										
11										
9										
7										
5										
4										
3										
2										
1										

<b>Year Three - Solution Price</b>										
# of Systems (up to)	# of Customers (up to)									
	<10,000	10,000	100,000	250,000	500,000	1,000,000	3,000,000	5,000,000	10,000,000	>10,000,000
>11										
11										
9										
7										
5										
4										
3										
2										
1										

**Additional Charges:**

- \_\_\_\_\_
- \_\_\_\_\_
- A \_\_\_\_\_
- A \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

**Per User Charges**

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_



**Year Two - Solution Price**

# of Systems (up to)	# of Customers (up to)									
	<10,000	10,000	100,000	250,000	500,000	1,000,000	3,000,000	5,000,000	10,000,000	>10,000,000
>11										
11										
9										
7										
5										
4										
3										
2										
1										

**Year Three - Solution Price**

# of Systems (up to)	# of Customers (up to)									
	<10,000	10,000	100,000	250,000	500,000	1,000,000	3,000,000	5,000,00	10,000,00	>10,000,000
>11										
11										
9										
7										
5										
4										
3										
2										
1										

Integration Manager Reference File Options		
Reference File	Description	Price
A	Approximately 32 million records	\$62,000
A	Approximately 65 million records	\$25,000
A	Approximately 1.5 million records	\$35,000
A	Approximately 3 million records	\$87,000
A	Approximately 129 million records	\$47,000
A	Approximately 206 million records	\$67,000
A	Approximately 23 million unique names	
A	Approximately 8.5 million unique names	

The above pricing is for use of the data in the IM Reference File ONLY. These prices can not be leveraged for any other use of the data.

### Additional Pricing

license only	

Separate IM Service Plan		
	Annual Fee:	





### **Data Blocks Description**

Businesses, government agencies and not-for-profit organizations all over the world turn to Dun & Bradstreet to help accelerate revenue, manage risk, reduce costs, and transform digitally through the power of data and insights delivered from the Dun & Bradstreet Data Cloud. As important as data quality is, how data is delivered, the ease in which it can be consumed, and the speed at which a business can transform information into value is equally important. To meet these needs, Dun & Bradstreet delivers data in packages called Data Blocks.

A Data Block is a logical, topic-based grouping of data elements from the Dun & Bradstreet Data Cloud. It is a modern, best-in-class method of serving data in a simple, standardized, and flexible way. Data Blocks empower clients to easily ingest the world-class data they require across their enterprise and do that in a consistent and scalable manner. Clients can 'stack' data blocks together to customize the data and insights they require to address any use case across their business. Any specific combination of Data Blocks can be delivered via API, flat files, or a combination. Data Blocks are licensed by domain: Sales & Marketing, Finance, Supply, and Compliance.

With Data Blocks, clients experience superior data quality delivered consistently. In addition, Data Blocks quicken the time from delivery to value realization with simple, standard implementation and activation. Lastly, clients benefit from flexibility and scalability, enjoying seamless delivery regardless of how much or how little content is ingested, where used, or what need is being addressed. Data management is complex; Dun & Bradstreet Data Blocks make it easier than ever for clients to experience the power of tailored delivery aligned with unique business needs.

### **Data Blocks Monitoring**

The Monitoring feature enables you to keep your system or data warehouse up-to-date and to make decisions on the latest available data.

D&B data API provides access to numerous products, each with a set of attributes. Monitoring enables you to receive notifications when any of those attribute values change for any D-U-N-S Number in the registration. Monitoring APIs enable you to manage your registrations. Once a registration is created, you will start to receive notifications about changes to the entity data.

All Data Blocks, excluding "Company entity Resolution", can receive monitoring @ 1.3x multiplier (30% premium) on corresponding record band and data block level.





<b>Data Blocks Description</b>	<b>Data Block</b>		
	<i>Sales and Marketing Insights</i>		
<b>Commercial Pricing</b>	Level 1	Level 2	Level 3
1-500	\$ 600.00	\$ 995.00	\$ 1,395.00
501-1500	\$ 1,320.00	\$ 2,195.00	\$ 3,075.00
2501-5000	\$ 3,475.00	\$ 5,795.00	\$ 8,115.00
5001-10000	\$ 5,425.00	\$ 9,045.00	\$ 12,665.00
10001-20000	\$ 9,175.00	\$ 15,295.00	\$ 21,415.00
20001-30000	\$ 12,250.00	\$ 20,420.00	\$ 28,590.00
30001-45000	\$ 15,850.00	\$ 26,420.00	\$ 36,990.00
45000-75000	\$ 22,865.00	\$ 38,110.00	\$ 53,350.00
75001-100000	\$ 27,740.00	\$ 46,235.00	\$ 64,725.00
100000-250000	\$ 45,740.00	\$ 76,235.00	\$ 106,725.00
<b>Data Blocks Description</b>	<b>Data Block: Supply &amp; Compliance Only</b>		
	<i>Third Party Risk Insights</i>		
<b>Commercial Pricing</b>	Level 1	Level 2	Level 3
1-500	\$ 1,395.00	\$ 2,790.00	\$ 4,785.00
501-1500	\$ 3,075.00	\$ 6,150.00	\$ 10,540.00
2501-5000	\$ 8,115.00	\$ 16,230.00	\$ 27,820.00
5001-10000	\$ 12,665.00	\$ 25,330.00	\$ 43,420.00
10001-20000	\$ 21,415.00	\$ 42,830.00	\$ 73,420.00
20001-30000	\$ 28,590.00	\$ 57,175.00	\$ 98,020.00
30001-45000	\$ 36,990.00	\$ 73,975.00	\$ 126,820.00
45000-75000	\$ 53,350.00	\$ 106,700.00	\$ 182,920.00
75001-100000	\$ 64,725.00	\$ 129,450.00	\$ 221,915.00
100000-250000	\$ 106,725.00	\$ 213,450.00	\$ 365,915.00

<b>Data Blocks Description</b>	<b>Data Block: All Domains</b>
	<i>Company Entity Resolution</i>
<b>Commercial Pricing</b>	Level 1
1-500	\$ 70.00
501-1500	\$ 155.00
2501-5000	\$ 405.00
5001-10000	\$ 635.00
10001-20000	\$ 1,070.00
20001-30000	\$ 1,430.00
30001-45000	\$ 1,850.00
45000-75000	\$ 2,670.00
75001-100000	\$ 3,235.00
100000-250000	\$ 5,335.00

<b>Data Blocks Description</b>	<b>Data Block: All Domains</b>		
	<i>Company Information</i>		
<b>Commercial Pricing</b>	Level 1	Level 2	Level 3
1-500	\$ 200.00	\$ 280.00	\$ 500.00
501-1500	\$ 440.00	\$ 615.00	\$ 1,320.00
2501-5000	\$ 1,160.00	\$ 1,625.00	\$ 3,475.00
5001-10000	\$ 1,810.00	\$ 2,535.00	\$ 5,425.00
10001-20000	\$ 3,060.00	\$ 4,285.00	\$ 9,175.00
20001-30000	\$ 4,085.00	\$ 5,720.00	\$ 12,250.00
30001-45000	\$ 5,285.00	\$ 7,400.00	\$ 15,850.00
45000-75000	\$ 7,620.00	\$ 10,670.00	\$ 22,865.00
75001-100000	\$ 9,245.00	\$ 12,945.00	\$ 27,740.00
100000-250000	\$ 15,245.00	\$ 21,345.00	\$ 45,740.00

<b>Data Blocks Description</b>	<b>Data Block: All Domains</b>		
	<i>Company Financials</i>		
<b>Commercial Pricing</b>	Level 1	Level 2	Level 3
1-500	\$ 600.00	\$ 1,795.00	\$ 2,390.00
501-1500	\$ 1,320.00	\$ 3,955.00	\$ 5,270.00
2501-5000	\$ 3,475.00	\$ 10,430.00	\$ 13,910.00
5001-10000	\$ 5,425.00	\$ 16,280.00	\$ 21,710.00
10001-20000	\$ 9,175.00	\$ 27,530.00	\$ 36,710.00
20001-30000	\$ 12,250.00	\$ 36,755.00	\$ 49,010.00
30001-45000	\$ 15,850.00	\$ 47,555.00	\$ 63,410.00
45000-75000	\$ 22,865.00	\$ 68,595.00	\$ 91,460.00
75001-100000	\$ 27,740.00	\$ 83,220.00	\$ 110,960.00
100000-250000	\$ 45,740.00	\$ 137,220.00	\$ 182,960.00

<b>Data Blocks Description</b>	<b>Data Block: All Domains</b>
	<i>Company News</i>
<b>Commercial Pricing</b>	Level 1
1-500	\$ 280.00
501-1500	\$ 615.00
2501-5000	\$ 1,625.00
5001-10000	\$ 2,535.00
10001-20000	\$ 4,285.00
20001-30000	\$ 5,720.00
30001-45000	\$ 7,400.00
45000-75000	\$ 10,670.00
75001-100000	\$ 12,945.00
100000-250000	\$ 21,345.00

<b>Data Blocks Description</b>	<b>Data Block: All Domains</b>		
	<i>Diversity Insights</i>		
<b>Commercial Pricing</b>	Level 1	Level 2	Level 3
1-500	\$ 200.00	\$ 250.00	\$ 280.00
501-1500	\$ 440.00	\$ 550.00	\$ 615.00
2501-5000	\$ 1,160.00	\$ 1,450.00	\$ 1,625.00
5001-10000	\$ 1,810.00	\$ 2,260.00	\$ 2,535.00
10001-20000	\$ 3,060.00	\$ 3,825.00	\$ 4,285.00
20001-30000	\$ 4,085.00	\$ 5,105.00	\$ 5,720.00
30001-45000	\$ 5,285.00	\$ 6,605.00	\$ 7,400.00
45000-75000	\$ 7,620.00	\$ 9,525.00	\$ 10,670.00
75001-100000	\$ 9,245.00	\$ 11,560.00	\$ 12,945.00
100000-250000	\$ 15,245.00	\$ 19,060.00	\$ 21,345.00
<b>Data Blocks Description</b>	<b>Data Block: All Domains</b>		
	<i>Filings and Events</i>		
<b>Commercial Pricing</b>	Level 1	Level 2	Level 3
1-500	\$ 995.00	\$ 1,395.00	\$ 1,795.00
501-1500	\$ 2,195.00	\$ 3,075.00	\$ 3,955.00
2501-5000	\$ 5,795.00	\$ 8,115.00	\$ 10,430.00
5001-10000	\$ 9,045.00	\$ 12,665.00	\$ 16,280.00
10001-20000	\$ 15,295.00	\$ 21,415.00	\$ 27,530.00
20001-30000	\$ 20,420.00	\$ 28,590.00	\$ 36,755.00
30001-45000	\$ 26,420.00	\$ 36,990.00	\$ 47,555.00
45000-75000	\$ 38,110.00	\$ 53,350.00	\$ 68,595.00
75001-100000	\$ 46,235.00	\$ 64,725.00	\$ 83,220.00
100000-250000	\$ 76,235.00	\$ 106,725.00	\$ 137,220.00

Data Blocks Description	Data Block: All Domains				
	<i>Financial Risk Insights</i>				
Commercial Pricing	Level 1	Level 2	Level 3	Level 4	Level 5
1-500	\$ 1,395.00	\$ 3,490.00	\$ 4,785.00	\$ 6,180.00	\$ 7,175.00
501-1500	\$ 3,075.00	\$ 7,685.00	\$ 10,540.00	\$ 13,615.00	\$ 15,810.00
2501-5000	\$ 8,115.00	\$ 20,285.00	\$ 27,820.00	\$ 35,935.00	\$ 41,730.00
5001-10000	\$ 12,665.00	\$ 31,660.00	\$ 43,420.00	\$ 56,085.00	\$ 65,130.00
10001-20000	\$ 21,415.00	\$ 53,535.00	\$ 73,420.00	\$ 94,835.00	\$ 110,130.00
20001-30000	\$ 28,590.00	\$ 71,470.00	\$ 98,020.00	\$ 126,605.00	\$ 147,025.00
30001-45000	\$ 36,990.00	\$ 92,470.00	\$ 126,820.00	\$ 163,805.00	\$ 190,225.00
45000-75000	\$ 53,350.00	\$ 133,375.00	\$ 182,920.00	\$ 236,270.00	\$ 274,375.00
75001-100000	\$ 64,725.00	\$ 161,815.00	\$ 221,915.00	\$ 286,645.00	\$ 332,875.00
100000-250000	\$ 106,725.00	\$ 266,815.00	\$ 365,915.00	\$ 472,640.00	\$ 548,875.00

Data Blocks Description	Data Block: All Domains		
	<i>Hierarchies and Connections</i>		
Commercial Pricing	Level 1	Level 2	Level 3
1-500	\$ 600.00	\$ 1,795.00	\$ 2,390.00
501-1500	\$ 1,320.00	\$ 3,955.00	\$ 5,270.00
2501-5000	\$ 3,475.00	\$ 10,430.00	\$ 13,910.00
5001-10000	\$ 5,425.00	\$ 16,280.00	\$ 21,710.00
10001-20000	\$ 9,175.00	\$ 27,530.00	\$ 36,710.00
20001-30000	\$ 12,250.00	\$ 36,755.00	\$ 49,010.00
30001-45000	\$ 15,850.00	\$ 47,555.00	\$ 63,410.00
45000-75000	\$ 22,865.00	\$ 68,595.00	\$ 91,460.00
75001-100000	\$ 27,740.00	\$ 83,220.00	\$ 110,960.00
100000-250000	\$ 45,740.00	\$ 137,220.00	\$ 182,960.00

Data Blocks Description	Data Block: All Domains
	<i>Industry Profile</i>
Commercial Pricing	Level 1
1-500	\$ 600.00
501-1500	\$ 1,320.00
2501-5000	\$ 3,475.00
5001-10000	\$ 5,425.00
10001-20000	\$ 9,175.00
20001-30000	\$ 12,250.00
30001-45000	\$ 15,850.00
45000-75000	\$ 22,865.00
75001-100000	\$ 27,740.00
100000-250000	\$ 45,740.00

<b>Data Blocks Description</b>	<b>Data Block: All Domains except S&amp;MS</b>	
	<i>Ownership Insights</i>	
<b>Commercial Pricing</b>	Level 1	Level 2
1-500	\$ 1,395.00	\$ 1,795.00
501-1500	\$ 3,075.00	\$ 3,955.00
2501-5000	\$ 8,115.00	\$ 10,430.00
5001-10000	\$ 12,665.00	\$ 16,280.00
10001-20000	\$ 21,415.00	\$ 27,530.00
20001-30000	\$ 28,590.00	\$ 36,755.00
30001-45000	\$ 36,990.00	\$ 47,555.00
45000-75000	\$ 53,350.00	\$ 68,595.00
75001-100000	\$ 64,725.00	\$ 83,220.00
100000-250000	\$ 106,725.00	\$ 137,220.00

<b>Data Blocks Description</b>	<b>Data Block: All Domains</b>			
	<i>Payment Insights</i>			
<b>Commercial Pricing</b>	Level 1	Level 2	Level 3	Level 4
1-500	\$ 1,395.00	\$ 2,390.00	\$ 2,790.00	\$ 4,185.00
501-1500	\$ 3,075.00	\$ 5,270.00	\$ 6,150.00	\$ 9,225.00
2501-5000	\$ 8,115.00	\$ 13,910.00	\$ 16,230.00	\$ 24,340.00
5001-10000	\$ 12,665.00	\$ 21,710.00	\$ 25,330.00	\$ 37,990.00
10001-20000	\$ 21,415.00	\$ 36,710.00	\$ 42,830.00	\$ 64,240.00
20001-30000	\$ 28,590.00	\$ 49,010.00	\$ 57,175.00	\$ 85,765.00
30001-45000	\$ 36,990.00	\$ 63,410.00	\$ 73,975.00	\$ 110,965.00
45000-75000	\$ 53,350.00	\$ 91,460.00	\$ 106,700.00	\$ 160,055.00
75001-100000	\$ 64,725.00	\$ 110,960.00	\$ 129,450.00	\$ 194,175.00
100000-250000	\$ 106,725.00	\$ 182,960.00	\$ 213,450.00	\$ 320,175.00

# Records Count	Data Block: All Domains			
	Principals and Contacts			
Commercial Pricing	Level 1	Level 2	Level 3	Level 4
1-500	\$ 70.00	\$ 250.00	\$ 600.00	\$ 995.00
501-1500	\$ 155.00	\$ 550.00	\$ 1,320.00	\$ 2,195.00
2501-5000	\$ 405.00	\$ 1,450.00	\$ 3,475.00	\$ 5,795.00
5001-10000	\$ 635.00	\$ 2,260.00	\$ 5,425.00	\$ 9,045.00
10001-20000	\$ 1,070.00	\$ 3,825.00	\$ 9,175.00	\$ 15,295.00
20001-30000	\$ 1,430.00	\$ 5,105.00	\$ 12,250.00	\$ 20,420.00
30001-45000	\$ 1,850.00	\$ 6,605.00	\$ 15,850.00	\$ 26,420.00
45001-75000	\$ 2,670.00	\$ 9,525.00	\$ 22,865.00	\$ 38,110.00
75001-100000	\$ 3,235.00	\$ 11,560.00	\$ 27,740.00	\$ 46,235.00
100001-250000	\$ 5,335.00	\$ 19,060.00	\$ 45,740.00	\$ 76,235.00

Inquiry Insights; Step Down Pricing; Level 1; 1-500 Records Under Management (RUM)	\$1,395.00
Inquiry Insights; Step Down Pricing; Level 1; 501-1,500 Records Under Management (RUM)	\$3,075.00
Inquiry Insights; Step Down Pricing; Level 1; 1,501-5,000 Records Under Management (RUM)	\$8,115.00
Inquiry Insights; Step Down Pricing; Level 1; 5,001-10,000- Records Under Management (RUM)	\$12,665.00
Inquiry Insights; Step Down Pricing; Level 1; 10,001- 20,000; Records Under Management (RUM)	\$21,415.00
Inquiry Insights; Step Down Pricing; Level 1; 20,001-30,000 Records Under Management (RUM)	\$28,590.00
Inquiry Insights; Step Down Pricing; Level 1; 30,000 - 45,000 Records Under Management (RUM)	\$36,990.00
Inquiry Insights; Step Down Pricing; Level 1; 45,001 - 75,000 Records Under Management (RUM)	\$53,350.00
Inquiry Insights; Step Down Pricing; Level 1; 75,001 - 100,000 Records Under Management (RUM)	\$64,725.00
Inquiry Insights; Step Down Pricing; Level 1; 100,001 - 250,000 Records Under Management (RUM)	\$106,725.00
Inquiry Insights; Step Down Pricing; Level 2; 1-500 Records Under Management (RUM)	\$2,390.00
Inquiry Insights; Step Down Pricing; Level 2; 501-1,500 Records Under Management (RUM)	\$5,270.00
Inquiry Insights; Step Down Pricing; Level 2; 1,501-5,000 Records Under Management (RUM)	\$13,910.00
Inquiry Insights; Step Down Pricing; Level 2; 5,001-10,000- Records Under Management (RUM)	\$21,710.00
Inquiry Insights; Step Down Pricing; Level 2; 10,001- 20,000; Records Under Management (RUM)	\$36,710.00
Inquiry Insights; Step Down Pricing; Level 2; 20,001-30,000 Records Under Management (RUM)	\$49,010.00
Inquiry Insights; Step Down Pricing; Level 2; 30,000 - 45,000 Records Under Management (RUM)	\$63,410.00
Inquiry Insights; Step Down Pricing; Level 2; 45,001 - 75,000 Records Under Management (RUM)	\$91,460.00
Inquiry Insights; Step Down Pricing; Level 2; 75,001 - 100,000 Records Under Management (RUM)	\$110,960.00
Inquiry Insights; Step Down Pricing; Level 2; 100,001 - 250,000 Records Under Management (RUM)	\$182,960.00
Inquiry Insights; Step Down Pricing; Level 3; 1-500 Records Under Management (RUM)	\$2,790.00
Inquiry Insights; Step Down Pricing; Level 3; 501-1,500 Records Under Management (RUM)	\$6,150.00
Inquiry Insights; Step Down Pricing; Level 3; 1,501-5,000 Records Under Management (RUM)	\$16,230.00
Inquiry Insights; Step Down Pricing; Level 3; 5,001-10,000- Records Under Management (RUM)	\$25,330.00
Inquiry Insights; Step Down Pricing; Level 3; 10,001- 20,000; Records Under Management (RUM)	\$42,830.00
Inquiry Insights; Step Down Pricing; Level 3; 20,001-30,000 Records Under Management (RUM)	\$57,175.00
Inquiry Insights; Step Down Pricing; Level 3; 30,000 - 45,000 Records Under Management (RUM)	\$73,975.00
Inquiry Insights; Step Down Pricing; Level 3; 45,001 - 75,000 Records Under Management (RUM)	\$106,700.00
Inquiry Insights; Step Down Pricing; Level 3; 75,001 - 100,000 Records Under Management (RUM)	\$129,450.00
Inquiry Insights; Step Down Pricing; Level 3; 100,001 - 250,000 Records Under Management (RUM)	\$213,450.00
Inquiry Insights; Step Down Pricing; Level 4; 1-500 Records Under Management (RUM)	\$4,185.00
Inquiry Insights; Step Down Pricing; Level 4; 501-1,500 Records Under Management (RUM)	\$9,225.00
Inquiry Insights; Step Down Pricing; Level 4; 1,501-5,000 Records Under Management (RUM)	\$24,340.00
Inquiry Insights; Step Down Pricing; Level 4; 5,001-10,000; Records Under Management (RUM)	\$37,990.00
Inquiry Insights; Step Down Pricing; Level 4; 10,001- 20,000; Records Under Management (RUM)	\$64,240.00
Inquiry Insights; Step Down Pricing; Level 4; 20,001-30,000 Records Under Management (RUM)	\$85,765.00
Inquiry Insights; Step Down Pricing; Level 4; 30,000 - 45,000 Records Under Management (RUM)	\$110,965.00
Inquiry Insights; Step Down Pricing; Level 4; 45,001 - 75,000 Records Under Management (RUM)	\$160,055.00
Inquiry Insights; Step Down Pricing; Level 4; 75,001 - 100,000 Records Under Management (RUM)	\$194,175.00
Inquiry Insights; Step Down Pricing; Level 4; 100,001 - 250,000 Records Under Management (RUM)	\$320,175.00

# **DIRECT +**

Description of Product/Service	Commercial Price List
Direct+ Capabilities: Cleanse & Standardize	\$0.25
Direct+ Capabilities: Contact Search	\$0.50
Direct+ Capabilities: Criteria Search	\$1.00
Direct+ Capabilities: Type-Ahead Search	\$0.10
Direct+ Capabilities: Identity Resolution (includes Cleanse & Match)	\$0.25
Direct+ Content (Standard Subscription): Alternative Linkage (LNKALT)	\$1.00
Direct+ Content (Standard Subscription): Alternative Linkage: Monitoring (LNKALT)	\$0.80
Direct+ Content (Standard Subscription): Company News (NAMSTD)	\$3.00
Direct+ Content (Standard Subscription): Company Profile (CMPELF) - Legacy 1.0	\$1.50
Direct+ Content (Standard Subscription): Company Profile (CMPELK)	\$1.50
Direct+ Content (Standard Subscription): Company Profile: Monitoring (CMPELF) - Legacy 1.0	\$1.20
Direct+ Content (Standard Subscription): Company Profile: Monitoring (CMPELK)	\$1.20
Direct+ Content (Standard Subscription): Compliance Verification (CMPCVF)	\$30.00
Direct+ Content (Standard Subscription): Compliance Verification: Monitoring (CMPCVF)	\$24.00
Direct+ Content (Standard Subscription): Decision Headquarters (AASDHQ)	\$1.92
Direct+ Content (Standard Subscription): Decision Headquarters: Monitoring (AASDHQ)	\$1.54
Direct+ Content (Standard Subscription): Financial Comparison (CMPFCD)	\$1.09
Direct+ Content (Standard Subscription): Financial Market Details (CMPFMD)	\$1.09
Direct+ Content (Standard Subscription): Financial Statement Summary (CMPTPF)	\$6.00
Direct+ Content (Standard Subscription): Full Family Tree	\$20.00
Direct+ Content (Standard Subscription): Full Family Tree Monitoring	\$16.00
Direct+ Content (Standard Subscription): Global Beneficial Ownership List (LNKGBO)	12.00
Direct+ Content (Standard Subscription): Global Beneficial Ownership List Monitoring (LNKGBO)	9.60
Direct+ Content (Standard Subscription): Global Business Ranking (GBR)	\$10.00
Direct+ Content (Standard Subscription): Global IT Buydex (AASBIG)	\$0.60
Direct+ Content (Standard Subscription): Global IT Buydex: Monitoring (AASBIG)	\$0.48
Direct+ Content (Standard Subscription): Material Change (AASMCU)	\$0.30
Direct+ Content (Standard Subscription): Material Change: Monitoring (AASMCU)	\$0.24
Direct+ Content (Standard Subscription): Minority Linkage (LNKMIN)	\$1.00
Direct+ Content (Standard Subscription): Minority Linkage: Monitoring (LNKMIN)	\$0.80
Direct+ Content (Standard Subscription): Sales & Employee Assignment Model (AASSEM)	\$0.02
Direct+ Content (Standard Subscription): Sales & Employee Assignment Model: Monitoring (AASSEM)	\$0.01
Direct+ Content (Standard Subscription): Supplier Master Data Enrichment (CMPSUP)	\$1.30
Direct+ Content (Standard Subscription): Supplier Master Data Enrichment Monitoring (CMPSUP)	\$1.05
Direct+ Content (Standard Subscription): Supplier Risk Assessment (CMPSRA) Asia Pacific	\$85.00
Direct+ Content (Standard Subscription): Supplier Risk Assessment (CMPSRA) Europe	\$50.00
Direct+ Content (Standard Subscription): Supplier Risk Assessment (CMPSRA) Latin America	\$66.00
Direct+ Content (Standard Subscription): Supplier Risk Assessment (CMPSRA) US/CA	\$23.00
Direct+ Content (Standard Subscription): Supplier Risk Assessment Monitoring (CMPSRA) Asia Pacific	\$68.00
Direct+ Content (Standard Subscription): Supplier Risk Assessment Monitoring (CMPSRA) Europe	\$40.00
Direct+ Content (Standard Subscription): Supplier Risk Assessment Monitoring (CMPSRA) Latin America	\$52.80
Direct+ Content (Standard Subscription): Supplier Risk Assessment Monitoring (CMPSRA) US/CA	\$18.40
Direct+ Content (Standard Subscription): Ultimate Beneficial Ownership List (CMPBOL)	12.00
Direct+ Content (Standard Subscription): Ultimate Beneficial Ownership List Monitoring (CMPBOL)	9.60
Direct+ Content (Standard Subscription): Ultimate Beneficial Ownership Structure (CMPBOS)	12.00
Direct+ Content (Standard Subscription): Upward Linkage (LNKUPD)	\$1.00
Direct+ Content (Standard Subscription): Upward Linkage: Monitoring (LNKUPD)	\$0.80



# D&B Onboard

Description of Product/Service	Commercial Price List
D&B Onboard Compliance Report; U.S.; Band 1 (\$1-\$2,000)	\$118.97
D&B Onboard Compliance Report; U.S.; Band 2 (\$2,000-\$2,999)	\$111.83
D&B Onboard Compliance Report; U.S.; Band 3 (\$3,000-\$9,999)	\$90.42
D&B Onboard Compliance Report; U.S.; Band 4 (\$10,000-\$24,999)	\$85.66
D&B Onboard Compliance Report; U.S.; Band 5 (\$25,000-\$99,999)	\$83.28
D&B Onboard Compliance Report; U.S.; Band 6 (\$100,000-\$1,999,999)	\$77.33
D&B Onboard Compliance Report; U.S.; Band 7 (\$2,000,000-\$2,999,999)	\$76.14
D&B Onboard Compliance Report; U.S.; Band 8 (\$3,000,000-\$3,999,999)	\$74.95
D&B Onboard Compliance Report; U.S.; Band 9 (\$4,000,000-\$4,999,999)	\$73.76
D&B Onboard Compliance Report; U.S.; Band 10 (\$5,000,000-\$99,999,999)	\$71.38
D&B Onboard Verification Report; All geographies; Band 1 (\$1-\$2,000)	\$30.00
D&B Onboard Verification Report; All geographies; Band 2 (\$2,000-\$2,999)	\$28.20
D&B Onboard Verification Report; All geographies; Band 3 (\$3,000-\$9,999)	\$22.80
D&B Onboard Verification Report; All geographies; Band 4 (\$10,000-\$24,999)	\$21.60
D&B Onboard Verification Report; All geographies; Band 5 (\$25,000-\$99,999)	\$21.00
D&B Onboard Verification Report; All geographies; Band 6 (\$100,000-\$1,999,999)	\$19.50
D&B Onboard Verification Report; All geographies; Band 7 (\$2,000,000-\$2,999,999)	\$19.20
D&B Onboard Verification Report; All geographies; Band 8 (\$3,000,000-\$3,999,999)	\$18.90
D&B Onboard Verification Report; All geographies; Band 9 (\$4,000,000-\$4,999,999)	\$18.60
D&B Onboard Verification Report; All geographies; Band 10 (\$5,000,000-\$99,999,999)	\$18.00
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 1 (\$1-\$2,000)	\$12.00
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 2 (\$2,000-\$2,999)	\$11.28
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 3 (\$3,000-\$9,999)	\$9.12
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 4 (\$10,000-\$24,999)	\$8.64
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 5 (\$25,000-\$99,999)	\$8.40
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 6 (\$100,000-\$1,999,999)	\$7.80
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 7 (\$2,000,000-\$2,999,999)	\$7.68
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 8 (\$3,000,000-\$3,999,999)	\$7.56
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 9 (\$4,000,000-\$4,999,999)	\$7.44
D&B Onboard +Add-on Beneficial Ownership (ONLY Verification & Compliance Reports); All geographies; Band 10 (\$5,000,000-\$99,999,999)	\$7.20
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 1 (\$1-\$2,000)	\$12.00
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 2 (\$2,000-\$2,999)	\$11.28
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 3 (\$3,000-\$9,999)	\$9.12
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 4 (\$10,000-\$24,999)	\$8.64
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 5 (\$25,000-\$99,999)	\$8.40
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 6 (\$100,000-\$1,999,999)	\$7.80
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 7 (\$2,000,000-\$2,999,999)	\$7.68
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 8 (\$3,000,000-\$3,999,999)	\$7.56

Description of Product/Service	Commercial Price List
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 9 (\$4,000,000-\$4,999,999)	\$7.44
D&B Onboard ++Add-on: BO Visualization (ONLY available with Beneficial Ownership); All geographies; Band 10 (\$5,000,000-\$99,999,999)	\$7.20
D&B Onboard Global Family Tree; All geographies; Band 1 (\$1-\$2,000)	\$40.00
D&B Onboard Global Family Tree; All geographies; Band 2 (\$2,000-\$2,999)	\$37.60
D&B Onboard Global Family Tree; All geographies; Band 3 (\$3,000-\$9,999)	\$30.40
D&B Onboard Global Family Tree; All geographies; Band 4 (\$10,000-\$24,999)	\$28.80
D&B Onboard Global Family Tree; All geographies; Band 5 (\$25,000-\$99,999)	\$28.00
D&B Onboard Global Family Tree; All geographies; Band 6 (\$100,000-\$1,999,999)	\$26.00
D&B Onboard Global Family Tree; All geographies; Band 7 (\$2,000,000-\$2,999,999)	\$25.60
D&B Onboard Global Family Tree; All geographies; Band 8 (\$3,000,000-\$3,999,999)	\$25.20
D&B Onboard Global Family Tree; All geographies; Band 9 (\$4,000,000-\$4,999,999)	\$24.80
D&B Onboard Global Family Tree; All geographies; Band 10 (\$5,000,000-\$99,999,999)	\$24.00
D&B Onboard Identification Report; All geographies; Band 1 (\$1-\$2,000)	\$12.00
D&B Onboard Identification Report; All geographies; Band 2 (\$2,000-\$2,999)	\$11.28
D&B Onboard Identification Report; All geographies; Band 3 (\$3,000-\$9,999)	\$9.12
D&B Onboard Identification Report; All geographies; Band 4 (\$10,000-\$24,999)	\$8.64
D&B Onboard Identification Report; All geographies; Band 5 (\$25,000-\$99,999)	\$8.40
D&B Onboard Identification Report; All geographies; Band 6 (\$100,000-\$1,999,999)	\$7.80
D&B Onboard Identification Report; All geographies; Band 7 (\$2,000,000-\$2,999,999)	\$7.68
D&B Onboard Identification Report; All geographies; Band 8 (\$3,000,000-\$3,999,999)	\$7.56
D&B Onboard Identification Report; All geographies; Band 9 (\$4,000,000-\$4,999,999)	\$7.44
D&B Onboard Identification Report; All geographies; Band 10 (\$5,000,000-\$99,999,999)	\$7.20
D&B Onboard Compliance Report; Canada; Band 1 (\$1-\$2,000)	\$251.69
D&B Onboard Compliance Report; Canada; Band 2 (\$2,000-\$2,999)	\$236.59
D&B Onboard Compliance Report; Canada; Band 3 (\$3,000-\$9,999)	\$191.28
D&B Onboard Compliance Report; Canada; Band 4 (\$10,000-\$24,999)	\$181.22
D&B Onboard Compliance Report; Canada; Band 5 (\$25,000-\$99,999)	\$176.18
D&B Onboard Compliance Report; Canada; Band 6 (\$100,000-\$1,999,999)	\$163.60
D&B Onboard Compliance Report; Canada; Band 7 (\$2,000,000-\$2,999,999)	\$161.08
D&B Onboard Compliance Report; Canada; Band 8 (\$3,000,000-\$3,999,999)	\$158.56
D&B Onboard Compliance Report; Canada; Band 9 (\$4,000,000-\$4,999,999)	\$156.05
D&B Onboard Compliance Report; Canada; Band 10 (\$5,000,000-\$99,999,999)	\$151.01
D&B Onboard Compliance Report; Europe; Band 1 (\$1-\$2,000)	\$431.74
D&B Onboard Compliance Report; Europe; Band 2 (\$2,000-\$2,999)	\$405.84
D&B Onboard Compliance Report; Europe; Band 3 (\$3,000-\$9,999)	\$328.12
D&B Onboard Compliance Report; Europe; Band 4 (\$10,000-\$24,999)	\$310.85
D&B Onboard Compliance Report; Europe; Band 5 (\$25,000-\$99,999)	\$302.22
D&B Onboard Compliance Report; Europe; Band 6 (\$100,000-\$1,999,999)	\$280.63
D&B Onboard Compliance Report; Europe; Band 7 (\$2,000,000-\$2,999,999)	\$276.31
D&B Onboard Compliance Report; Europe; Band 8 (\$3,000,000-\$3,999,999)	\$272.00
D&B Onboard Compliance Report; Europe; Band 9 (\$4,000,000-\$4,999,999)	\$267.68
D&B Onboard Compliance Report; Europe; Band 10 (\$5,000,000-\$99,999,999)	\$259.04
D&B Onboard Compliance Report; Asia / Pacific; Band 1 (\$1-\$2,000)	\$554.73
D&B Onboard Compliance Report; Asia / Pacific; Band 2 (\$2,000-\$2,999)	\$521.45
D&B Onboard Compliance Report; Asia / Pacific; Band 3 (\$3,000-\$9,999)	\$421.59
D&B Onboard Compliance Report; Asia / Pacific; Band 4 (\$10,000-\$24,999)	\$399.41
D&B Onboard Compliance Report; Asia / Pacific; Band 5 (\$25,000-\$99,999)	\$388.31
D&B Onboard Compliance Report; Asia / Pacific; Band 6 (\$100,000-\$1,999,999)	\$360.57
D&B Onboard Compliance Report; Asia / Pacific; Band 7 (\$2,000,000-\$2,999,999)	\$355.03
D&B Onboard Compliance Report; Asia / Pacific; Band 8 (\$3,000,000-\$3,999,999)	\$349.48
D&B Onboard Compliance Report; Asia / Pacific; Band 9 (\$4,000,000-\$4,999,999)	\$343.93
D&B Onboard Compliance Report; Asia / Pacific; Band 10 (\$5,000,000-\$99,999,999)	\$332.84
D&B Onboard Compliance Report; Latin America; Band 1 (\$1-\$2,000)	\$424.75
D&B Onboard Compliance Report; Latin America; Band 2 (\$2,000-\$2,999)	\$399.27

Description of Product/Service	Commercial Price List
D&B Onboard Compliance Report; Latin America; Band 3 (\$3,000-\$9,999)	\$322.81
D&B Onboard Compliance Report; Latin America; Band 4 (\$10,000-\$24,999)	\$305.82
D&B Onboard Compliance Report; Latin America; Band 5 (\$25,000-\$99,999)	\$297.33
D&B Onboard Compliance Report; Latin America; Band 6 (\$100,000-\$1,999,999)	\$276.09
D&B Onboard Compliance Report; Latin America; Band 7 (\$2,000,000-\$2,999,999)	\$271.84
D&B Onboard Compliance Report; Latin America; Band 8 (\$3,000,000-\$3,999,999)	\$267.59
D&B Onboard Compliance Report; Latin America; Band 9 (\$4,000,000-\$4,999,999)	\$263.35
D&B Onboard Compliance Report; Latin America; Band 10 (\$5,000,000-\$99,999,999)	\$254.85
D&B Onboard Compliance Report; Africa / Middle East; Band 1 (\$1-\$2,000)	\$554.73
D&B Onboard Compliance Report; Africa / Middle East; Band 2 (\$2,000-\$2,999)	\$521.45
D&B Onboard Compliance Report; Africa / Middle East; Band 3 (\$3,000-\$9,999)	\$421.59
D&B Onboard Compliance Report; Africa / Middle East; Band 4 (\$10,000-\$24,999)	\$399.41
D&B Onboard Compliance Report; Africa / Middle East; Band 5 (\$25,000-\$99,999)	\$388.31
D&B Onboard Compliance Report; Africa / Middle East; Band 6 (\$100,000-\$1,999,999)	\$360.57
D&B Onboard Compliance Report; Africa / Middle East; Band 7 (\$2,000,000-\$2,999,999)	\$355.03
D&B Onboard Compliance Report; Africa / Middle East; Band 8 (\$3,000,000-\$3,999,999)	\$349.48
D&B Onboard Compliance Report; Africa / Middle East; Band 9 (\$4,000,000-\$4,999,999)	\$343.93
D&B Onboard Compliance Report; Africa / Middle East; Band 10 (\$5,000,000-\$99,999,999)	\$332.84
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 1 (\$1-\$2,000)	\$2.00
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 2 (\$2,000-\$2,999)	\$1.88
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 3 (\$3,000-\$9,999)	\$1.52
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 4 (\$10,000-\$24,999)	\$1.44
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 5 (\$25,000-\$99,999)	\$1.40
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 6 (\$100,000-\$1,999,999)	\$1.30
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 7 (\$2,000,000-\$2,999,999)	\$1.28
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 8 (\$3,000,000-\$3,999,999)	\$1.26
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 9 (\$4,000,000-\$4,999,999)	\$1.24
D&B Onboard Company Documents; Europe (UK/Ireland ONLY); Band 10 (\$5,000,000-\$99,999,999)	\$1.20

## Dun & Bradstreet powered by EconoVue

EconoVue is a web-based, business data visualization platform designed for Workforce & Economic Development professionals.

Powered by an underlying business data and risk intelligence database from Dun & Bradstreet, EconoVue gives Workforce Boards new data, insight, research and analysis ability. EconoVue delivers business, economic and workforce information with a breadth, depth, speed and agility available nowhere else.

EconoVue is an all-inclusive platform, allowing users data and analysis utility at the macro and micro levels: from countywide intelligence down to a specific business or employer.

EconoVue includes all four Apps: OverVue, ProspectVue, RegionVue and LocalVue.

### OverVue:

- Provides multi-dimensional sector trends and analysis by financial health and region
- Provides time-series comparative data from 2013-2020

### ProspectVue

- Build, Sort and Filter targeted business outreach lists based on geography, industry, financial health, failure risk, company size and more
  - Import lists into your "My List" area to track businesses over time and for targeted employer outreach details capture
  - Dive into business details (including contacts and company reports)

### RegionVue

- Understand the Industry Sector dynamics for your county or workforce development area via interactive charts, graphs and tables at the county, WDB or city level
- Drill down into sub-sectors to find Occupation detail data, and current jobs postings data

### LocalVue

- Map business and employment changes over time, examining the city down to the census tract
- Search for job openings by company, job title, O-Net Code or Job Zone classification

EconoVue allows users to produce over **20 different types of standard reports** in Excel and pdf format:

- Time Series by geo sector
- Employment
- Business Counts
- Salary data
- Location Quotient
- Business List
- Indeed.com jobs listings report
- BLS & Career OneStop reports
- Region Ranking Report
- Time Series Industry Sector
- Business List (Basic)
- Business List (Full Access)
- Contacts List
- Comments & Notes Report
- Tasks Report
- Regional Workforce Data Summary
- Time Series (pdf)
- Mapping output report (pdf)
- OverVue dashboard output (pdf)

Pricing

Description	Price
D&B MI&Econovue Bundle for Workforce-1)Direct 2.0 AllEntitlements;1 license;250 CompReports; 2) MI ServPlan-2 DaysPerQtr;64 add'l PM Hrs;MI S&L bndle(High);AddOn:NAICSCodeTable;Add on:MaterialChange-OppSegment(LAD);Add On:FinancialStressMarketingPrescreenTable(LAD);Add on:5yearsArchiveData;Addon:QtrlyDuplicateFile;Add on:S&MS DataServices Direct 2.0;MI 2 users licenses. 3)25 seat lic to Econovue (SDMR Data Not Included)	\$250,000.00
D&B Market Insight & Econovue Bundle for Workforce - >64 Project Management Hours billings per hour = \$312.50 billed in blocks of 4 hours	\$1,270.00
D&B Market Insight & Econovue Bundle for Workforce - >25 Econovue Seats (per seat)	\$305.00
D&B Market Insight & Econovue Bundle for Workforce - Comprehensive Reports > 250 (per report)	\$110.97
D&B Market Insight & Econovue Bundle for Workforce - - >2,000 searches Detailed Company Profile - Premium - US (per record)	\$2.04
D&B Data for Market Insight and Econovue Bundle: 200 srch Det BAL Contacts-Std-US;2,000 srch DetCmpny Profile-Prem-US;200 Srch/LookforPeople Std-US (per record)	\$2.00
Econovue license and SDMR Layout Only (per record)	\$1.00
D&B Market Insight & Econovue Bundle for Workforce - >250 Searches Detailed Build-a-List - Contacts - Standard - US (per contact)	\$0.87
D&B Market Insight & Econovue Bundle for Workforce - >200 Search/Lookup for People Standard - US. (per record)	\$0.11

D&B Hoovers Packages

D&B Hoovers Add Ons

		D&B Hoovers Explore	D&B Hoovers Focus	D&B Hoovers Predict	Add On <u>Technology Insights</u> Avail with Focus & Predict	Add On <u>Precision Research</u> Avail with Focus & Predict
Core Content	Company Summary	X	X	X		
	Company Description	X	X	X		
	Company History	X	X	X		
	Products & Operations	X	X	X		
	Contacts	X	X	X		
	Contact Decision Matrix	X	X	X		
	Corporate Overview	X	X	X		
	Corporate Family		X	X		
	SWOT		X	X		
	News	X	X	X		
	Triggers	X	X	X		
	Competitors	X	X	X		
	Closest Industry Peers	X	X	X		
	Closest Companies	X	X	X		
	Annual Reports		X	X		
	SEC Filings		X	X		
	UK Companies House		X (ex N. America)	X (ex N. America)		
	Industry Snapshot		X	X		
	Industry Snapshot PDF		X	X		
	Stock Report		X	X		
3 Most Recent Years of Standardized Income Statement		X	X			
3 Most Recent Years of Standardized of Balance Sheet		X	X			
3 Most Recent Years of Standardized Cash Flows		X	X			
Analytics	Conceptual Search	X	X	X		
	Usage Dashboards		X	X		
	Ideal Profile Scoring		X	X		
	Business Signals		X	X		
	Growth Trajectory			X		
	Decision HQ			X		
	Spend Capacity			X		
	FSPS					X
First Research	First Research Industry Profiles			X		
IT-Focused Content	CRUSH Reports				X	
	Technologies in Use Reports				X	
	Technology Vendors and Technology Products Search Filters				X	
	Information Technology-Focused Triggers				X	

Financial Services Focused Content	Analyst Reports					X
	UK Directors & Shareholders					X (ex N. America)
	UK Mortgages & County Court Judgments					X (ex N. America)
	Financial Health					X
	Business & Geographic Segment Reports					X
	Annual Ratios					X
	Ratio Comparison					X
	Company Chartbook					X
	Valuation Tearsheet					X
	Extended Financial Statements (up to 10 Annual, 16 Interim)					X
	Advanced Financials Search Filters					X
Analyst Content	MarketLine Industry Profiles					X
	Freedonia Industry Profiles					X
	Euromonitor Industry Profiles					X
	EMD Industry Profiles					X
	RMA Industry Norms					X
UCC	UCC Filing Data					X
CRM/ MAP			X	X		
Downloads	Company Downloads	<b>5k company downloads per seat</b>	<b>5k company downloads per seat</b>	<b>5k company downloads per seat</b>		
		<i>Can purchase additional downloads via Data Stewardship or Data Acquisition Package</i>	<i>Can purchase additional downloads via Data Stewardship or Data Acquisition Package</i>	<i>Can purchase additional downloads via Data Stewardship or Data Acquisition Package</i>		
Business Contacts	Business Contacts (to export emails + direct dials)	<b>5k Business Contacts per seat</b>	<b>5k Business Contacts per seat</b>	<b>5k Business Contacts per seat</b>		
		<i>Can purchase additional downloads via Data Stewardship or Data Acquisition Package</i>	<i>Can purchase additional downloads via Data Stewardship or Data Acquisition Package</i>	<i>Can purchase additional downloads via Data Stewardship or Data Acquisition Package</i>		

## D&B Hoovers Pricing Matrix

□□□□□□□□□□□□□□□□

<b>Description of Product/Service</b> <b>Seat prices are tiered (i.e. first 3 seats of Explore cost \$1,260, next 3 seats cost \$1,071, etc.).</b>	<b>Commercial Price List</b> <b>(per user annually)</b>
D&B Hoovers 1 - 3 Seats Technology Insights Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$1,100.00
D&B Hoovers 4 - 6 Seats Technology Insights Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$935.00
D&B Hoovers 7 - 10 Seats Technology Insights Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$794.75
D&B Hoovers Up to 15 Seats Technology Insights Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$675.54
D&B Hoovers Up to 25 Seats Technology Insights Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$574.21
D&B Hoovers Up to 50 Seats Technology Insights Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$488.08
D&B Hoovers Up to 100 Seats Technology Insights Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$414.86
D&B Hoovers 1 - 3 Seats Precision Research Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$1,650.00
D&B Hoovers 4 - 6 Seats Precision Research Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$1,402.50
D&B Hoovers 7 - 10 Seats Precision Research Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$1,192.13
D&B Hoovers Up to 15 Seats Precision Research Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$1,013.31
D&B Hoovers Up to 25 Seats Precision Research Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$861.31
D&B Hoovers Up to 50 Seats Precision Research Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$732.11
D&B Hoovers Up to 100 Seats Precision Research Add-on (Avail w/Focus and Predict only) (Cost per Seat)	\$622.30
D&B Hoovers Explore 1 - 3 Seats (Cost per Seat)	\$1,260.00
D&B Hoovers Explore 4 - 6 Seats (Cost per Seat)	\$1,071.00
D&B Hoovers Explore 7 - 10 Seats (Cost per Seat)	\$910.35
D&B Hoovers Explore Up to 15 Seats (Cost per Seat)	\$773.80
D&B Hoovers Explore Up to 25 Seats (Cost per Seat)	\$657.73
D&B Hoovers Explore Up to 50 Seats (Cost per Seat)	\$559.07
D&B Hoovers Explore Up to 100 Seats (Cost per Seat)	\$475.21
D&B Hoovers Focus 1 - 3 Seats (Cost per Seat)	\$2,100.00
D&B Hoovers Focus 4 - 6 Seats (Cost per Seat)	\$1,785.00
D&B Hoovers Focus 7 - 10 Seats (Cost per Seat)	\$1,517.25
D&B Hoovers Focus Up to 15 Seats (Cost per Seat)	\$1,289.66
D&B Hoovers Focus Up to 25 Seats (Cost per Seat)	\$1,096.21
D&B Hoovers Focus Up to 50 Seats (Cost per Seat)	\$931.78
D&B Hoovers Focus Up to 100 Seats (Cost per Seat)	\$792.01
D&B Hoovers Predict 1 - 3 Seats (Cost per Seat)	\$3,050.00
D&B Hoovers Predict 4 - 6 Seats (Cost per Seat)	\$2,592.50
D&B Hoovers Predict 7 - 10 Seats (Cost per Seat)	\$2,203.63
D&B Hoovers Predict Up to 15 Seats (Cost per Seat)	\$1,873.08
D&B Hoovers Predict Up to 25 Seats (Cost per Seat)	\$1,592.12
D&B Hoovers Predict Up to 50 Seats (Cost per Seat)	\$1,353.30
D&B Hoovers Predict Up to 100 Seats (Cost per Seat)	\$1,150.31
D&B Hoovers Add-on: Additional Company Downloads up to 5,000	\$2,000.00
D&B Hoovers Add-on: Additional Company Downloads up to 5,001 - 10,000	\$4,000.00
D&B Hoovers Add-on: Additional Company Downloads up to 10,001 - 20,000	\$7,600.00
D&B Hoovers Add-on: Additional Company Downloads up to 20,001 - 50,000	\$18,000.00
D&B Hoovers Add-on: Additional Contacts Downloads up to 5,000	\$1,500.00
D&B Hoovers Add-on: Additional Contacts Downloads up to 5,001 - 10,000	\$3,000.00
D&B Hoovers Add-on: Additional Contacts Downloads up to 10,001 - 20,000	\$5,400.00
D&B Hoovers Add-on: Additional Contacts Downloads up to 20,001 - 50,000	\$12,000.00



# Sales & Marketing Solutions

## Sales and Marketing Analytics - Custom Marketing Models

	Summary Page Contents	Page
I	Model Descriptions	110
II	Model Development Fees	111
III	Custom Marketing Model Scoring	112
IV	Archive Database (SMAD/CSAD)	114

**I Model Descriptions**

**Description: Custom Marketing Models**

**Analytic** Custom Marketing Models use the client's sales and other pertinent marketing D&B information with the client's sales and other pertinent marketing information to generate marketing insights and actions.

Custom Marketing Models use the client's sales and other pertinent marketing information to generate marketing insights and actions.

**Products & Services Custom Segmentation Models**

Custom Segmentation Models use the client's sales and other pertinent marketing information to generate marketing insights and actions.

**Custom Response Models**

Custom Response Models use the client's sales and other pertinent marketing information to generate marketing insights and actions.

## II Model Development Fees

**Pricing** [Placeholder text]

### D-U-N-S® Number Matching

[Placeholder text]

### Model Development Fees

**Important:** All custom model development fees and scoring charges are subject to approval by Pricing & Sales and Marketing Analytics. Incremental charges may apply based on the complexity of each project. Please contact your local Sales and Marketing Analytics consultant for additional information.

### Standard Marketing Reports

- Standard Marketing Reports starts at \$15,000 – Customization charged at a rate of \$2,000 per day
  - Strategic Market Analysis (SMA) - [Placeholder text]

### Custom Marketing Analysis Pricing

- [Placeholder text] A [Placeholder text] \$25,000 – Custom Marketing Analysis Price may vary based on actual work involved
  - Custom Profiling Analysis - A [Placeholder text]
  - Custom Tracking A [Placeholder text]
  - Custom Benchmarking A [Placeholder text]





**IV Archive Data (CSAD & SMAD)**

A record consists of data on one business or one DUNS number from a single one month. A "record" consists of data on one business or one DUNS number from a single

one month. A "record" consists of data on one business or one DUNS number from a single

Archive Data Append Pricing – CSAD / SMAD			
Number of Records	CSAD Only \$/M	SMAD Only \$/M	CSAD & SMAD \$/M
1	10000	10000	20000
2	10000	10000	20000
3	10000	10000	20000
4	10000	10000	20000
5	10000	10000	20000
6	10000	10000	20000
7	10000	10000	20000
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200	10000	10000	20000

(Analytical use restriction language **must** be included in the order form.)

# TAM and Premium Support Pricing Guidelines

## Technical Account Management (TAM)

Technical Account Management (TAM) will be required on all new D&B Direct + / data blocks contracts. The service will provide an assigned resource to the customer for the first 6 months of their contract term. This resource will be available for guidance and to manage any support related concerns of the D&B Direct + / data blocks offering.

Recommendation based on deal size:

Deal Size	Hours Provided*	Cost
<\$25k and/or connector	4 hours	\$1,250
\$25k - \$49k	8 hours	\$2,500
\$50k - \$99k	16 hours	\$5,000
\$100k-\$249k	24 hours	\$7,500
>=\$250k	40 hours	\$12,500

\*Additional hours can be purchased during contract negotiations \$312.50 per hour, sold in blocks of 4 hours Note – overage of hours, during the 6 month commitment, will be billed at \$312.50 per hour

## Premium Support (PTAM)

Premium Support (PTAM) is mutual exclusive of TAM and can be purchased in replacement of TAM. Premium Support provides the same benefits as TAM; however, based on the contract term. Premium Support will also afford the customer a higher priority and response SLA for issues reported to the Global Integration Support team as it relates to technical questions around D&B Direct.

Premium Support Level	Hours Provided*	Cost
Level 1	3 days/quarter	\$25,000
Level 2	6 days/quarter	\$50,000
Level 3	9 days/quarter	\$75,000
Level 4	12 days/quarter	\$100,000

Note – Premium Support does not include support provided by Customer Service, including, but not limited to investigations, billing questions or products outside of D&B Direct. Standard support processes and SLAs will be enforced.









**General Data Blocks**

Additional D&B Data Blocks/Elements may be selected in conjunction with SMS Combination Packages or SMS Data Blocks

Single Element Data Block	Batch Price - US	Batch Price – Non-US	Appended to File
DUNS Number Only – Includes the DUNSRight® process	\$0.20	\$0.20	DUNS Number
Business Ownership – Legal Status	\$0.35	\$0.35	Values populated where applicable: G - Sole Proprietorship; H - Partnership; I - Corporation
Out of Business Indicator	\$0.15	\$0.15	Value populated where applicable: O - Discontinued operations at this location.
Contact Name and Title (per name)	\$0.05	\$0.05	The contract must list how many need to be appended, Contact Name and Title (The number should be "Up To" xxxx Contacts and Titles)
Ticker Symbol	\$0.15	\$0.15	Street Ticker and Street Exchange
URL	\$0.18	\$0.18	URL 1 (Domain1 on standard URL layout)
Employees	\$0.15	\$0.15	Contract needs to include which employee figure is needed. Employees Here or Total Employees. Employee figure and code for estimated, actual or range is included on output
Sales Information	\$0.15	\$0.15	Sales Figure and code for estimated, actual or range is included on output.
SIC codes and Descriptions	\$0.15	\$0.15	All 6 of both the SIC code and SIC descriptions
NAICS codes and Descriptions	\$0.15	\$0.15	All 6 of both the NAICS code and NAICS description
FEIN – Tax ID – National ID	\$0.15	\$0.15	D&B Federal Tax ID (not the Best FEIN)
One Up Linkage	\$0.45	\$0.45	HQ/Parent Duns and Company Name only
Domestic Upward Linkage	\$0.52	\$0.52	Domestic Ultimate Duns, Name and Address information
Global Upward Linkage	\$0.60	\$0.60	Global Ultimate Duns, Name and Address information
Patriot Act Indicators (does not include Screening)	\$0.95	N/A	See Appendix A - Patriot Act Indicator, contract needs to be specific as to which elements are needed. Price will be charged based on all elements (reduction of elements <> lower price)
Debarment ID	\$0.10	N/A	Values populated where applicable: Y - Debarred; N - Not debarred; Blank - N/A.
Rating	\$1.25	N/A	D&B Rating
Paydex	\$1.25	N/A	D&B Paydex
Credit Score	\$1.55	N/A	Credit Class, Credit Score, Credit Percentile
FSS	\$1.55	N/A	FSS Class, FSS Score, FSS Percentile
Viability	\$1.55	N/A	Viability Score
SER Score 8.0	\$1.45	Per Global Bid Process	SER Score (Non- US requires Global Bid)
SER Score 7.1 (Available until	\$1.45	N/A	No Longer Available. Replaced by 8.0

SSI Score	\$1.40	\$1.40	SSI Score **Only current SSI is available (no historical data available) This score is only available for current SR Manager customers though may be available through Direct 2 0 going through the bid process
Retro Scores (SER or FSS) up to 2 years	\$2.20	N/A	Quarterly scores available, the number of scores needs to be explained in the contract
Financial Overview	\$1.70	N/A	See Appendix B - Financial Overview for the layout that will be delivered, data appended where available
Franchise Type*	\$0.20	N/A	8 digit Franchise code or 4 digit SIC code (if alt linkage only); Blank if not available
Suits, Liens, Judgment indicators	\$0.10	N/A	Y/N indicator for each group
Bankruptcy Indicator	\$0.10	N/A	Y/N indicator
HR-BD Indicators	\$1.12	N/A	Severe Risk Indicators- H-R - High Risk B-D - Business Deterioration
Global Risk Scores	N/A	Per Global Bid Process	The contract must list exactly what needs to be appended (volume, score type and fields)

\* Maximum price for Franchise Type is \$22,000

### Other Services

#### Debarment Process

Fees for Daily Debarment notifications

Set up fee - \$5,000

Annual license fee - \$52,000

U.S. Sales & Marketing Solutions

8. Marketing Products - Market Insight

**Market Insight Bundles**

		<u>Middle Market (Low)</u>	<u>Middle Market (High)</u>	<u>Small</u>	<u>Medium</u>	<u>Large</u>	<u>Jumbo</u>
<b># of customer records</b>		45,000	75,000	150,000	300,000	450,000	600,000
<b># of full access records</b>		75,000	125,000	250,000	500,000	750,000	1,000,000
<b>Prospect Record</b>	<b>Domestic</b>	\$77,000	\$93,000	\$158,000	\$243,000	\$338,000	\$394,000
	<b>Global</b>	\$104,500	\$125,000	\$209,000	\$326,800	\$468,200	\$535,800
<b>Strategic Marketing</b>	<b>Domestic</b>	\$93,000	\$112,000	\$175,000	\$254,000	\$372,000	\$428,000
	<b>Global</b>	\$127,100	\$150,600	\$236,700	\$349,300	\$502,000	\$574,700
<b>Strategic Database Marketing</b>	<b>Domestic</b>	\$112,000	\$130,100	\$191,600	\$287,900	\$411,800	\$462,000
	<b>Global</b>	\$152,700	\$176,200	\$259,200	\$394,000	\$563,400	\$631,000

<b>8. Add-on Modules</b>							
<b>NAICS Append</b>	\$9,100	\$9,100	\$9,100	\$9,100	\$9,100	\$9,100	\$9,100
<b>Class 2 Records</b>	\$77,000	\$77,000	\$77,000	\$77,000	\$77,000	\$77,000	\$77,000
<b>Marketing Pre-screen (H/M/L)</b>	\$51,000	\$51,000	\$51,000	\$102,000	\$153,000	\$204,000	
<b>UCC Table Add-on</b>	\$44,000	\$44,000	\$44,000	\$44,000	\$44,000	\$44,000	\$44,000
<b>Segmentation Clusters</b>	\$55,000	\$55,000	\$55,000	\$55,000	\$55,000	\$55,000	\$55,000
<b>Worldbase Active LAD (Global Bundles Only)</b>	NA	NA	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000



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**License Agreement (2-21) – Government**

This License Agreement (“Master Agreement”) is between Dun & Bradstreet, Inc. (“D&B”) and the customer named below (“Customer”) and is effective as of the date set forth below in the column reflecting Customer’s signature (“Effective Date”). In consideration of the mutual obligations set forth in this Master Agreement, each party agrees to the terms and conditions below and represents that this Master Agreement is executed by duly authorized representatives. Customer and D&B may be sometimes referred to in this Master Agreement each individually as a “party” or collectively as the “parties”. The Services subject to this Agreement are identified in the attached Purchase or Task Order (‘the Order’) issued by Customer to D&B which may include particular Service-specific terms and conditions.

	<b>DUN &amp; BRADSTREET, INC.</b>	<b>Customer:</b>	
<b>Signature:</b>		<b>Signature:</b>	
<b>Print Name:</b>		<b>Print Name:</b>	
<b>Title:</b>		<b>Title:</b>	
<b>Date:</b>		<b>Date:</b>	

**1. Definitions**

The definitions for the defined terms used in the Agreement are contained below or in the body of the Agreement.

- 1.1 “Affiliates” means entities that control, are controlled by, or are under common control with, a party to the Agreement.
- 1.2 “Agreement” means this Master Agreement, any Orders, addendum, statements of work, and schedules.
- 1.3 “CCPA” means the California Consumer Privacy Act of 2018, as amended (Cal. Civ. Code §§ 1798.100 to 1798.199), and any related regulations or guidance provided by the California Attorney General.
- 1.4 “CCPA Requests” has the meaning set forth in the CCPA.
- 1.5 “Claim” means any claim, demand, suit or proceeding.
- 1.6 “Confidential Information” means information provided by Discloser to the Recipient that Discloser designates in writing to be confidential, or information that the Recipient ought to reasonably know is confidential.
- 1.7 “Contact Information” means professional information D&B collects and compiles relating to a person in the context of business which may include but is not limited to names, titles, business phone and facsimile numbers, wireless devices, e-mail addresses and physical addresses, and social media handles.
- 1.8 “Contractor” means third parties provided with Information or accessing the Services solely to support Customer.
- 1.9 “Customer Controlled Environment” means a facility or location that is owned, used or leased by Customer or under Customer’s operational control.
- 1.10 “D&B Data Processing Agreement” means the agreement retained at [www.dnb.co.uk/dpa](http://www.dnb.co.uk/dpa) as updated from time to time as required of D&B by the European Privacy Legislation.
- 1.11 “Data Subject” means an individual person who is the subject of, represented within or identifiable by Contact Information, or as defined in European Privacy Legislation where applicable
- 1.12 “Discloser” means the party disclosing Confidential Information.



I.13 “Documentation” means any manuals, instructions or other documents or materials that D&B provides or makes available to Customer in any form or medium and which describe the functionality, components, features or requirements of the Services, including any aspect of the installation, configuration, integration, operation, use, support or maintenance thereof.

I.14 “European Privacy Legislation” means Directive 95/46/EC (Data Protection) and European Union Regulation 2016/679 and any other applicable data protection legislation including implementing legislation, guidelines and industry standards from time-to-time in force in a relevant jurisdiction, relating to the use and processing of Personal Information in that jurisdiction.

I.15 “Information” means information D&B collects and compiles on business entities anywhere in the world which may include, but is not limited to, business information, legal or financial data, Contact Information, D-U-N-S® Numbers, and ratings on such business entities.

I.16 “Initial Term” means the License term of an Order as further described in Section 3.2.

I.17 “License” has the meaning set forth in Section 3.1.

I.18 “Losses” means all losses, costs and damages, including reasonable counsel fees.

I.19 “Non-Operational” means not used to support the on-going operations of the Customer such that Information is not susceptible to use as a substitute for the Services licensed by D&B.

I.20 “Order” means the ordering document for Services which may include particular Service-specific terms and conditions.

I.21 “Personal Information” shall have the same meaning as personal data as in European Privacy Legislation.

I.22 “Privacy Notice” means D&B’s privacy notice located at <https://www.dnb.com/utility-pages/privacy-policy.html>.

I.23 “Recipient” means the party receiving Confidential Information.

I.24 “Representatives” means employees and vendors of the Recipient as further described in Section 8.3.

I.25 “Retained Information” has the meaning set forth in Section 4.5.

I.26 “Services” shall have the meaning set forth in Section 2.

I.27 “Software” means computer programs or applications (including those accessed remotely), documentation, and media.

I.28 “Standard Contractual Clauses” means the D&B completed Controller-to-Controller Standard Contractual Clauses 2004 (Set II), Commission Decision 2004/915/EC retained at [www.dnb.com/CTC-SCC](http://www.dnb.com/CTC-SCC) and updated from time to time as required of D&B by the European Privacy Legislation.

I.29 “Term” shall have the meaning set forth in Section 3.2.

I.30 “Third Party Providers” means third parties that provide data, Software or services to D&B for use in providing the Services to D&B customers.

I.31 “Unauthorized Code” means any virus, trojan horse, worm, or any other software routines or hardware components designed to permit unauthorized access to disable, erase, or otherwise harm software, hardware, or data.

## **2. Scope of Agreement**

2.1 D&B, either directly or through its Affiliates, shall, subject to the Agreement, make available to Customer the Information, Software, and other services, identified in Orders entered into from time to time by D&B and Customer (the “Services”). Where there is a conflict between the terms of any Order and this Master Agreement, the terms of the Order shall control with respect to the Services set forth in such Order and solely to the extent of the conflict.

2.2 Upgrades. D&B may upgrade Customer to its next generation or replacement product with reasonable prior notice, provided that (i) there is no charge to a Customer unless mutually agreed, (ii) Customer maintains access to the prior version for a reasonable period of time, (iii) the upgraded product serves the same use case with similar product capabilities and functionality, (iv) D&B provides reasonable technical support and training, and (v) the terms of the original Order continue to apply, and any new features will be handled separately.

### **3. Licenses**

3.1 D&B grants to Customer a non-exclusive, non-sublicensable, non-transferable license ("License") to use and display the Information and Software (in object code format only) constituting the Services specified in an Order. All rights not expressly granted hereunder are reserved to D&B.

3.2 Each License is for a term of twelve (12) months, beginning on the effective date of the Order, unless another term is specified in the Order ("Initial Term"). The Initial Term and any renewal period for an Order or License constitute "the Term" for such Order or License.

3.3 In the event a particular Order allows for Customer to make Services available to its Affiliates, Affiliates are bound by the same terms and conditions as Customer under the Agreement and Customer is responsible and liable for the Affiliates' acts and/or omissions which if done by Customer itself would be a breach of the Agreement.

3.4 If the Customer identified in the signature block above is part of the executive, legislative or judicial branches of the US Federal Government and Customer procuring the Services pursuant to the federal acquisition regulations or applicable agency supplements, the Information and Software is a Commercial Item as that term is defined in FAR 2.101, and is comprised of Technical Data, Computer Software and Computer Software Documentation as those terms are defined in FAR 52.227-14(a) and DFARS 252.227-7013. The Software and Information was developed exclusively at private expense.

a) If Customer is a civilian agency, the Customer's rights to use, modify, reproduce, release, perform, display or disclose the Information and Software is subject to the terms of this Agreement as specified in FAR 12.212 (Commercial Computer Software), FAR 12.211 (Technical Data) and FAR 27.405-3 (Commercial Computer Software).

b) If Customer is a defense agency, the Customer's rights to use, modify, reproduce, release, perform, display or disclose the Information and Software is subject to the terms of this Agreement as specified in DFARS 227.7202-1, and 227.7202-3.

c) Under no circumstances will the Customer have greater rights in the Information and Software provided hereunder than "Limited Rights" as that term is defined in FAR 52.227-14 (ALT II) and DFARS 252.227-7013(f) and "Restricted Rights" as that term is defined in FAR 52.227-14 (ALT III) and DFARS 252.227-7014(f), respectively.

This provision is in lieu of, and supersedes any other FAR, DFARS, or other clause or provision that addresses U.S. Government rights in the Information or Software. A non-Government Customer may not acquire the Information or Software on behalf of a U.S. Government entity without D&B's prior written consent.

### **4. Terms of Use**

4.1 Information and Software are licensed for internal use only by Customer's employees with a need to know for the purpose identified in the Order. Customer will not provide Information, Software or other Services to others, whether directly in any media or indirectly through incorporation in a database, marketing list, report or otherwise, or use or permit the use of Information to generate any statistical, comparative, or other information that is or will be provided to third parties (including as the basis for providing recommendations to others); or voluntarily produce Information in legal proceedings, unless required by law.

4.2 Notwithstanding the foregoing, Customer may allow Contractors to access the Services in the territories identified on an Order, provided that such Contractors use the Services in accordance with the Agreement. However, Customer must have written approval of D&B prior to providing access to a Contractor for use outside of a Customer Controlled Environment. Customer is liable to D&B for any use or disclosure by any Contractor of Services not for the benefit of Customer or, which, if done by Customer itself, would be a breach of the Agreement.

4.3 Customer will not attempt to reverse engineer any Services or access, use, modify, copy, or derive the source code of any Software.

4.4 Customer will not systematically access or extract (or "scrape") Information from the Software (outside of the features available within the Software for exporting Information), including by the use of any engine, software, agent, spider, bot, or other device or mechanism.

4.5 Customer will not use Information (i) as a factor in establishing an individual's eligibility for credit or insurance to be used primarily for personal, family, household or employment purposes; or (ii) in any manner that would cause such Information to be construed as, a "Consumer Report" as defined in 15 U.S.C. § 1681a. In addition, Customer will not use any Service to engage in any unfair or deceptive practices and will use the Services only in compliance with all applicable local, state, federal and international laws, rules, regulations or requirements, including, but not limited to, laws and regulations promulgated by the Office of Foreign Asset Control, and/or any subsequent regulation and those laws and regulations regarding telemarketing, customer solicitation (including fax advertising, wireless advertising and/or e-mail solicitation), data protection and privacy. If Customer is provided with Information from outside the United States, D&B must comply with applicable international data transfer laws, which may require the parties to enter into a data transfer agreement prior to the applicable Information being provided to Customer.

4.6 Where applicable and only to the extent that Customer licenses D&B-owned or controlled Personal Information subject to European Privacy Legislation, Customer and D&B hereby enter into the Standard Contractual Clauses, the terms of which are hereby agreed to and incorporated into this Master Agreement, as the basis for the onward transfer of such Personal Information from D&B to Customer, if any. To the extent the terms of the Standard Contractual Clauses conflict with this Master Agreement, the terms of the Standard Contractual Clauses will control.

4.7 To the extent that Customer transfers to D&B, under a particular Order, Personal Information subject to European Privacy Legislation, D&B will process such Personal Information in accordance with the D&B Data Processing Agreement, which is hereby incorporated into this Master Agreement. Notwithstanding Section 2 above, in case of conflict between this Master Agreement, the D&B Data Processing Agreement and any Order, the D&B Data Processing Agreement shall prevail.

4.8 D&B certifies that D&B will comply with D&B's obligations under the CCPA. D&B's Privacy Notice may be used as documentation of D&B's compliance with CCPA notice obligations. D&B will honor any CCPA Requests passed on by Customer, where required to comply by the CCPA and CCPA regulations issued by the California Attorney General. To the extent that Customer provides to D&B Personal Information subject to the CCPA, unless otherwise disclosed in writing and consented to by Customer, D&B will not sell Personal Information provided by Customer. D&B will process, retain, use, disseminate, disclose, make available, transfer, or otherwise communicate orally, in writing, or by electronic or other means, such Personal Information only on behalf of Customer and only as necessary to fulfill the business purpose under this Master Agreement or applicable Orders. Where the U.S. Government Customer agrees that it is subject to CCPA requirements, Customer warrants that Customer will honor any CCPA Opt-out requests passed on by D&B. To receive or submit CCPA Requests, non-exempt Customers will register at <https://support.dnb.com/?prod=CCPARequests>.

4.9 Upon expiration or termination of a License with respect to a particular Service, or upon receipt of a Service that is intended to supersede previously obtained Service(s), Customer will promptly delete or destroy all originals and copies of the Information and/or Software, as applicable, including all Information or Software provided to Contractors as permitted by Section 4.2 hereof; and upon request, provide D&B with a certification thereof. Notwithstanding the foregoing,

(i) Customer is granted a perpetual, limited, non-transferable and non-assignable license to retain copies of such Information in the form of hard copies or in Non-Operational systems, made in the normal course of business, solely for historical and/or archival (i.e. disaster recovery, compliance, and evidence of Customer's use of Information for regulatory compliance) purposes and not for any other continuing use ("Retained Information"). Customer is prohibited from using such Retained Information for any commercial purposes or as a substitute for the Services licensed by D&B.

(ii) The obligation to delete Information shall not apply to names, addresses (street, city, state, and zip code), phone numbers, fax numbers, and email addresses to the extent the subject to whom the Information relates has (a) become a customer or supplier of Customer, or (b) engaged with Customer to become a customer or supplier of Customer.

4.10 Customer agrees that in the event D&B obtains information or other evidence leading it to reasonably conclude that Customer is violating its obligations under the Agreement, if requested by D&B, an authorized officer of Customer will demonstrate and certify that it is in compliance with the Agreement.

## **5. D-U-N-S® Numbers**

5.1 D-U-N-S® Numbers are proprietary to and controlled by D&B. D&B grants Customer a non-exclusive, perpetual, limited license to use D-U-N-S® Numbers (excluding linkage D-U-N-S® Numbers) solely for identification purposes and only for Customer's internal business use. Where practicable, Customer will refer to the number as a "D-U-N-S® Number" and state that D-U-N-S is a registered trademark of D&B.

## **6. Payment**

6.1 Customer will pay D&B in accordance with each Order.

6.2 Except in instances where the customer is exempt from taxes as evidenced by tax exemption certificates, the fees do not include, and Customer will pay any applicable taxes relating to the Agreement, other than taxes based on D&B income and franchise-related taxes.

## **7. Warranties and Disclaimers**

7.1 D&B and Customer each represent and warrant that it (i) has the right to enter into the Agreement and (ii) has all necessary legal rights, title, consents and authority to disclose Information (including Confidential Information and Personal Information) to the other in accordance with this Agreement.

7.2 D&B represents that the Information has been collected and compiled in accordance with applicable local, state, federal and international laws, rules or regulations, but D&B does not guarantee that the Customer's use of the Information meets the requirements of any applicable federal, or state law, rule or regulation including but not limited to wireless suppression lists, the CAN-SPAM Act, and "Do Not Call" lists.

7.4 D&B represents and warrants that all Services will be performed with commercially reasonable care and skill by qualified individuals.

7.5 D&B represents and warrants that it has taken commercially reasonable efforts (i.e., scanning with current versions of antivirus software) to determine that the Software provided hereunder does not contain or will not contain any Unauthorized Code. In the event D&B discovers or is notified of any such Unauthorized Code in the Software, D&B shall promptly remove such Unauthorized Code in the Software.

7.6 D&B represents and warrants that the Software will perform all material functions and features as set forth in the Documentation.

7.7 Contact Information has not been obtained directly from the Data Subjects and the Data Subjects have not opted in or otherwise expressly consented to having their information sold for marketing purposes, nor has D&B scrubbed Contact Information against wireless suppression lists, the FTC's Do-Not-Call lists or other opt out lists (other than its own). It is Customer's responsibility to observe any indicators D&B provides to Customer indicating the Data Subject has expressly objected to receiving direct marketing (as well as their own and any applicable opt out lists) prior to any direct marketing. Opt-out provisions and/or opt-out links in Customer's marketing and sales materials shall not pertain to opting out of D&B's marketing lists and/or databases.

7.8 Customer agrees that it will not provide D&B any Social Security number, driver's license number, account number, credit or debit card number (other than Customer's own card for payment purposes, if applicable), or personal identification number or password that would permit access to the person's account, or personal data which reveals racial or ethnic origin, political opinions, religious or philosophical beliefs, trade-union membership, genetic or biometric data for the purpose of uniquely identifying a natural person, data concerning health or data concerning a natural person's sex life or sexual orientation and data relating to criminal convictions and offences.

7.9 CUSTOMER ACKNOWLEDGES THAT EVERY BUSINESS DECISION TO SOME DEGREE REPRESENTS AN ASSUMPTION OF RISK AND THAT D&B IN FURNISHING INFORMATION DOES NOT ASSUME CUSTOMER'S RISK. D&B IS ONE TOOL IN CUSTOMER'S DECISION-MAKING PROCESSES. THEREFORE, ALL SERVICES ARE PROVIDED ON AN "AS IS," "AS AVAILABLE" BASIS. THOUGH D&B USES EXTENSIVE PROCEDURES TO KEEP ITS DATABASE CURRENT AND TO PROMOTE DATA ACCURACY, OTHER THAN AS EXPLICITLY STATED IN THE AGREEMENT, D&B AND ITS THIRD PARTY PROVIDERS DISCLAIM ALL WARRANTIES, EXPRESS OR IMPLIED, INCLUDING ANY WARRANTIES OF ACCURACY, COMPLETENESS, CURRENTNESS, MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE. D&B DOES NOT WARRANT THAT THE SERVICES WILL BE UNINTERRUPTED OR ERROR-FREE AND DISCLAIMS ANY WARRANTY OR REPRESENTATION REGARDING AVAILABILITY OF A SERVICE, SERVICE LEVELS OR PERFORMANCE.

## **8. Protection of Proprietary Rights**

8.1 Information and Software are proprietary to D&B and may include copyrighted works, trade secrets, or other materials created by D&B at great effort and expense. Customer will not remove D&B's copyright and proprietary rights legend from any Information and Software which are so marked when received.

8.2 Neither party will use the trade names, trademarks or service marks of the other party in any news release, publicity, advertising, or endorsement without the prior written approval of the other party.

8.3 The Recipient will treat all Confidential Information in the same manner as Recipient treats its own Confidential Information of a similar nature provided that: i) Recipient may share such information with its Representatives, with a need to know and/or in order to fulfill the obligations pursuant to the Agreement, in furtherance of the provision of Services hereunder, that are subject to confidentiality obligations substantially as restrictive as those set forth in this Section and ii) Recipient assumes responsibility for such Representative's use of such information. Confidential Information shall not include (a) Information and Services licensed pursuant to the Agreement; or (b) information that (i) is or becomes a part of the public domain through no act or omission of Recipient; (ii) was in Recipient's lawful possession prior to Discloser's disclosure to Recipient; (iii) is lawfully disclosed to Recipient by a third-party with the right to disclose such information and without restriction on such disclosure; or (iv) is independently developed by Recipient without use of or reference to the confidential information.

8.4 Each party shall implement and maintain security measures with respect to the D&B Information, Software and Customer Confidential Information in its possession that effectively restrict access only to employees and Contractors with a need to know for the purpose identified in the Order, and protect such Information, Software, and Customer Confidential Information from unauthorized use, alteration, access, publication and distribution. D&B will comply with the security principles and controls located at <https://www.dnb.com/about-us/company/our-security.html>. In no event shall such security measures be less restrictive than those each party employs to safeguard its confidential information of a similar nature. Unless prohibited by law, in the event of an actual breach of such security measures that involves the unauthorized access, use or disclosure of Information, Software and Customer Confidential Information each party shall notify the other promptly after becoming aware of any such security incident.

## **9. Termination**

9.1 In the event of material breach of Section 4 or 8, Customer may immediately terminate, this Master Agreement or particular Orders; or D&B may, with notice, suspend Customer's access to the Services subject to such breach if necessary to prevent any ongoing impairment of D&B's intellectual property rights.

9.2 The provisions set forth in Sections 4, 5, 7, 8, 9.2, 10 and 11 will survive the termination of this Master Agreement.

## **10. Limitation of Liability; Indemnification**

10.1 NEITHER PARTY NOR D&B'S THIRD-PARTY PROVIDERS WILL BE LIABLE FOR ANY INCIDENTAL, SPECIAL, PUNITIVE, EXEMPLARY, INDIRECT, OR CONSEQUENTIAL DAMAGES OF ANY KIND, INCLUDING LOST PROFITS, LOST DATA, LOST REVENUES, AND LOSS OF BUSINESS OPPORTUNITY, WHETHER OR NOT THE OTHER PARTY WAS AWARE OR SHOULD HAVE BEEN AWARE OF THE POSSIBILITY OF THESE DAMAGES.

10.2 EACH PARTY'S AND D&B'S THIRD-PARTY PROVIDERS' MAXIMUM LIABILITY ARISING OUT OF OR RELATING TO THE APPLICABLE ORDER, REGARDLESS OF THE CAUSE OF ACTION (WHETHER IN CONTRACT, TORT, BREACH OF

WARRANTY OR OTHERWISE), WILL NOT EXCEED THE TOTAL AMOUNT PAID AND PAYABLE BY CUSTOMER UNDER THE APPLICABLE ORDER DURING THE 12-MONTH PERIOD IMMEDIATELY PRECEDING THE DATE ON WHICH SUCH LOSS, DAMAGE, INJURY, CLAIM, COST OR EXPENSE OCCURRED.

10.3. Notwithstanding anything to the contrary, the exclusions and limitations set forth in Section 10.1 and Section 10.2 above shall not apply with respect to: (i) the parties' respective obligations under Section 10.4 (Indemnification), or (ii) Customer's unauthorized use, disclosure, or distribution of Information or Services, or (iii) breach of Section 8.3.

10.4 (a) D&B shall defend or settle at its expense any Claim arising from or alleging infringement of any existing U.S. copyrights, patents, trademarks, or other intellectual property rights of any third party by the Services furnished under this Agreement (but not to the extent Customer modifies the Services in any way or combines the Services with material from third parties). D&B shall indemnify and hold Customer harmless from and pay any and all Losses attributable to such Claim. Customer shall give D&B prompt notice of any Claim. D&B shall have the right to control the defense of any such Claim, including appeals, negotiations and any settlement or compromise thereof, provided that Customer shall have the right to approve the terms of any settlement or compromise that adversely impact Customer's use of the Services, such approval not to be unreasonably withheld. Customer shall provide all reasonable cooperation in the defense of any Claim. This section provides Customer's exclusive remedy for any infringement Claims or damages. Notwithstanding the foregoing, D&B agrees that the U.S. Department of Justice, or any government entity with authority over Customer's legal representation decisions, may have the right to represent the United States in any such action, in accordance with 28 U.S.C. 516 or similar statute.

## **II. Miscellaneous**

11.1 The Master Agreement, the Order, addenda, statements of work and schedules, constitute the entire agreement between D&B and Customer regarding the Services. All prior Master Agreements, both oral and written, between the parties on the matters contained in this Master Agreement are expressly cancelled and superseded by this Master Agreement. Except with respect to Section 7 hereof (which shall take precedence over any inconsistent terms regarding warranties), if there is a conflict between the terms of the Order and/or this Master Agreement, the Order shall take precedence over this Agreement. Any amendments of or waivers relating to this Master Agreement must be in writing signed by the party, or parties, to be charged therewith.

CUSTOMER NAME:

ORDER #:

CUSTOMER D-U-N-S® #:

ORDER DATE:

**PRODUCT DESCRIPTION**

**SERVICE NAME: DNBi RUM**

SERVICE START DATE:

SERVICE END DATE:

EXPIRATION OPTION:

Service Termination

**DNBi Tier I:** Make confident decisions

**Usage Allowance:**

Access to all available Credit Reports/Portfolio Records subject to the "records under management" terms herein. Pricing is based on total records under management by region as follows:

US and Canada	150
Europe	3
Latin America	0
Asia Pacific	0
Average Exposure	Under \$7,500

Changes to Customer's actual "average exposure" during the Term of this Order do not affect the agreed upon pricing during the Initial Term of License but can be considered for future Contract Terms.

D-U-N-S Numbers loaded into DNBi Portfolio will be counted against the records under management.

**Professional Services**

Additional hours available at the rate of \$250.00 per hour

**LICENSE TERMS**

Initial Term of License:

Each period specified herein, beginning with the applicable Service Start Date(s) and ending with the applicable Service End Date(s), is referred to as a "Contract Term" (or individually as "Contract Term 1", "Contract Term 2" etc., as applicable).

Agreement Clause - AutoRenewal

**INVESTMENT**

**Currency: USD**

Contract Term I	\$5,000.00
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## PAYMENT INFORMATION

Payment Terms:	Effective Date Due upon receipt
Payment Method:	Pay by Electronic/Wire/ACH/Cash/Check
Shipping and sales taxes will be billed to the Customer as applicable.	

## TERMS & CONDITIONS

This Order is subject to the Master Agreement (hereinafter referred to as the "Governing Terms") between Customer specified herein and Dun & Bradstreet, Inc. ("D&B"). Notwithstanding anything to the contrary contained in the Governing Terms, this Order constitutes Customer's binding commitment for the term of this Order. Only Customer and Customer's affiliates identified in this Order, if any, may use the Services.

The Services under this Order may only be used by Customer in the United States to support its U.S. business.

**CONTACT INFORMATION:** D&B represents that the Information has been collected in accordance with applicable local, state, federal or international laws, rules or regulations. However, Data Subjects have not "opted in" or otherwise expressly consented to receive direct marketing from Customer. Customer should check applicable marketing legislation relating to the locality of Data Subjects prior to direct marketing. D&B will inform Customers of Data Subjects who have informed D&B they object to receiving direct marketing. Their objection is either indicated on their record or their details are provided in a separate file to Customer. It is Customer responsibility to check these sources (as well as their own and any applicable opt out lists) and observe their objection prior to any direct marketing. Customer's use of the Contact Information shall be for its own marketing and sales purposes and all opt out provisions and/or opt out links in Customer's marketing and sales materials shall pertain to opting out of Customer's marketing lists and/or Customer's databases only. "Contact Information" means professional information D&B collects and compiles relating to a person in the context of business which may include but is not limited to, names, titles, business phone and facsimile numbers, wireless devices, e-mail addresses and physical addresses, and social media handles. "Data Subject" means an individual person who is the subject of, represented within or identifiable by Contact Information.

**GDPR COMPLIANCE: This section applies only to the extent that Customer transfers Personal Information to D&B subject to European Privacy Legislation.** In such event D&B will process such Personal Information in accordance with the D&B EU Personal Data Processing Agreement, as set forth at <http://www.dnb.co.uk/dpa> which is incorporated herein. "European Privacy Legislation" means European Union Regulation 2016/679 and any other applicable data protection legislation including implementing legislation, guidelines and industry standards from time-to-time in force in a relevant jurisdiction, relating to the use and processing of Personal Information in that jurisdiction. "Personal Information" shall have the same meaning as personal data in European Privacy Legislation.

**ONWARD TRANSFER OF EU PERSONAL DATA: This Section applies ONLY to the extent that D&B owned or controlled Personal Data from the European Union (and as defined by European data protection legislation) is requested by Customer from D&B as part of the Services.**

Personal Data from the European Union can only be transferred in accordance with applicable data protection laws, which currently require parties outside of jurisdictions deemed adequate by the EU to enter into the EU Standard Contractual Clauses. Therefore, and solely to the extent required by applicable data protection laws, Customer and D&B hereby enter into the EU Standard Contractual Clauses retained at [www.dnb.com/CTC-SCC](http://www.dnb.com/CTC-SCC) as the basis for the onward transfer of such Personal Data from D&B to Customer, if any.

**PRODUCT AND DATA LIFECYCLE:** The D&B Services licensed under this Order are subject to D&B's Global Product and Data Lifecycle Policy, as set forth at <http://www.dnb.com/product-lifecycle-policy.html> which is incorporated herein.



CREDIT CARD: If paying by credit card, or in a manner similar to a credit card, the credit card terms set forth at the following URL apply to this Order: <https://www.dnb.com/Payment-Credit-Card-Terms/Payment-Credit-Card-Terms.html>.

## TERMS & CONDITIONS - DNBi RUM

Description of the services can be found at <https://www.dnb.com/products/finance-credit-risk/dnbi-risk-management.html>

### All Services

- 1 Records Under Management: Each unique DUNS associated with a record loaded to or received through the Services is a “record under management”. Provided that Customer pays the License fees in full during the applicable Contract Term, Customer shall have access to features made available within the DNBi subscription specified herein, including ability to get credit reports and portfolio records, and, for Tiers 2 - 5, the ability to load account receivable data, according to the number of records under management specified herein.
- 1 Customer shall not copy or export Information in bulk from the Service into other enterprise applications (such as enterprise resource planning, customer relationship management, or master data warehouse/management).
- 1 Any unused amounts associated with the Services will not be carried over or credited to current or subsequent Contract Terms.

## AGREED TO BY

Customer Name		Dun & Bradstreet, Inc.	
Authorized Signature:		Authorized Signature:	
Name: (Please Print)		Name: (Please Print)	
Title:		Title:	
Date:		Date:	
Purchase Order #: (optional)			

## ADDRESS INFORMATION

Product Name	Ship To	Bill To	Contract Admin
DNBi RUM			

## SALES EXECUTIVE DETAILS

Name: Jason Probst	
Telephone #: 610-248-1779	E-Mail: probstj@dnb.com



CUSTOMER NAME:

ORDER #:

CUSTOMER D-U-N-S® #:

ORDER DATE:

**PRODUCT DESCRIPTION**

**SERVICE NAME: D&B for Finance**

SERVICE START DATE:

SERVICE END DATE:

EXPIRATION OPTION:

Service Termination

Customer is licensed to access and use the D&B Data Blocks selected below, to manage the Records Under Management (or "RUM") specified below and other company records made available to Customer under this Order, solely for use within the "Finance" domain (that is, credit scoring (including online and batch applications), credit evaluation, customer accounts receivable analytics and management).

**Domain Use - RUM**

- US/Canada 5,000
- Europe 0
- APAC 0
- LATAM 0

**Domain Use - Data Blocks**

- Company Entity Resolution Level 1
- Company Information Level 2
- Hierarchy & Connections Level 3

\* Monitoring is only available for API delivery and not available for Beneficial Ownership Block.

\*\* Batch delivery is not available

**Delivery:**

The Data Blocks selected above may be delivered in either or both of the following Services, where available:

- API delivery via D&B Direct Plus
- Batch file delivery

**Delivery Terms:**

- Development Keys are available for D&B Direct Plus upon delivery of service
- Delivery details shall be as specified in a requirements document agreed between the parties (which may be via email)

**SERVICE NAME: API Professional Services**

SERVICE START DATE:

SERVICE END DATE:

EXPIRATION OPTION:

Service Termination

**Delivery:**

- API delivery via D&B Direct Plus: New D&B Direct Plus Implementation
  - API Advisory Services are required for the first Contract Term of any new D&B Direct Plus API implementation and are not available for any subsequent Contract Terms
    - Included API Advisory Service hours: 20 (Contract Term 1 only; see Appendix API Standard Implementation Statement of Work for additional details)
    - Additional hours can be purchased for \$250 per hour

**LICENSE TERMS**

Initial Term of License: 9/30/2020 - 9/29/2021

Each period specified herein, beginning with the applicable Service Start Date(s) and ending with the applicable Service End Date(s), is referred to as a "Contract Term" (or individually as "Contract Term 1", "Contract Term 2", etc., as applicable).

**INVESTMENT**

**Currency: USD**

Contract Term 1	\$
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**PAYMENT INFORMATION**

Payment Terms:	Pending
Payment Method:	Pending
Shipping and sales taxes will be billed to the Customer as applicable.	

**TERMS & CONDITIONS**

This Order is placed by Customer with Dun & Bradstreet, Inc. ("D&B"), pursuant to the General Terms & Conditions (hereinafter referred to as the "Governing Terms") available at:

Also available at: [www.dnb.com/generalterms](http://www.dnb.com/generalterms)

The Services under this Order may only be used by Customer in the United States to support its U.S. business.

**TERMS & CONDITIONS - D&B for Finance**

Customer is licensed to use the Services solely for the Use(s) identified within the Product Description. Customer has unlimited access to the licensed Data Blocks for all Entities included within the universe of Records Under Management. Additional use cases, entitlements, capabilities and/or data not explicitly granted herein shall require execution of a Change Order between D&B and Customer.

Customer may not share D&B Data Blocks with third party data onboarding companies for the purpose of matching to digital identifiers for online advertising or targeting, as this is a separate D&B offering.

Any unused amounts associated with the Services or carryovers from previous agreements will not be carried over or credited to current or subsequent Contract Terms.

**DEFINITIONS:**

"Entity" - an Entity refers to a unique DUNS Numbered business for which content from any of the licensed D&B

Data Blocks is accessed. Pricing for the Services is based on the total number of unique Entities.

“Analytical Use” means data may be used for analytical purposes only, and not for any commercial use.

“Domain Use” means data may be used for commercial purposes within the domain(s) within which the content is licensed. Domain Use includes Analytical Use.

“Domain Master Data Use” means data may be used to enable the mastering of Customer’s data within a defined domain, and may also be used for commercial purposes within the domain(s) within which the content is licensed. Domain Master Data Use includes Analytical Use.

“Enterprise Master Data Use” means data may be used to enable the mastering of Customer’s data across all domains, and may also be used for commercial purposes in Customer applications across all domains. Enterprise Master Data Use includes Analytical Use.

A listing of the data elements contained in each D&B Data Block is available upon request.

#### D&B DIRECT PLUS - TERMS & CONDITIONS

1. Customer has access to data at a rate of up to 5 Queries Per Second. Customer shall not perform or permit bulk/batch loads using any Software unless it has received D&B's prior written approval. D&B reserves the right to limit the volume of inquiries placed at any time. Customer also shall not robotically or otherwise automatically harvest data through any Software.
2. Customer agrees that it will upgrade its hardware and/or software, at its own expense, in order to maintain compatibility with Service modifications which are made from time to time. Customer will cooperate with and provide all necessary information and resources to assist D&B in providing the Service to Customer.

DEVELOPMENT KEY LICENSE: All D&B Direct Plus Terms and Conditions are applicable to the Development Key license. In addition, the following Terms and Conditions apply:

1. The Development API Key may only be used by Customer for the internal purpose of familiarizing itself with the Services, for development and testing, and to understand its uses and applications. Customer may not make any commercial use of such Services whatsoever.
2. Customer has access to up to 1,000 Calls per week, in aggregate, across all capability and content selected above, including no more than 100 Scores if selected herein.

#### ADDRESS INFORMATION

Product Name	Ship To	Bill To	Contract Admin
API Professional Services			

#### ADDRESS INFORMATION

Product Name	Ship To	Bill To	Contract Admin
D&B for Finance			

#### SALES EXECUTIVE DETAILS

Name: Jason Probst	
Telephone #:	Email: <a href="mailto:probstj@dnb.com">probstj@dnb.com</a>

## API Standard Implementation Statement of Work

### **Statement of Work:**

This Statement of Work (SOW) details the work effort, requirements and expectations that will be adhered to during Advisory and Implementation Services.

### **Start Date:**

Within 30 Days of Effective Date of Order.

### **Deliverables:**

- The purpose of these Services is to advise on or support Customer's API Implementation.
- D&B will provide up to 20 hours of support across the following types of optional Services over a period of 90 days, commencing upon the Start Date:
  - Architectural & requirements review – typically a 1-2 hour call between Customer and D&B to review architectural & requirements document prepared by Customer.
  - Design, code and QA review – calls between Customer and D&B, as needed according to Customer's project schedule, once scope is confirmed.
  - API integration sample code and developer assistance – sample code is available at [developer.dnb.com](http://developer.dnb.com) for customer download.
  - API documentation review and walkthroughs – typically a 1 hour call between Customer and D&B to review documentation and answer questions.
  - Engineering Training on API products – D&B is available upon request to assist and answer questions related to D&B API products.

### **Project Overview:**

<b>Customer Requirements</b>
<p><b><i>Customer is responsible for the following:</i></b></p> <ul style="list-style-type: none"><li>○ Project management and the management of Customer resources during implementation.</li><li>○ Provision of resources for project planning, work sessions and review meetings.</li><li>○ Provision of resources, documentation, data and/or environments required to complete Deliverables as outlined in this Statement of Work.</li></ul>

### **Changes to Statement of Work:**

Any changes to the Deliverables defined in this Statement of Work must be mutually agreed to in writing by the parties and may result in additional charges.

### **Required Consent:**

Customer is responsible for promptly obtaining and providing to D&B all Required Consents necessary for D&B to provide the Services described in this Statement of Work. A Required Consent means any consents or approvals required to give D&B and its subcontractors the right or license to access, use and/or modify (including creating derivative works) the hardware, software, firmware or other products Customer uses, without infringing the ownership or license rights (including patent and copyright) of the providers or owners of such products.

**D&B Email IQ – Access Free Data In Your Inbox**

Transform your inbox into a powerful sales intelligence tool. D&B Email IQ is a free email plugin to access company and contact data in your email inbox. Currently available for Microsoft Outlook and planned to be available for other email providers, including Google. The application can be installed self-service at <https://www.dnb.com/Email-IQ-Download>. For more information, please visit <https://www.dnb.com/products/marketing-sales/dnb-email-iq.html>.

This Order is placed by Customer with Dun & Bradstreet, Inc. (“D&B”) pursuant to the General Terms & Conditions (hereinafter referred to as the “Governing Terms”) available at: [www.dnb.com/generalterms](http://www.dnb.com/generalterms).

The Services hereunder may only be used by Customer in the United States to support its U.S. business.

The Effective Date of the Order will be the latter of the Effective Date noted herein or the date the User ID is issued.

**Order #:**  
**Effective Date:**

**Customer Name:**

**Customer D-U-N-S® Number:**

**Subscriber #:**

**Product Description**

**D&B Hoovers Explore**

Number of Seats:

Includes: 5,000 Company and 5,000 Contact Exports per seat

Number of Additional Company Exports for acquisition:

Number of Additional Contact Exports for acquisition:

**D&B Hoovers Select**

Number of Seats:

Includes: 5,000 Company and 5,000 Contact Exports per seat

Number of Additional Company Exports for acquisition:

Number of Additional Contact Exports for acquisition:

Includes: CRM Connector

CRM Platform: Select

CRM Org ID:

Sandbox Org ID:

Unique name (MSFT):

Includes: Marketing Automation Connector

Marketing Automation System: Select

Technology Insights

Precision Research

D&B Buyer Intent Data: Select

Number of Models:

Includes: Buyer Intent implementation for Contract Term 1 only of any new Buyer Intent implementation and not available for any subsequent Contract Terms. See Appendix A for additional details.

Includes: D&B to provide Buyer Intent Data based on a list of Customer-defined keywords on a weekly basis, per model, into Customer’s D&B Hoovers instance

Buyer Intent Flat File

Buyer Intent Model Rebuild Services are provided once per Contract Term for all Contract Terms subsequent to the initial Contract Term of a Buyer Intent Data integration. See Appendix A for additional details.

**INITIAL TERM OF LICENSE: Months**

Each period, the duration of which is set forth herein, is a "Contract Term." Contract Term begins on the Effective Date unless otherwise stated herein.

Product / Item Name	Contract Term 1	Contract Term 2	Contract Term 3	Grand Total
<b>D&amp;B Hoovers</b>	Months	Months	Months	
Contract Term Subtotal	\$	\$	\$	
<b>D&amp;B Buyer Intent Implementation - Contract Term 1</b>	Months	N/A	N/A	
Contract Term 1 Only Services Subtotal	\$	N/A	N/A	
<b>Contract Term Total:</b>	\$	\$	\$	\$

**Payment Information**

Payment Terms: Select Payment Term

Payment Method: Pay by Credit/Debit Card

Shipping and sales taxes will be billed to the Customer as applicable.

**AGREED TO BY:**

**CUSTOMER**

**DUN & BRADSTREET, INC.**

Authorized Signature: \_\_\_\_\_

Authorized Signature: \_\_\_\_\_

Name (Please Print):

Name (Please Print):

Title:

Title:

Date:

Date:

Email:

Email:

**Account Rep Details**

RM Name:

RM Email:

RM Telephone #:

**Customer Admin:**

**Customer Admin Email:**

**Billing Address:**

**Shipping Address:**

Attention:

Attention:

Address 1:

Address 1:

Address 2:

Address 2:

City:

City:

State:

Zip:

State:

Zip:

Telephone:

Fax:

Telephone:

Fax:

**Additional Terms & Conditions**

**CRM & MARKETING AUTOMATION CONNECTORS:** CRM and Marketing Automation Connectors are included with D&B Hoovers Focus and Predict subscriptions. The CRM and Marketing Automation Connectors provide inbound processing of records (up to the maximum records allowed per the Service) during the Term of this Order. D&B shall provide access to one CRM and/or one Marketing Automation Connector supported by Dun & Bradstreet upon request of Customer. If the customer chooses to move from a standalone subscription to a CRM subscription, D&B shall provide 30 days of dual access to allow for a smooth transition.

**D&B HOOVERS SERVICES TERMS & CONDITIONS:** Use of Service: D&B shall issue to Customer a confidential access code assigned to Customer ("Customer Account ID") for authorized use and access to the Services by a user. Customer may provide the Customer Account ID to its employees, up to the quantity of Seat(s) licensed hereunder (each, an "Authorized User"). A "User ID" means the unique and distinctive "log-on" identifier selected by an Authorized User that is used in conjunction with a user selected password that enables authorized access to the Services. Each individual Authorized User represents one Seat, regardless of whether the individual is actively using the Service at any given time. No User ID sharing is permitted except in the event of a transition of responsibilities from a current authorized individual to his or her replacement, which shall be no longer than thirty (30) days. Information accessed through the Services may not be shared outside of the licensed seat population. Users shall not copy, download, upload or in any other way reproduce Information to create a master data management solution. Included Company and Contacts exports not to exceed 10,000,000 each.

Systematic access or extraction of content from the Service, outside of the features provided within the Service to perform such extraction, including the use of data scraping programs such as "bots" or "spiders," is prohibited.

**100% HARD BOUNCE CONTACT REPLACEMENT GUARANTEE:** D&B will replace contact credits for any contact sourced from the Service which has an undeliverable email address provided that, no more than once a quarter, Customer submits the bounce report and list of email addresses to D&B at <https://support.dnb.com/> D&B will then credit Customer's account an equal number of credits. Credits for undeliverable emails during the final three months of a particular Contract Term will only be carried over to the Contract Term immediately following such Contract Term, if any.

Unused Records at the end of the Contract Terms are forfeited and may not be carried over to subsequent Contract Terms.

If Customer selects Buyer Intent Data Models, Customer agrees to provide a minimum of 75 key phrases for D&B to build custom model for Intent. Model creation will begin upon receipt of key phrases. Buyer Intent Data models are defined in the initial Contract Term.

DRAFT

**D&B Digital Professional Services  
Statement of Work  
(Buyer Intent Implementation - New)**

**Statement of Work:**

This Statement of Work (SOW) details the deliverables, requirements and expectations that will be adhered to during the onboarding of digital audiences from D&B Buyer Intent Data.

**Deliverables: One-Time Services**

**Onboarding and Setup**

D&B will work with Customer to operationalize the use of buyer intent data. Specific tasks include:

- Advise on best practices for optimizing key phrases for all intent models under contract.
- Create buyer intent models that utilize the defined key phrases to score accounts based on two dimensions: intent score and buying score.

**Deliverables: Recurring Services**

**Model Rebuild**

If the “Buyer Intent Model Rebuild Service” option is selected on the Order Form, D&B will rebuild the buyer intent model(s) once per contract term. Tasks include:

- Work with Customer to update the key phrases for all intent models under contract.
- Create updated buyer intent models that utilize the refreshed key phrases.

**D&B Roles and Responsibilities**

D&B will ensure the following project roles are filled during the configuration phase:

Role	Key Responsibilities
Solution Configurator	<ul style="list-style-type: none"><li>• Serve as main day-to-day contact during the implementation</li><li>• Advise on best practices on key phrases</li></ul>

**Customer Roles and Responsibilities**

Customer will ensure the following project roles are filled during the configuration phase:

Role	Key Responsibilities
Digital Marketing Lead	<ul style="list-style-type: none"><li>• Serve as day-to-day contact for D&amp;B throughout the onboarding process and provide required information for model creation</li></ul>

**Project Management Control Procedures:**

During the course of the project, the project team may identify changes to the requirements that affect the project plan. Some changes may be minor, cause no delay, and introduce no additional risk to the project. In such cases, the changes will be accommodated within the scope of the project. Other changes may take the form of significant modifications to the scope and require a formal Change Control process be followed.

A formal Change Control process is initiated with the completion of a Project Change Order by either Customer or D&B. The Project Change Order describes in detail the requested change.

D&B will evaluate the potential impact of the change on the project deliverables, timeline, and budget and will report the impact to Customer. Customer will determine whether or not they wish to authorize the change order and the associated additional expense. Upon approval, the work will be assigned and scheduled and the project deliverables, timelines, and budget revised.



**D&B Digital Professional Services**  
**Statement of Work**  
(Buyer Intent Model Rebuild)

**Statement of Work:**

This Statement of Work (SOW) details the deliverables, requirements and expectations that will be adhered to during the onboarding of digital audiences from D&B Buyer Intent Data.

**Deliverables: Recurring Services**

**Model Rebuild**

If the “Buyer Intent Model Rebuild Service” option is selected on the Order Form, D&B will rebuild the buyer intent model(s) once per contract term. Tasks include:

- Work with Customer to update the key phrases for all intent models under contract.
- Create updated buyer intent models that utilize the refreshed key phrases.

**D&B Roles and Responsibilities**

D&B will ensure the following project roles are filled during the configuration phase:

<b>Role</b>	<b>Key Responsibilities</b>
Solution Configurator	<ul style="list-style-type: none"><li>• Serve as main day-to-day contact during the implementation</li><li>• Advise on best practices on key phrases</li></ul>

**Customer Roles and Responsibilities**

Customer will ensure the following project roles are filled during the configuration phase:

<b>Role</b>	<b>Key Responsibilities</b>
Digital Marketing Lead	<ul style="list-style-type: none"><li>• Serve as day-to-day contact for D&amp;B throughout the onboarding process and provide required information for model creation</li></ul>

**Project Management Control Procedures:**

During the course of the project, the project team may identify changes to the requirements that affect the project plan. Some changes may be minor, cause no delay, and introduce no additional risk to the project. In such cases, the changes will be accommodated within the scope of the project. Other changes may take the form of significant modifications to the scope and require a formal Change Control process be followed.

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D&B will evaluate the potential impact of the change on the project deliverables, timeline, and budget and will report the impact to Customer. Customer will determine whether or not they wish to authorize the change order and the associated additional expense. Upon approval, the work will be assigned and scheduled and the project deliverables, timelines, and budget revised.

## D&B CYBER RISK RATING

This new rating provides an insightful quantification of risk to help protect against both operational and financial risk. Best of all, it's already embedded and available in the solution your organization already uses.

Dun & Bradstreet has partnered with QOMPLX, a leader in cyber risk analytics, to co-develop the D&B Cyber Risk Rating. This new rating assesses suppliers' potential vulnerability to cyber threats and the likely impact of a breach on their financial health to help protect your organization's supply chain.

The D&B Cyber Risk Rating is available in D&B Supplier Risk Manager™ as an add-on module—with two options:

- A snapshot of your suppliers' cyber risk ratings to identify areas of concern; receive a rating for new vendors when they're added to your portfolio.
- Receive ongoing monitoring via alerts to detect changes in your vendors' cyber risk profile, allowing you to prioritize risk mitigation.

# Suppliers	Cyber Risk Rating Module (Applies to all international levels)	
	Without Monitoring	With Monitoring
0 - 150	\$4,500	\$5,850
151 - 200	\$5,065	\$6,585
201 - 250	\$5,625	\$7,315
251 - 300	\$5,950	\$7,735
301 - 350	\$6,200	\$8,060
351 - 400	\$6,375	\$8,290
401 - 450	\$6,475	\$8,420
51 - 500	\$6,500	\$8,450
501 - 750	\$8,390	\$10,905
751 - 1000	\$10,000	\$13,000
1001 - 1250	\$12,320	\$16,015
1251 - 1500	\$14,740	\$19,160
1501 - 1750	\$16,830	\$21,880
1751 - 2000	\$18,975	\$24,670
2001 - 2500	\$23,430	\$30,460
2501 - 3000	\$27,740	\$36,060
3001 - 3500	\$32,250	\$41,925
3501 - 4000	\$36,480	\$47,425
4001 - 4500	\$40,810	\$53,055
4501 - 5000	\$45,175	\$58,730
5001 - 6000	\$54,110	\$70,345
6001 - 7000	\$60,280	\$78,365
7001 - 8000	\$65,805	\$85,545
8001 - 9000	\$71,330	\$92,730
9001 - 10000	\$76,855	\$99,910
10001 - 11000	\$82,165	\$106,815
11001 - 12000	\$87,480	\$113,725
12001 - 13000	\$92,790	\$120,625
13001 - 14000	\$98,105	\$127,535
14001 - 15000	\$103,415	\$134,440
15001 - 16000	\$108,730	\$141,350
16001 - 17000	\$114,040	\$148,250
17001 - 18000	\$119,355	\$155,160
18001 - 19000	\$124,665	\$162,065
19001 - 20000	\$129,980	\$168,975
20001 - 21000	\$135,290	\$175,875
21001 - 22000	\$140,605	\$182,785
22001 - 23000	\$145,915	\$189,690
23001 - 24000	\$151,230	\$196,600
24001 - 25000	\$156,540	\$203,500
Price per addl 1K (incremental to 25K)	\$5,310	\$6,905



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Center Valley, PA 18034

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osbornek@dnb.com

RUM	Data + Standard Restricted Party Screening Screening								Platform Price Min = \$10K Max = \$50K	Optional Add Ons	
	Core Records (Total Supply Base)				Core+ Records (Subset of Supply Base)					Enhanced Restricted Party Screening	Enhanced Restricted Party Screening Plus
	Pricing is stepdown (i.e. first 49 at \$76.34, next 50 at \$34.90, etc.). Leverage the calculator for accurate pricing.										
Record Tier	US/CA	EU	LATAM	APAC	US/CA	EU	LATAM	APAC			
1-49	\$76.34	\$76.34	\$76.34	\$76.34	\$22.40	\$22.40	\$22.40	\$22.40	\$17.59	\$8.51	\$24.09
50-99	\$34.90	\$34.90	\$68.36	\$56.20	\$10.08	\$10.08	\$20.61	\$16.89	\$7.91	\$8.51	\$24.09
100-249	\$27.36	\$27.36	\$68.36	\$56.20	\$7.84	\$7.84	\$20.61	\$16.89	\$6.16	\$8.51	\$24.09
250-749	\$23.60	\$23.60	\$68.36	\$56.20	\$6.72	\$6.72	\$20.61	\$16.89	\$5.28	\$8.49	\$23.70
750-2,499	\$17.57	\$20.59	\$68.36	\$56.20	\$4.93	\$5.99	\$20.61	\$16.89	\$3.87	\$8.18	\$22.38
2,500-4,999	\$16.02	\$20.55	\$68.32	\$56.16	\$4.48	\$5.99	\$20.61	\$16.89	\$3.52	\$7.82	\$21.21
5,000-9,999	\$10.66	\$20.46	\$68.23	\$56.07	\$2.91	\$5.99	\$20.61	\$16.89	\$2.29	\$7.33	\$20.09
10,00-24,999	\$10.23	\$20.41	\$68.18	\$56.02	\$2.80	\$5.99	\$20.61	\$16.89	\$2.20	\$6.77	\$18.46
25,000-49,999	\$6.80	\$20.37	\$68.14	\$55.98	\$1.79	\$5.99	\$20.61	\$16.89	\$1.41	\$6.39	\$17.56
50,000-74,999	\$6.56	\$20.32	\$68.09	\$55.93	\$1.74	\$5.99	\$20.61	\$16.89	\$1.36	\$6.22	\$16.77
75,000-99,999	\$5.62	\$20.32	\$68.09	\$55.93	\$1.45	\$5.99	\$20.61	\$16.89	\$1.14	\$6.02	\$16.31
100,000-199,999	\$4.08	\$20.29	\$68.06	\$55.90	\$1.01	\$5.99	\$20.61	\$16.89	\$0.79	\$5.63	\$15.42
200-499K	\$2.95	\$20.29	\$68.06	\$55.90	\$0.67	\$5.99	\$20.61	\$16.89	\$0.53	\$5.34	\$14.88
500K-999k	\$2.20	\$20.29	\$68.06	\$55.90	\$0.45	\$5.99	\$20.61	\$16.89	\$0.35	\$5.24	\$14.70
1M-4.9M	\$1.29	\$20.29	\$68.06	\$55.90	\$0.18	\$5.99	\$20.61	\$16.89	\$0.14	\$5.16	\$14.56
5M-14.9M	\$1.07	\$20.29	\$68.06	\$55.90	\$0.11	\$5.99	\$20.61	\$16.89	\$0.09	\$5.15	\$14.53
15M-29M	\$1.03	\$20.29	\$68.06	\$55.90	\$0.10	\$5.99	\$20.61	\$16.89	\$0.08	\$5.15	\$14.53
30M+	\$0.99	\$20.29	\$68.06	\$55.90	\$0.09	\$5.99	\$20.61	\$16.89	\$0.07	\$5.15	\$14.53



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Table of Contents

PART I - GENERAL INFORMATION ..... 3

I.1 IFB-001.1 Purpose (Oct 2006) ..... 3

I.2 IFB-005.1 Type of Contract (Oct. 2006) ..... 3

I.3 IFB-008.1C No Pre-bid Conference (Oct. 2006) ..... 3

I.4 IFB-009.1 Questions (February 2012)..... 3

I.5 IFB-010.1 Addenda to the IFB (Oct. 2006)..... 3

I.6 IFB-011.1B Submission of Bids – Electronic Submittal (May 2011)..... 3

I.7 IFB-024.1 Bid Protest Procedure (April 2016) ..... 4

I.8 IFB-025.1 Electronic Version of this IFB (Oct 2006)..... 4

I.9 IFB-029.1 Prices (Dec 6 2006)..... 4

I.10 IFB-031.1 Alternates (Oct 2013)..... 4

I.11 IFB-032.1 New Equipment (Nov 2006)..... 4

I.12 I-IFB-033.1 Modification or Withdrawal of Bid (Nov 2006) ..... 5

I.13 I-IFB-034.1 Rejection of Bids (Nov 2006) ..... 6

I.14 Submission-001.1 Representations and Authorizations (February 2017)..... 6

PART II - REQUIREMENTS ..... 8

II.1 II-IFB-008.1b Lobbying Certification and Disclosure – Electronic Submission. (Oct 2006). ..... 8

II.2 II-IFB-016.1 Post-Submission Descriptive Literature (Dec 2006) ..... 8

II.3 II-IFB-018.1b Iran Free Procurement Certification and Disclosure – Electronic Submittal (November 2016)... 8

PART III - SELECTION CRITERIA ..... 9

III.1 III-IFB-001.1a Mandatory Responsiveness Requirements (Oct 2006) ..... 9

III.2 III-IFB-006.1f Method of Award - All Bidders (April 2011)..... 9

III.3 III-IFB-007.1 Awards (May 2011) ..... 9

III.4 III-IFB-008.1 Tie Bids (Nov 2006) ..... 9

III.5 III-IFB-009.1 Prompt Payment Discounts (Nov 2006) ..... 9

III.6 III-IFB-010.1 Option for Separate Competitive Bidding Procedure (Nov 2006)..... 9

PART IV - WORK STATEMENT ..... 10

IV.1 IFB-001.1b Statement of Work (Nov 2006)..... 10

PART V - CONTRACT TERMS and CONDITIONS ..... 11

V.1 CONTRACT-001.1b Contract Terms and Conditions (Nov 30, 2006) ..... 11

V.2 CONTRACT-002.1a Term of Contract – Contract (May 2012) ..... 11

V.3 CONTRACT-002.2a Renewal of Contract Term (Nov 30 2006)..... 11

V.4 CONTRACT-002.2d Renewal of Contract Term; Adjusted Prices - Fixed Percentage (Oct 2013) ..... 11

V.5 CONTRACT-002.3 Extension of Contract Term (Nov 30 2006) ..... 11

V.6 CONTRACT-003.1a Signatures – Contract (July 2015) ..... 11

V.7 CONTRACT-004.1a Definitions (Oct 2013)..... 12

V.8 CONTRACT-005.1d Purchase Orders (July 2015)..... 12

V.9 CONTRACT-006.1 Independent Prime Contractor (Oct 2006)..... 13

V.10 CONTRACT-007.01b Delivery of Services (Nov 30 2006) ..... 13

V.11 CONTRACT-007.02 Estimated Quantities (Nov 30 2006)..... 13

V.12 CONTRACT-008.1a Warranty. (Oct 2006) ..... 13

V.13 CONTRACT-009.1c Patent, Copyright, and Trademark Indemnity (Oct 2013)..... 14

V.14 CONTRACT-009.1d Ownership Rights (Oct 2006) ..... 14

V.15 CONTRACT-010.1a Acceptance (Oct 2006)..... 14

V.16 CONTRACT-011.1a Compliance With Law (Oct 2006) ..... 15

V.17 CONTRACT-013.1 Environmental Provisions (Oct 2006)..... 15

V.18 CONTRACT-014.1 Post-Consumer Recycled Content (June 2016)..... 15

V.19 CONTRACT-014.3 Recycled Content Enforcement (February 2012) ..... 15

V.20 CONTRACT-015.1 Compensation (Oct 2006) ..... 15

V.21 CONTRACT-015.1A Compensation/Expenses (Oct 2013) ..... 15

V.22 CONTRACT-015.2 Billing Requirements (February 2012) ..... 16

V.23 CONTRACT-016.1 Payment (Oct 2006) ..... 16

V.24 CONTRACT-016.2 Payment – Electronic Funds Transfer (February 2014)..... 17

V.25 CONTRACT-017.1 Taxes (Dec 5 2006)..... 17

V.26 CONTRACT-018.1 Assignment of Antitrust Claims (Oct 2006) ..... 17

V.27 CONTRACT-019.1 Hold Harmless Provision (Nov 30 2006)..... 17

V.28 CONTRACT-020.1 Audit Provisions (Oct 2006) .....	17
V.29 CONTRACT-021.1 Default (Oct 2013) .....	18
V.30 CONTRACT-022.1 Force Majeure (Oct 2006).....	19
V.31 CONTRACT-023.1a Termination Provisions (Oct 2013).....	19
V.32 CONTRACT-024.1 Contract Controversies (Oct 2011) .....	20
V.33 CONTRACT-025.1 Assignability and Subcontracting (Oct 2013).....	20
V.34 CONTRACT-026.1 Other Contractors (Oct 2006).....	21
V.35 CONTRACT-027.1 Nondiscrimination/Sexual Harassment Clause (August 2018).....	21
V.36 CONTRACT-028.1 Contractor Integrity Provisions (January 2015).....	22
V.37 CONTRACT-029.1 Contractor Responsibility Provisions (Nov 2010) .....	24
V.38 CONTRACT-030.1 Americans with Disabilities Act (April 1, 2010) .....	25
V.39 CONTRACT-032.1 Covenant Against Contingent Fees (Oct 2006) .....	25
V.40 CONTRACT-033.1 Applicable Law (Oct 2006).....	26
V.41 CONTRACT- 034.1b Integration (Nov 30 2006).....	26
V.42 CONTRACT-034.2b Order of Precedence - IFB (Dec 6 2006) .....	26
V.43 CONTRACT-034.3 Controlling Terms and Conditions (Aug 2011) .....	26
V.44 CONTRACT-035.1a Changes (Oct 2006).....	26
V.45 CONTRACT-036.1 Background Checks (February 2016) .....	27
V.46 CONTRACT-037.1a Confidentiality (Oct 2013) .....	27
V.47 CONTRACT-037.2a Sensitive Information (Sept 2009) .....	28
V.48 CONTRACT-037.2b Health Insurance Portability and Accountability Act (HIPAA) Compliance (Oct 2013) .....	28
V.49 CONTRACT-045.1 Insurance - General (Dec 12 2006) .....	29
V.50 CONTRACT-051.1 Notice (Dec 2006).....	29
V.51 CONTRACT-052.1 Right to Know Law (Feb 2010) .....	29
V.52 CONTRACT-053.1 Enhanced Minimum Wage Provisions (July 2018) .....	30

## **PART I - GENERAL INFORMATION**

### **PART I - GENERAL INFORMATION**

#### **I.1 IFB-001.1 Purpose (Oct 2006)**

The Commonwealth of Pennsylvania (Commonwealth) is issuing this Invitation for Bids (IFB) to meet the needs of STATEWIDE to satisfy a need for Business Financial Services.

#### **I.2 IFB-005.1 Type of Contract (Oct. 2006)**

If the Issuing Office enters into a contract as a result of this IFB, it will be a Established Price contract containing the Contract Terms and Conditions as shown in Part V of this IFB.

#### **I.3 IFB-008.1C No Pre-bid Conference (Oct. 2006)**

There will be no pre-bid conference for this IFB. If there are any questions, please forward them to the Issuing Office prior to the bid opening date and time.

#### **I.4 IFB-009.1 Questions (February 2012)**

All questions regarding the IFB must be submitted in writing to the email address of the Issuing Officer provided in the solicitation. While there is no set timeline for the submittal of questions, questions received within 48 hours prior to the bid due date and time will be answered at the discretion of the Commonwealth. All questions received will be answered, in writing, and such responses shall be posted to eMarketplace as an addendum to the IFB. The Issuing Officer shall not be bound by any verbal information nor shall it be bound by any written information that is not either contained within the IFB or formally issued as an addendum by the Issuing Office. The Issuing Office does not consider questions to be a protest of the specifications or of the solicitation.

#### **I.5 IFB-010.1 Addenda to the IFB (Oct. 2006)**

If the Issuing Office deems it necessary to revise any part of this IFB before the bid response date, the Issuing Office will post an addendum to its website at [HTTP://WWW.EMARKETPLACE.STATE.PA.US/HOME.ASPX?CPG=3](http://WWW.EMARKETPLACE.STATE.PA.US/HOME.ASPX?CPG=3) it is the Bidder's responsibility to periodically check the website for any new information or addenda to the IFB.

#### **I.6 IFB-011.1B Submission of Bids – Electronic Submittal (May 2011)**

- a. Bids are requested for the item(s) described in the Invitation For Bids and all the documents referenced in the form (collectively called the IFB). Bidders must submit their bids through the Commonwealth's electronic system (SRM).
- b. It is the responsibility of each bidder to ensure that its Bid is received through the electronic system prior to the date and time set for the opening of bids ("Bid Opening Time"). No Bid shall be considered if it arrives after the Bid Opening Time, regardless of reason for the late arrival.

Bids that are timely received prior to the Bid Opening Time shall be opened publicly in the presence of one or more witnesses at the time and place designated in this IFB for the Bid opening.

c. Bids must be firm. If a Bid is submitted with conditions or exceptions or not in conformance with the terms and conditions referenced in the IFB Form, it shall be rejected. The Bid shall also be rejected if the items offered by the Bidder are not in conformance with the specifications as determined by the Commonwealth.

d. The Bidder, intending to be legally bound hereby, offers and agrees, if this Bid is accepted, to provide the awarded items at the price(s) set forth in this Bid at the time(s) and place(s) specified.

#### **I.7 IFB-024.1 Bid Protest Procedure (April 2016)**

The Bid Protest Procedure is on the DGS website at

<http://www.dgs.pa.gov/Documents/Procurement%20Forms/Handbook/Pt1/Pt%20I%20Ch%2058%20Bid%20Protests.pdf>

#### **I.8 IFB-025.1 Electronic Version of this IFB (Oct 2006)**

This IFB is being made available by electronic means. If a Bidder electronically accepts the IFB, the Bidder acknowledges and accepts full responsibility to insure that no changes are made to the IFB. In the event of a conflict between a version of the IFB in the Bidder's possession and the Issuing Office's version of the IFB, the Issuing Office's version shall govern.

#### **I.9 IFB-029.1 Prices (Dec 6 2006)**

The bid submitted by the successful Bidder will be incorporated into any resulting Contract and the Bidder will be required to provide the awarded item(s) at the prices quoted in its Bid.

#### **I.10 IFB-031.1 Alternates (Oct 2013)**

A Bidder who wants to offer an alternate must notify the Issuing Office in writing, at least five (5) days prior to the scheduled Bid opening, that the Bidder intends to offer an alternate in its Bid. An "alternate" is a product that deviates from the requirements of the specifications in its composition, qualities, performance, size dimension, etc. The written notification from the Bidder must include a complete description of the alternate and must identify the product's deviations from the specifications. Upon receipt of the notification, the Issuing Office will determine whether the alternate is acceptable. If the Issuing Office, in its discretion, determines that the alternate is acceptable, the Issuing Office will issue a change notice to the invitation for bids that revises the specifications. If no change notice is issued revising the specification, a Bid offering the alternate will not be considered for award. If an item or items in the IFB are designated "no substitute," this provision does not apply and no alternate may be proposed by a bidder nor will any alternate be considered by the Issuing Office.

#### **I.11 IFB-032.1 New Equipment (Nov 2006)**

Unless otherwise specified in this invitation for bids, all products offered by Bidders must be new or remanufactured. A 'new' product is one that will be used first by the Commonwealth after it is manufactured or produced. A 'remanufactured' product is one which: 1) has been rebuilt, using new or used parts, to a condition which meets the original manufacturer's most recent specifications for the item; 2) does not, in the opinion of the Issuing Office, differ in appearance from a new item; and 3) has the same warranty as a new item. Unless otherwise specified in this invitation for bids, used or reconditioned products are not acceptable. This clause shall not be construed to prohibit Bidders from offering products with recycled content, provided the product is new or remanufactured.

## **I.12 I-IFB-033.1 Modification or Withdrawal of Bid (Nov 2006)**

- a. **Bid Modification Prior to Bid Opening.** Bids may be modified only by written notice or in person prior to the exact hour and date specified for Bid opening.
- 1) If a Bidder intends to modify its Bid by written notice, the notice must specifically identify the Bid to be modified and must be signed by the Bidder. The Bidder must include evidence of authorization for the individual who signed the modification to modify the Bid on behalf of the Bidder. The Bid modification must be received in a sealed envelope. The sealed envelope must identify the assigned Collective Number and the Bid Opening Time, and should state that enclosed in the envelope is a Bid modification
  - 2) If a Bidder intends to modify its Bid in person, the individual who will modify the Bid must arrive in the Bid Opening Room prior to the Bid Opening Time, show a picture identification and provide evidence of his/her authorization to modify the Bid on behalf of the Bidder. If a Bidder intends to modify its Bid in person, the Bidder may do so only in the presence of an agency employee. (The agency employee will observe the actions taken by the individual to modify the Bid, but will not read the Bid or the modification).
- b. **Bid Withdrawal Prior to Bid Opening.** Bids may be withdrawn only by written notice or in person prior to the exact hour and date specified for Bid opening.
- 1) If a Bidder intends to withdraw its Bid by written notice, the notice shall specifically identify the Bid to be withdrawn and shall be signed by the Bidder. The Bidder must include evidence of authorization for the individual who signed the bid withdrawal to withdraw the bid on behalf of the Bidder. Except as provided in Subparagraph c, below, bid withdrawals received after the exact hour and date specified for the receipt of Bids shall not be accepted.
  - 2) If a Bidder intends to withdraw its Bid in person, the individual who will withdraw the Bid must arrive in the Bid Opening Room prior to the Bid Opening Time, show a picture identification and provide evidence of his/her authorization to withdraw the Bid on behalf of the Bidder.
- c. **Bid Withdrawal After Bid Opening.** Bidders are permitted to withdraw erroneous Bids after Bid opening only if the following conditions are met:
- 1) The Bidder submits a written request for withdrawal.
  - 2) The Bidder presents credible evidence with the request that the reason for the lower Bid price was a clerical mistake as opposed to a judgment mistake and was actually due to an unintentional arithmetical error or an unintentional omission of a substantial quantity of work, labor, material, or services made directly in the compilation of the Bid.
  - 3) The request for relief and supporting evidence must be received by the Issuing Office within three (3) business days after Bid opening, but before award of the contract.
  - 4) The Issuing Office shall not permit a Bid withdrawal if the Bid withdrawal would result in the award of the contract on another Bid of the same Bidder, its partner, or a corporation or business venture owned by or in which the bidder has a substantial interest.
  - 5) If a Bidder is permitted to withdraw its Bid, the Bidder cannot supply any material or labor or perform any subcontract or other work agreement for the awarded contractor, without the written approval of the Issuing Office.
- d. **Firm Bid.** Except as provided above, a Bid may not be modified, withdrawn, or cancelled by any Bidder for a period of sixty (60) days following the time and date designated for Bid opening, unless otherwise specified by the Bidder in its Bid. If the lowest responsible Bidder, as determined by the Issuing Office, withdraws its Bid prior to the expiration of the award period or fails to comply with the requirements set forth in the IFB including but not limited to any requirement to submit performance or payment bonds or insurance certificates within the required time period, the Bidder shall be liable to the Commonwealth for all costs and damages associated with the re-award or re-bid including the difference between the Bidder's price and the actual cost that the



Commonwealth pays for the awarded items.

- e. Clarification and Additional Information. After the receipt of Bids, the Issuing Office shall have the right to contact Bidders for the purpose of seeking:
- 1) Clarification of the Bid which confirms the Issuing Office's understanding of statements or information in the Bid or;
  - 2) Additional information on the items offered; provided the IFB does not require the rejection of the Bid for failure to include such information.

#### **I.13 I-IFB-034.1 Rejection of Bids (Nov 2006)**

The Issuing Office reserves the right to reject any and all Bids, to waive technical defects or any informality in Bids, and to accept or reject any part of any Bid if the best interests of the Commonwealth are thereby served.

#### **I.14 Submission-001.1 Representations and Authorizations (February 2017)**

By submitting its proposal, each Offeror understands, represents, and acknowledges that:

- A. All of the Offeror's information and representations in the proposal are material and important, and the Issuing Office may rely upon the contents of the proposal in awarding the contract(s). The Commonwealth shall treat any misstatement, omission or misrepresentation as fraudulent concealment of the true facts relating to the Proposal submission, punishable pursuant to 18 Pa. C.S. § 4904.
- B. The Offeror has arrived at the price(s) and amounts in its proposal independently and without consultation, communication, or agreement with any other Offeror or potential offeror.
- C. The Offeror has not disclosed the price(s), the amount of the proposal, nor the approximate price(s) or amount(s) of its proposal to any other firm or person who is an Offeror or potential offeror for this RFP, and the Offeror shall not disclose any of these items on or before the proposal submission deadline specified in the Calendar of Events of this RFP.
- D. The Offeror has not attempted, nor will it attempt, to induce any firm or person to refrain from submitting a proposal on this contract, or to submit a proposal higher than this proposal, or to submit any intentionally high or noncompetitive proposal or other form of complementary proposal.
- E. The Offeror makes its proposal in good faith and not pursuant to any agreement or discussion with, or inducement from, any firm or person to submit a complementary or other noncompetitive proposal.
- F. To the best knowledge of the person signing the proposal for the Offeror, the Offeror, its affiliates, subsidiaries, officers, directors, and employees are not currently under investigation by any governmental agency and have not in the last four years been convicted or found liable for any act prohibited by State or Federal law in any jurisdiction, involving conspiracy or collusion with respect to bidding or proposing on any public contract, except as the Offeror has disclosed in its proposal.
- G. To the best of the knowledge of the person signing the proposal for the Offeror and except as the Offeror has otherwise disclosed in its proposal, the Offeror has no outstanding, delinquent obligations to the Commonwealth including, but not limited to, any state tax liability not being contested on appeal or other obligation of the Offeror that is owed to the Commonwealth.
- H. The Offeror is not currently under suspension or debarment by the Commonwealth, any other state or the federal government, and if the Offeror cannot so certify, then it shall submit along with its proposal a written explanation of why it cannot make such certification.
- I. The Offeror has not made, under separate contract with the Issuing Office, any recommendations to the

Issuing Office concerning the need for the services described in its proposal or the specifications for the services described in the proposal.

J. Each Offeror, by submitting its proposal, authorizes Commonwealth agencies to release to the Commonwealth information concerning the Offeror's Pennsylvania taxes, unemployment compensation and workers' compensation liabilities.

K. Until the selected Offeror receives a fully executed and approved written contract from the Issuing Office, there is no legal and valid contract, in law or in equity, and the Offeror shall not begin to perform.

L. The Offeror is not currently engaged, and will not during the duration of the contract engage, in a boycott of a person or an entity based in or doing business with a jurisdiction which the Commonwealth is not prohibited by Congressional statute from engaging in trade or commerce.

## **PART II - REQUIREMENTS**

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#### **II.1 II-IFB-008.1b Lobbying Certification and Disclosure – Electronic Submission. (Oct 2006).**

With respect to an award of a federal contract, grant, or cooperative agreement exceeding \$100,000 or an award of a federal loan or a commitment providing for the United States to insure or guarantee a loan exceeding \$150,000 all recipients must certify that they will not use federal funds for lobbying and must disclose the use of non-federal funds for lobbying by filing required documentation. Offerors must complete and return the Lobbying Certification Form and the Disclosure of Lobbying Activities Form, which are attached to and made a part of this IFB. The completed and signed Lobbying Certification Form and the Disclosure of Lobbying Activities Form should be submitted with the Bid Response. Commonwealth agencies will not contract with outside firms or individuals to perform lobbying services, regardless of the source of funds.

#### **II.2 II-IFB-016.1 Post-Submission Descriptive Literature (Dec 2006)**

The Commonwealth may, during its evaluation of the bids, require any bidder to submit cuts, illustrations, drawings, prints, test data sheets, specification sheets and brochures which detail construction features, design, components, materials used, applicable dimensions and any other pertinent information which the Issuing Office may require in order to evaluate the product(s) offered. The required information must be submitted within two (2) business days after notification from the Issuing Office. Failure to submit the required information prior to the expiration of the second business day after notification shall result in the rejection of the bid as non-responsive.

#### **II.3 II-IFB-018.1b Iran Free Procurement Certification and Disclosure – Electronic Submittal (November 2016)**

Prior to entering a contract worth at least \$1,000,000 or more with a Commonwealth entity, a bidder must: a) certify it is not on the current list of persons engaged in investment activities in Iran created by the Pennsylvania Department of General Services (“DGS”) pursuant to Section 3503 of the Procurement Code and is eligible to contract with the Commonwealth under Sections 3501-3506 of the Procurement Code; or b) demonstrate it has received an exception from the certification requirement for that solicitation or contract pursuant to Section 3503(e). All bidders must complete and return the Iran Free Procurement Certification form, which is attached hereto and made part of this IFB. The completed and signed Iran Free Procurement Certification form must be submitted with the Bid Response.

See the following web page for current Iran Free Procurement list:

<http://www.dgs.pa.gov/businesses/materials%20and%20services%20procurement/procurement-resources/pages/default.aspx#.WDNfJJ>

## **PART III - SELECTION CRITERIA**

### **PART III - SELECTION CRITERIA**

#### **III.1 III-IFB-001.1a Mandatory Responsiveness Requirements (Oct 2006)**

To be eligible for selection, a bid must be:

- a. Timely received from a Bidder;
- b. Properly signed by the Bidder.

#### **III.2 III-IFB-006.1f Method of Award - All Bidders (April 2011)**

Award will be made to all responsive and responsible bidders.

#### **III.3 III-IFB-007.1 Awards (May 2011)**

Unless all Bids are rejected, and except as otherwise provided by law, award will be made through the issuance of a contract/purchase order in accordance with the method of award. Unless otherwise specified by the Issuing Office in the IFB form the Commonwealth reserves the right to award by item or on a total Bid basis, whichever is deemed more advantageous to the Commonwealth. In cases of discrepancies in prices, the unit price will be binding unless the unit price is obviously in error and the extended price is obviously correct, in which case the erroneous unit price will be corrected. As a condition for receipt of award of a contract/purchase order, the Bidder must be registered in the Commonwealth of Pennsylvania's Vendor Master file. In order to register, bidders must visit the Pa Supplier Portal at <https://www.pasupplierportal.state.pa.us/> or call the Customer Support Center at 877-435-7363 or 717-346-2676.

#### **III.4 III-IFB-008.1 Tie Bids (Nov 2006)**

All tie bids will be broken by the Issuing Office.

#### **III.5 III-IFB-009.1 Prompt Payment Discounts (Nov 2006)**

Prompt payment discounts will not be considered in making an award. If prompt payment discounts are offered by any Bidder, however, the Issuing Office will take advantage of such offer.

#### **III.6 III-IFB-010.1 Option for Separate Competitive Bidding Procedure (Nov 2006)**

The Commonwealth reserves the right to purchase products or services covered under this Contract through a separate competitive bidding procedure, whenever Commonwealth deems it in the best interest of the Commonwealth. The right will generally be exercised only when a specific need for a large quantity of the product or service exists or when the price offered is significantly lower than the Contract price.

**PART IV - WORK STATEMENT**

**PART IV - WORK STATEMENT**

**IV.1 IFB-001.1b Statement of Work (Nov 2006)**

The Commonwealth is seeking bids to procure the services set forth in the attached document entitled "Statement of Work."

## **PART V - CONTRACT TERMS and CONDITIONS**

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#### **V.1 CONTRACT-001.1b Contract Terms and Conditions (Nov 30, 2006)**

The Contract with the awarded bidder (who shall become the "Contractor") shall include the following terms and conditions:

#### **V.2 CONTRACT-002.1a Term of Contract – Contract (May 2012)**

The initial term of the Contract shall be 03 year(s) and 00 month(s).

The term of the Contract shall commence on the Effective Date (as defined below) and shall end on the Expiration Date identified in the Contract, subject to the other provisions of the Contract.

The Effective Date shall be: a) the Effective Date printed on the Contract after the Contract has been fully executed by the Commonwealth (signed and approved as required by the Commonwealth contracting procedures) or b) the "Valid from" date printed on the Contract, whichever is later.

#### **V.3 CONTRACT-002.2a Renewal of Contract Term (Nov 30 2006)**

The Contract may be renewed for a maximum of 2 additional 1 year term(s), so long as Commonwealth provides written notice to Contractor of its intention to extend the Contract by letter prior to the expiration of the term of the agreement, or any extension thereof. The Commonwealth may exercise the renewal as individual year or multiple year term(s). Any renewal will be under the same terms, covenants and conditions. No further document is required to be executed to renew the term of the contract.

#### **V.4 CONTRACT-002.2d Renewal of Contract Term; Adjusted Prices - Fixed Percentage (Oct 2013)**

The Contract may be renewed for a maximum of 2 additional 1 year term(s), so long as Commonwealth provides written notice to Contractor of its intention to extend the Contract by letter prior to the expiration of the term of the agreement, or any extension thereof. The Commonwealth may exercise the renewal as individual year or multiple year term(s). Any renewal will be under the same terms, covenants and conditions, provided, however, that the rates under the contract may be increased up to 3.00 % during each renewal term. No further document is required to be executed to renew the term of the contract.

#### **V.5 CONTRACT-002.3 Extension of Contract Term (Nov 30 2006)**

The Commonwealth reserves the right, upon notice to the Contractor, to extend any single term of the Contract for up to three (3) months upon the same terms and conditions.

#### **V.6 CONTRACT-003.1a Signatures – Contract (July 2015)**

The Contract shall not be a legally binding contract until the fully-executed Contract has been sent to the Contractor. No Commonwealth employee has the authority to verbally direct the commencement of any work or delivery of any supply under this Contract prior to the Effective Date. The Contractor hereby waives any claim or cause of action for any service or work performed prior to the Effective Date.

The Contract may be electronically signed by the Commonwealth. The electronically-printed name of the Purchasing Agent represents the signature of that individual who has the authority, on behalf of the Commonwealth,

to bind the Commonwealth to the terms of the Contract. If the Contract output form does not have "Fully Executed" at the top of the first page and does not have the name of the Purchasing Agent printed in the appropriate box, the Contract has not been fully executed.

The fully-executed Contract may be sent to the Contractor electronically or through facsimile equipment. The electronic transmission of the Contract shall require acknowledgement of receipt of the transmission by the Contractor. Receipt of the electronic or facsimile transmission of the Contract shall constitute receipt of the fully-executed Contract.

The Commonwealth and the Contractor specifically agree as follows:

- a. No handwritten signature shall be required in order for the Contract to be legally enforceable.
- b. The parties agree that no writing shall be required in order to make the Contract legally binding, notwithstanding contrary requirements in any law. The parties hereby agree not to contest the validity or enforceability of a genuine Contract or acknowledgement issued electronically under the provisions of a statute of frauds or any other applicable law relating to whether certain agreements be in writing and signed by the party bound thereby. Any genuine Contract or acknowledgement issued electronically, if introduced as evidence on paper in any judicial, arbitration, mediation, or administrative proceedings, will be admissible as between the parties to the same extent and under the same conditions as other business records originated and maintained in documentary form. Neither party shall contest the admissibility of copies of a genuine Contract or acknowledgements under either the business records exception to the hearsay rule or the best evidence rule on the basis that the Contract or acknowledgement were not in writing or signed by the parties. A Contract or acknowledgment shall be deemed to be genuine for all purposes if it is transmitted to the location designated for such documents.
- c. Each party will immediately take steps to verify any document that appears to be obviously garbled in transmission or improperly formatted to include re-transmission of any such document if necessary.

#### **V.7 CONTRACT-004.1a Definitions (Oct 2013)**

As used in this Contract, these words shall have the following meanings:

- a. Agency: The department, board, commission or other agency of the Commonwealth of Pennsylvania listed as the Purchasing Agency. If a COSTARS entity or external procurement activity has issued an order against this contract, that entity shall also be identified as "Agency".
- b. Contracting Officer: The person authorized to administer this Contract for the Commonwealth and to make written determinations with respect to the Contract.
- c. Days: Unless specifically indicated otherwise, days mean calendar days.
- d. Developed Works or Developed Materials: All documents, sketches, drawings, designs, works, papers, files, reports, computer programs, computer documentation, data, records, software, samples or any other tangible material without limitation authored or prepared by Contractor as the work product covered in the scope of work for the Project.
- e. Documentation: All materials required to support and convey information about the services required by this Contract. It includes, but is not necessarily restricted to, written reports and analyses, diagrams, maps, logical and physical designs, system designs, computer programs, flow charts, disks, and/or other machine-readable storage media.
- f. Services: All Contractor activity necessary to satisfy the Contract.

#### **V.8 CONTRACT-005.1d Purchase Orders (July 2015)**

Commonwealth agencies may issue Purchase Orders against the Contract. These orders constitute the Contractor's authority to make delivery. All Purchase Orders received by the Contractor up to and including the expiration date of the Contract are acceptable and must be performed in accordance with the Contract. Each Purchase Order will be deemed to incorporate the terms and conditions set forth in the Contract.

Purchase Orders may be electronically signed by the Agency. The electronically-printed name of the purchaser represents the signature of that individual who has the authority, on behalf of the Commonwealth, to authorize the Contractor to proceed.

Purchase Orders may be issued electronically or through facsimile equipment. The electronic transmission of a purchase order shall require acknowledgement of receipt of the transmission by the Contractor. Receipt of the electronic or facsimile transmission of the Purchase Order shall constitute receipt of an order. Orders received by the Contractor after 4:00 p.m. will be considered received the following business day.

- a. No handwritten signature shall be required in order for the Contract or Purchase Order to be legally enforceable.
- b. The parties agree that no writing shall be required in order to make the Purchase Order legally binding. The parties hereby agree not to contest the validity or enforceability of a Purchase Order or acknowledgement issued electronically under the provisions of a statute of frauds or any other applicable law relating to whether certain agreements be in writing and signed by the party bound thereby. Any Purchase Order or acknowledgement issued electronically, if introduced as evidence on paper in any judicial, arbitration, mediation, or administrative proceedings, will be admissible as between the parties to the same extent and under the same conditions as other business records originated and maintained in documentary form. Neither party shall contest the admissibility of copies of Purchase Orders or acknowledgements under either the business records exception to the hearsay rule or the best evidence rule on the basis that the Purchase Order or acknowledgement were not in writing or signed by the parties. A Purchase Order or acknowledgment shall be deemed to be genuine for all purposes if it is transmitted to the location designated for such documents.
- c. Each party will immediately take steps to verify any document that appears to be obviously garbled in transmission or improperly formatted to include re-transmission of any such document if necessary.

Purchase Orders under ten thousand dollars (\$10,000) in total amount may also be made in person or by telephone using a Commonwealth Purchasing Card. When an order is placed by telephone, the Commonwealth agency shall provide the agency name, employee name, credit card number, and expiration date of the card. Contractors agree to accept payment through the use of the Commonwealth Purchasing Card.

**V.9 CONTRACT-006.1 Independent Prime Contractor (Oct 2006)**

In performing its obligations under the Contract, the Contractor will act as an independent contractor and not as an employee or agent of the Commonwealth. The Contractor will be responsible for all services in this Contract whether or not Contractor provides them directly. Further, the Contractor is the sole point of contact with regard to all contractual matters, including payment of any and all charges resulting from the Contract.

**V.10 CONTRACT-007.01b Delivery of Services (Nov 30 2006)**

**The Contractor shall proceed with all due diligence in the performance of the services with qualified personnel, in accordance with the completion criteria set forth in the Contract.**

**V.11 CONTRACT-007.02 Estimated Quantities (Nov 30 2006)**

It shall be understood and agreed that any quantities listed in the Contract are estimated only and may be increased or decreased in accordance with the actual requirements of the Commonwealth and that the Commonwealth in accepting any bid or portion thereof, contracts only and agrees to purchase only the materials and services in such quantities as represent the actual requirements of the Commonwealth. The Commonwealth reserves the right to purchase materials and services covered under the Contract through a separate competitive procurement procedure, whenever Commonwealth deems it to be in its best interest.

**V.12 CONTRACT-008.1a Warranty. (Oct 2006)**

The Contractor warrants that all items furnished and all services performed by the Contractor, its agents and subcontractors shall be free and clear of any defects in workmanship or materials. Unless otherwise stated in the Contract, all items are warranted for a period of one year following delivery by the Contractor and acceptance by the



Commonwealth. The Contractor shall repair, replace or otherwise correct any problem with the delivered item. When an item is replaced, it shall be replaced with an item of equivalent or superior quality without any additional cost to the Commonwealth.

#### **V.13 CONTRACT-009.1c Patent, Copyright, and Trademark Indemnity (Oct 2013)**

The Contractor warrants that it is the sole owner or author of, or has entered into a suitable legal agreement concerning either: a) the design of any product or process provided or used in the performance of the Contract which is covered by a patent, copyright, or trademark registration or other right duly authorized by state or federal law or b) any copyrighted matter in any report, document or other material provided to the Commonwealth under the contract.

The Contractor shall defend any suit or proceeding brought against the Commonwealth on account of any alleged patent, copyright or trademark infringement in the United States of any of the products provided or used in the performance of the Contract.

This is upon condition that the Commonwealth shall provide prompt notification in writing of such suit or proceeding; full right, authorization and opportunity to conduct the defense thereof; and full information and all reasonable cooperation for the defense of same.

As principles of governmental or public law are involved, the Commonwealth may participate in or choose to conduct, in its sole discretion, the defense of any such action.

If information and assistance are furnished by the Commonwealth at the Contractor's written request, it shall be at the Contractor's expense, but the responsibility for such expense shall be only that within the Contractor's written authorization.

The Contractor shall indemnify and hold the Commonwealth harmless from all damages, costs, and expenses, including attorney's fees that the Contractor or the Commonwealth may pay or incur by reason of any infringement or violation of the rights occurring to any holder of copyright, trademark, or patent interests and rights in any products provided or used in the performance of the Contract.

If any of the products provided by the Contractor in such suit or proceeding are held to constitute infringement and the use is enjoined, the Contractor shall, at its own expense and at its option, either procure the right to continue use of such infringement products, replace them with non-infringement equal performance products or modify them so that they are no longer infringing.

If the Contractor is unable to do any of the preceding, the Contractor agrees to remove all the equipment or software which are obtained contemporaneously with the infringing product, or, at the option of the Commonwealth, only those items of equipment or software which are held to be infringing, and to pay the Commonwealth: 1) any amounts paid by the Commonwealth towards the purchase of the product, less straight line depreciation; 2) any license fee paid by the Commonwealth for the use of any software, less an amount for the period of usage; and 3) the pro rata portion of any maintenance fee representing the time remaining in any period of maintenance paid for. The obligations of the Contractor under this paragraph continue without time limit. No costs or expenses shall be incurred for the account of the Contractor without its written consent.

#### **V.14 CONTRACT-009.1d Ownership Rights (Oct 2006)**

The Commonwealth shall have unrestricted authority to reproduce, distribute, and use any submitted report, data, or material, and any software or modifications and any associated documentation that is designed or developed and delivered to the Commonwealth as part of the performance of the Contract.

#### **V.15 CONTRACT-010.1a Acceptance (Oct 2006)**

No item(s) received by the Commonwealth shall be deemed accepted until the Commonwealth has had a reasonable

opportunity to inspect the item(s). Any item(s) which is discovered to be defective or fails to conform to the specifications may be rejected upon initial inspection or at any later time if the defects contained in the item(s) or the noncompliance with the specifications were not reasonably ascertainable upon the initial inspection. It shall thereupon become the duty of the Contractor to remove rejected item(s) from the premises without expense to the Commonwealth within fifteen (15) days after notification. Rejected item(s) left longer than fifteen (15) days will be regarded as abandoned, and the Commonwealth shall have the right to dispose of them as its own property and shall retain that portion of the proceeds of any sale which represents the Commonwealth's costs and expenses in regard to the storage and sale of the item(s). Upon notice of rejection, the Contractor shall immediately replace all such rejected item(s) with others conforming to the specifications and which are not defective. If the Contractor fails, neglects or refuses to do so, the Commonwealth shall then have the right to procure a corresponding quantity of such item(s), and deduct from any monies due or that may thereafter become due to the Contractor, the difference between the price stated in the Contract and the cost thereof to the Commonwealth.

#### **V.16 CONTRACT-011.1a Compliance With Law (Oct 2006)**

The Contractor shall comply with all applicable federal and state laws and regulations and local ordinances in the performance of the Contract.

#### **V.17 CONTRACT-013.1 Environmental Provisions (Oct 2006)**

In the performance of the Contract, the Contractor shall minimize pollution and shall strictly comply with all applicable environmental laws and regulations, including, but not limited to: the Clean Streams Law Act of June 22, 1937 (P.L. 1987, No. 394), as amended 35 P.S. Section 691.601 et seq.; the Pennsylvania Solid Waste Management Act, Act of July 7, 1980 (P.L. 380, No. 97), as amended, 35 P.S. Section 6018.101 et seq. ; and the Dam Safety and Encroachment Act, Act of November 26, 1978 (P.L. 1375, No. 325), as amended , 32 P.S. Section 693.1.

#### **V.18 CONTRACT-014.1 Post-Consumer Recycled Content (June 2016)**

Except as specifically waived by the Department of General Services in writing, any products which are provided to the Commonwealth as a part of the performance of the Contract must meet the minimum percentage levels for total recycled content as specified by the Environmental Protection Agency in its Comprehensive Procurement Guidelines, which can be found at <https://www.epa.gov/smm/comprehensive-procurement-guideline-cpg-program> .

#### **V.19 CONTRACT-014.3 Recycled Content Enforcement (February 2012)**

The Contractor may be required, after delivery of the Contract item(s), to provide the Commonwealth with documentary evidence that the item(s) was in fact produced with the required minimum percentage of post-consumer and recovered material content.

#### **V.20 CONTRACT-015.1 Compensation (Oct 2006)**

The Contractor shall be required to furnish the awarded item(s) at the price(s) quoted in the Purchase Order. All item(s) shall be delivered within the time period(s) specified in the Purchase Order. The Contractor shall be compensated only for item(s) that are delivered and accepted by the Commonwealth.

#### **V.21 CONTRACT-015.1A Compensation/Expenses (Oct 2013)**

The Contractor shall be required to perform the specified services at the price(s) quoted in the Contract. All services shall be performed within the time period(s) specified in the Contract. The Contractor shall be compensated only for work performed to the satisfaction of the Commonwealth. The Contractor shall not be allowed or paid travel or per

diem expenses except as specifically set forth in the Contract.

#### **V.22 CONTRACT-015.2 Billing Requirements (February 2012)**

Unless the Contractor has been authorized by the Commonwealth for Evaluated Receipt Settlement or Vendor Self-Invoicing , the Contractor shall include in all of its invoices the following minimum information:

- Vendor name and "Remit to" address, including SAP Vendor number;
- Bank routing information, if ACH;
- SAP Purchase Order number;
- Delivery Address, including name of Commonwealth agency;
- Description of the supplies/services delivered in accordance with SAP Purchase Order (include purchase order line number if possible);
- Quantity provided;
- Unit price;
- Price extension;
- Total price; and
- Delivery date of supplies or services.

If an invoice does not contain the minimum information set forth in this paragraph, the Commonwealth may return the invoice as improper. If the Commonwealth returns an invoice as improper, the time for processing a payment will be suspended until the Commonwealth receives a correct invoice. The Contractor may not receive payment until the Commonwealth has received a correct invoice.

Contractors are required to establish separate billing accounts with each using agency and invoice them directly. Each invoice shall be itemized with adequate detail and match the line item on the Purchase Order. In no instance shall any payment be made for services to the Contractor that are not in accordance with the prices on the Purchase Order, the Contract, updated price lists or any discounts negotiated by the purchasing agency.

#### **V.23 CONTRACT-016.1 Payment (Oct 2006)**

- a. The Commonwealth shall put forth reasonable efforts to make payment by the required payment date. The required payment date is: (a) the date on which payment is due under the terms of the Contract; (b) thirty (30) days after a proper invoice actually is received at the "Bill To" address if a date on which payment is due is not specified in the Contract (a "proper" invoice is not received until the Commonwealth accepts the service as satisfactorily performed); or (c) the payment date specified on the invoice if later than the dates established by (a) and (b) above. Payment may be delayed if the payment amount on an invoice is not based upon the price(s) as stated in the Contract. If any payment is not made within fifteen (15) days after the required payment date, the Commonwealth may pay interest as determined by the Secretary of Budget in accordance with Act No. 266 of 1982 and regulations promulgated pursuant thereto. Payment should not be construed by the Contractor as acceptance of the service performed by the Contractor. The Commonwealth reserves the right to conduct further testing and inspection after payment, but within a reasonable time after performance, and to reject the service if such post payment testing or inspection discloses a defect or a failure to meet specifications. The Contractor agrees that the Commonwealth may set off the amount of any state tax liability or other obligation of the Contractor or its subsidiaries to the Commonwealth against any payments due the Contractor under any contract with the Commonwealth.
- b. The Commonwealth shall have the option of using the Commonwealth purchasing card to make purchases under the Contract or Purchase Order. The Commonwealth's purchasing card is similar to a credit card in that there will be a small fee which the Contractor will be required to pay and the Contractor will receive payment directly from the card issuer rather than the Commonwealth. Any and all fees related to this type of payment are the responsibility of the Contractor. In no case will the Commonwealth allow increases in prices to offset credit card fees paid by the Contractor or any other charges incurred by the Contractor, unless specifically stated in the terms of the Contract or Purchase Order.

**V.24 CONTRACT-016.2 Payment – Electronic Funds Transfer (February 2014)**

- a. The Commonwealth will make contract payments through the Automated Clearing House (ACH). Within 10 days of award of the contract or purchase order, the contractor must submit or must have already submitted their ACH information within their user profile in the Commonwealth's procurement system (SRM).
- b. The contractor must submit a unique invoice number with each invoice submitted. The unique invoice number will be listed on the Commonwealth of Pennsylvania's ACH remittance advice to enable the contractor to properly apply the state agency's payment to the invoice submitted.
- c. It is the responsibility of the contractor to ensure that the ACH information contained in SRM is accurate and complete. Failure to maintain accurate and complete information may result in delays in payments.

**V.25 CONTRACT-017.1 Taxes (Dec 5 2006)**

The Commonwealth is exempt from all excise taxes imposed by the Internal Revenue Service and has accordingly registered with the Internal Revenue Service to make tax free purchases under Registration No. 23-23740001-K. With the exception of purchases of the following items, no exemption certificates are required and none will be issued: undyed diesel fuel, tires, trucks, gas guzzler emergency vehicles, and sports fishing equipment. The Commonwealth is also exempt from Pennsylvania state sales tax, local sales tax, public transportation assistance taxes and fees and vehicle rental tax. The Department of Revenue regulations provide that exemption certificates are not required for sales made to governmental entities and none will be issued. Nothing in this paragraph is meant to exempt a construction contractor from the payment of any of these taxes or fees which are required to be paid with respect to the purchase, use, rental, or lease of tangible personal property or taxable services used or transferred in connection with the performance of a construction contract.

**V.26 CONTRACT-018.1 Assignment of Antitrust Claims (Oct 2006)**

The Contractor and the Commonwealth recognize that in actual economic practice, overcharges by the Contractor's suppliers resulting from violations of state or federal antitrust laws are in fact borne by the Commonwealth. As part of the consideration for the award of the Contract, and intending to be legally bound, the Contractor assigns to the Commonwealth all right, title and interest in and to any claims the Contractor now has, or may acquire, under state or federal antitrust laws relating to the products and services which are the subject of this Contract.

**V.27 CONTRACT-019.1 Hold Harmless Provision (Nov 30 2006)**

- a. The Contractor shall hold the Commonwealth harmless from and indemnify the Commonwealth against any and all third party claims, demands and actions based upon or arising out of any activities performed by the Contractor and its employees and agents under this Contract, provided the Commonwealth gives Contractor prompt notice of any such claim of which it learns. Pursuant to the Commonwealth Attorneys Act (71 P.S. Section 732-101, et seq.), the Office of Attorney General (OAG) has the sole authority to represent the Commonwealth in actions brought against the Commonwealth. The OAG may, however, in its sole discretion and under such terms as it deems appropriate, delegate its right of defense. If OAG delegates the defense to the Contractor, the Commonwealth will cooperate with all reasonable requests of Contractor made in the defense of such suits.
- b. Notwithstanding the above, neither party shall enter into any settlement without the other party's written consent, which shall not be unreasonably withheld. The Commonwealth may, in its sole discretion, allow the Contractor to control the defense and any related settlement negotiations.

**V.28 CONTRACT-020.1 Audit Provisions (Oct 2006)**

The Commonwealth shall have the right, at reasonable times and at a site designated by the Commonwealth, to audit the books, documents and records of the Contractor to the extent that the books, documents and records relate to costs or pricing data for the Contract. The Contractor agrees to maintain records which will support the prices

charged and costs incurred for the Contract. The Contractor shall preserve books, documents, and records that relate to costs or pricing data for the Contract for a period of three (3) years from date of final payment. The Contractor shall give full and free access to all records to the Commonwealth and/or their authorized representatives.

#### **V.29 CONTRACT-021.1 Default (Oct 2013)**

a. The Commonwealth may, subject to the Force Majeure provisions of this Contract, and in addition to its other rights under the Contract, declare the Contractor in default by written notice thereof to the Contractor, and terminate (as provided in the Termination Provisions of this Contract) the whole or any part of this Contract or any Purchase Order for any of the following reasons:

- 1) Failure to begin work within the time specified in the Contract or Purchase Order or as otherwise specified;
- 2) Failure to perform the work with sufficient labor, equipment, or material to ensure the completion of the specified work in accordance with the Contract or Purchase Order terms;
- 3) Unsatisfactory performance of the work;
- 4) Failure to deliver the awarded item(s) within the time specified in the Contract or Purchase Order or as otherwise specified;
- 5) Improper delivery;
- 6) Failure to provide an item(s) which is in conformance with the specifications referenced in the Contract or Purchase Order;
- 7) Delivery of a defective item;
- 8) Failure or refusal to remove material, or remove and replace any work rejected as defective or unsatisfactory;
- 9) Discontinuance of work without approval;
- 10) Failure to resume work, which has been discontinued, within a reasonable time after notice to do so;
- 11) Insolvency or bankruptcy;
- 12) Assignment made for the benefit of creditors;
- 13) Failure or refusal within 10 days after written notice by the Contracting Officer, to make payment or show cause why payment should not be made, of any amounts due for materials furnished, labor supplied or performed, for equipment rentals, or for utility services rendered;
- 14) Failure to protect, to repair, or to make good any damage or injury to property;
- 15) Breach of any provision of the Contract;
- 16) Failure to comply with representations made in the Contractor's bid/proposal; or
- 17) Failure to comply with applicable industry standards, customs, and practice.

b. In the event that the Commonwealth terminates this Contract or any Purchase Order in whole or in part as provided in Subparagraph a. above, the Commonwealth may procure, upon such terms and in such manner as it determines, items similar or identical to those so terminated, and the Contractor shall be liable to the Commonwealth for any reasonable excess costs for such similar or identical items included within the terminated part of the Contract or Purchase Order.

c. If the Contract or a Purchase Order is terminated as provided in Subparagraph a. above, the Commonwealth, in

addition to any other rights provided in this paragraph, may require the Contractor to transfer title and deliver immediately to the Commonwealth in the manner and to the extent directed by the Contracting Officer, such partially completed items, including, where applicable, reports, working papers and other documentation, as the Contractor has specifically produced or specifically acquired for the performance of such part of the Contract or Purchase Order as has been terminated. Except as provided below, payment for completed work accepted by the Commonwealth shall be at the Contract price. Except as provided below, payment for partially completed items including, where applicable, reports and working papers, delivered to and accepted by the Commonwealth shall be in an amount agreed upon by the Contractor and Contracting Officer. The Commonwealth may withhold from amounts otherwise due the Contractor for such completed or partially completed works, such sum as the Contracting Officer determines to be necessary to protect the Commonwealth against loss.

d. The rights and remedies of the Commonwealth provided in this paragraph shall not be exclusive and are in addition to any other rights and remedies provided by law or under this Contract.

e. The Commonwealth's failure to exercise any rights or remedies provided in this paragraph shall not be construed to be a waiver by the Commonwealth of its rights and remedies in regard to the event of default or any succeeding event of default.

f. Following exhaustion of the Contractor's administrative remedies as set forth in the Contract Controversies Provision of the Contract, the Contractor's exclusive remedy shall be to seek damages in the Board of Claims.

### **V.30 CONTRACT-022.1 Force Majeure (Oct 2006)**

Neither party will incur any liability to the other if its performance of any obligation under this Contract is prevented or delayed by causes beyond its control and without the fault or negligence of either party. Causes beyond a party's control may include, but aren't limited to, acts of God or war, changes in controlling law, regulations, orders or the requirements of any governmental entity, severe weather conditions, civil disorders, natural disasters, fire, epidemics and quarantines, general strikes throughout the trade, and freight embargoes.

The Contractor shall notify the Commonwealth orally within five (5) days and in writing within ten (10) days of the date on which the Contractor becomes aware, or should have reasonably become aware, that such cause would prevent or delay its performance. Such notification shall (i) describe fully such cause(s) and its effect on performance, (ii) state whether performance under the contract is prevented or delayed and (iii) if performance is delayed, state a reasonable estimate of the duration of the delay. The Contractor shall have the burden of proving that such cause(s) delayed or prevented its performance despite its diligent efforts to perform and shall produce such supporting documentation as the Commonwealth may reasonably request. After receipt of such notification, the Commonwealth may elect to cancel the Contract, cancel the Purchase Order, or to extend the time for performance as reasonably necessary to compensate for the Contractor's delay.

In the event of a declared emergency by competent governmental authorities, the Commonwealth by notice to the Contractor, may suspend all or a portion of the Contract or Purchase Order.

### **V.31 CONTRACT-023.1a Termination Provisions (Oct 2013)**

The Commonwealth has the right to terminate this Contract or any Purchase Order for any of the following reasons. Termination shall be effective upon written notice to the Contractor.

a. **TERMINATION FOR CONVENIENCE:** The Commonwealth shall have the right to terminate the Contract or a Purchase Order for its convenience if the Commonwealth determines termination to be in its best interest. The Contractor shall be paid for work satisfactorily completed prior to the effective date of the termination, but in no event shall the Contractor be entitled to recover loss of profits.

b. **NON-APPROPRIATION:** The Commonwealth's obligation to make payments during any Commonwealth fiscal year succeeding the current fiscal year shall be subject to availability and appropriation of funds. When funds (state and/or federal) are not appropriated or otherwise made available to support continuation of performance in a subsequent fiscal year period, the Commonwealth shall have the right to terminate the Contract or a Purchase Order. The Contractor shall be reimbursed for the reasonable value of any nonrecurring costs incurred but not amortized in

the price of the supplies or services delivered under the Contract. Such reimbursement shall not include loss of profit, loss of use of money, or administrative or overhead costs. The reimbursement amount may be paid from any appropriations available for that purpose.

c. **TERMINATION FOR CAUSE:** The Commonwealth shall have the right to terminate the Contract or a Purchase Order for Contractor default under the Default Clause upon written notice to the Contractor. The Commonwealth shall also have the right, upon written notice to the Contractor, to terminate the Contract or a Purchase Order for other cause as specified in the Contract or by law. If it is later determined that the Commonwealth erred in terminating the Contract or a Purchase Order for cause, then, at the Commonwealth's discretion, the Contract or Purchase Order shall be deemed to have been terminated for convenience under the Subparagraph a.

### **V.32 CONTRACT-024.1 Contract Controversies (Oct 2011)**

a. In the event of a controversy or claim arising from the Contract, the Contractor must, within six months after the cause of action accrues, file a written claim with the contracting officer for a determination. The claim shall state all grounds upon which the Contractor asserts a controversy exists. If the Contractor fails to file a claim or files an untimely claim, the Contractor is deemed to have waived its right to assert a claim in any forum. At the time the claim is filed, or within sixty (60) days thereafter, either party may request mediation through the Commonwealth Office of General Counsel Dispute Resolution Program.

b. If the Contractor or the contracting officer requests mediation and the other party agrees, the contracting officer shall promptly make arrangements for mediation. Mediation shall be scheduled so as to not delay the issuance of the final determination beyond the required 120 days after receipt of the claim if mediation is unsuccessful. If mediation is not agreed to or if resolution is not reached through mediation, the contracting officer shall review timely-filed claims and issue a final determination, in writing, regarding the claim. The final determination shall be issued within 120 days of the receipt of the claim, unless extended by consent of the contracting officer and the Contractor. The contracting officer shall send his/her written determination to the Contractor. If the contracting officer fails to issue a final determination within the 120 days (unless extended by consent of the parties), the claim shall be deemed denied. The contracting officer's determination shall be the final order of the purchasing agency.

c. Within fifteen (15) days of the mailing date of the determination denying a claim or within 135 days of filing a claim if, no extension is agreed to by the parties, whichever occurs first, the Contractor may file a statement of claim with the Commonwealth Board of Claims. Pending a final judicial resolution of a controversy or claim, the Contractor shall proceed diligently with the performance of the Contract in a manner consistent with the determination of the contracting officer and the Commonwealth shall compensate the Contractor pursuant to the terms of the Contract.

### **V.33 CONTRACT-025.1 Assignability and Subcontracting (Oct 2013)**

a. Subject to the terms and conditions of this paragraph, this Contract shall be binding upon the parties and their respective successors and assigns.

b. The Contractor shall not subcontract with any person or entity to perform all or any part of the work to be performed under this Contract without the prior written consent of the Contracting Officer, which consent may be withheld at the sole and absolute discretion of the Contracting Officer.

c. The Contractor may not assign, in whole or in part, this Contract or its rights, duties, obligations, or responsibilities hereunder without the prior written consent of the Contracting Officer, which consent may be withheld at the sole and absolute discretion of the Contracting Officer.

d. Notwithstanding the foregoing, the Contractor may, without the consent of the Contracting Officer, assign its rights to payment to be received under the Contract, provided that the Contractor provides written notice of such assignment to the Contracting Officer together with a written acknowledgement from the assignee that any such payments are subject to all of the terms and conditions of this Contract.

e. For the purposes of this Contract, the term "assign" shall include, but shall not be limited to, the sale, gift, assignment, pledge, or other transfer of any ownership interest in the Contractor provided, however, that the term shall not apply to the sale or other transfer of stock of a publicly traded company.

f. Any assignment consented to by the Contracting Officer shall be evidenced by a written assignment agreement executed by the Contractor and its assignee in which the assignee agrees to be legally bound by all of the terms and conditions of the Contract and to assume the duties, obligations, and responsibilities being assigned.

g. A change of name by the Contractor, following which the Contractor's federal identification number remains unchanged, shall not be considered to be an assignment hereunder. The Contractor shall give the Contracting Officer written notice of any such change of name.

#### **V.34 CONTRACT-026.1 Other Contractors (Oct 2006)**

The Commonwealth may undertake or award other contracts for additional or related work, and the Contractor shall fully cooperate with other contractors and Commonwealth employees, and coordinate its work with such additional work as may be required. The Contractor shall not commit or permit any act that will interfere with the performance of work by any other contractor or by Commonwealth employees. This paragraph shall be included in the Contracts of all contractors with which this Contractor will be required to cooperate. The Commonwealth shall equitably enforce this paragraph as to all contractors to prevent the imposition of unreasonable burdens on any contractor.

#### **V.35 CONTRACT-027.1 Nondiscrimination/Sexual Harassment Clause (August 2018)**

The Contractor agrees:

1. In the hiring of any employee(s) for the manufacture of supplies, performance of work, or any other activity required under the contract or any subcontract, the Contractor, each subcontractor, or any person acting on behalf of the Contractor or subcontractor shall not discriminate by reason of race, gender, creed, color, sexual orientation, gender identity or expression, or in violation of the *Pennsylvania Human Relations Act* (PHRA) and applicable federal laws, against any citizen of this Commonwealth who is qualified and available to perform the work to which the employment relates.
2. Neither the Contractor nor any subcontractor nor any person on their behalf shall in any manner discriminate by reason of race, gender, creed, color, sexual orientation, gender identity or expression, or in violation of the PHRA and applicable federal laws, against or intimidate any employee involved in the manufacture of supplies, the performance of work, or any other activity required under the contract.
3. Neither the Contractor nor any subcontractor nor any person on their behalf shall in any manner discriminate by reason of race, gender, creed, color, sexual orientation, gender identity or expression, or in violation of the PHRA and applicable federal laws, in the provision of services under the contract.
4. Neither the Contractor nor any subcontractor nor any person on their behalf shall in any manner discriminate against employees by reason of participation in or decision to refrain from participating in labor activities protected under the *Public Employee Relations Act*, *Pennsylvania Labor Relations Act* or *National Labor Relations Act*, as applicable and to the extent determined by entities charged with such Acts' enforcement, and shall comply with any provision of law establishing organizations as employees' exclusive representatives.
5. The Contractor and each subcontractor shall establish and maintain a written nondiscrimination and sexual harassment policy and shall inform their employees in writing of the policy. The policy must contain a provision that sexual harassment will not be tolerated and employees who practice it will be disciplined. Posting this Nondiscrimination/Sexual Harassment Clause conspicuously in easily-accessible and well-lighted places customarily frequented by employees and at or near where the contracted services are performed shall satisfy this requirement for employees with an established work site.



6. The Contractor and each subcontractor shall not discriminate by reason of race, gender, creed, color, sexual orientation, gender identity or expression, or in violation of PHRA and applicable federal laws, against any subcontractor or supplier who is qualified to perform the work to which the contract relates.
7. The Contractor and each subcontractor represents that it is presently in compliance with and will maintain compliance with all applicable federal, state, and local laws, regulations and policies relating to nondiscrimination and sexual harassment. The Contractor and each subcontractor further represents that it has filed a Standard Form 100 Employer Information Report ("EEO-1") with the U.S. Equal Employment Opportunity Commission ("EEOC") and shall file an annual EEO-1 report with the EEOC as required for employers' subject to *Title VII of the Civil Rights Act of 1964*, as amended, that have 100 or more employees and employers that have federal government contracts or first-tier subcontracts and have 50 or more employees. The Contractor and each subcontractor shall, upon request and within the time periods requested by the Commonwealth, furnish all necessary employment documents and records, including EEO-1 reports, and permit access to their books, records, and accounts by the contracting agency and the Bureau of Diversity, Inclusion and Small Business Opportunities for purpose of ascertaining compliance with provisions of this Nondiscrimination/Sexual Harassment Clause.
8. The Contractor shall include the provisions of this Nondiscrimination/Sexual Harassment Clause in every subcontract so that those provisions applicable to subcontractors will be binding upon each subcontractor.
9. The Contractor's and each subcontractor's obligations pursuant to these provisions are ongoing from and after the effective date of the contract through the termination date thereof. Accordingly, the Contractor and each subcontractor shall have an obligation to inform the Commonwealth if, at any time during the term of the contract, it becomes aware of any actions or occurrences that would result in violation of these provisions.
10. The Commonwealth may cancel or terminate the contract and all money due or to become due under the contract may be forfeited for a violation of the terms and conditions of this Nondiscrimination/Sexual Harassment Clause. In addition, the agency may proceed with debarment or suspension and may place the Contractor in the Contractor Responsibility File.

### V.36 CONTRACT-028.1 Contractor Integrity Provisions (January 2015)

It is essential that those who seek to contract with the Commonwealth of Pennsylvania ("Commonwealth") observe high standards of honesty and integrity. They must conduct themselves in a manner that fosters public confidence in the integrity of the Commonwealth contracting and procurement process.

**1. DEFINITIONS.** For purposes of these Contractor Integrity Provisions, the following terms shall have the meanings found in this Section:

**a. "Affiliate"** means two or more entities where (a) a parent entity owns more than fifty percent of the voting stock of each of the entities; or (b) a common shareholder or group of shareholders owns more than fifty percent of the voting stock of each of the entities; or (c) the entities have a common proprietor or general partner.

**b. "Consent"** means written permission signed by a duly authorized officer or employee of the Commonwealth, provided that where the material facts have been disclosed, in writing, by prequalification, bid, proposal, or contractual terms, the Commonwealth shall be deemed to have consented by virtue of the execution of this contract.

**c. "Contractor"** means the individual or entity, that has entered into this contract with the Commonwealth.

**d. "Contractor Related Parties"** means any affiliates of the Contractor and the Contractor's executive officers, Pennsylvania officers and directors, or owners of 5 percent or more interest in the Contractor.

**e. "Financial Interest"** means either:

- (1) Ownership of more than a five percent interest in any business; or

(2) Holding a position as an officer, director, trustee, partner, employee, or holding any position of management.

**f. "Gratuity"** means tendering, giving, or providing anything of more than nominal monetary value including, but not limited to, cash, travel, entertainment, gifts, meals, lodging, loans, subscriptions, advances, deposits of money, services, employment, or contracts of any kind. The exceptions set forth in the *Governor's Code of Conduct, Executive Order 1980-18, the 4 Pa. Code §7.153(b)*, shall apply.

**g. "Non-bid Basis"** means a contract awarded or executed by the Commonwealth with Contractor without seeking bids or proposals from any other potential bidder or offeror.

2. In furtherance of this policy, Contractor agrees to the following:

**a.** Contractor shall maintain the highest standards of honesty and integrity during the performance of this contract and shall take no action in violation of state or federal laws or regulations or any other applicable laws or regulations, or other requirements applicable to Contractor or that govern contracting or procurement with the Commonwealth.

**b.** Contractor shall establish and implement a written business integrity policy, which includes, at a minimum, the requirements of these provisions as they relate to the Contractor activity with the Commonwealth and Commonwealth employees and which is made known to all Contractor employees. Posting these Contractor Integrity Provisions conspicuously in easily-accessible and well-lighted places customarily frequented by employees and at or near where the contract services are performed shall satisfy this requirement.

**c.** Contractor, its affiliates, agents, employees and anyone in privity with Contractor shall not accept, agree to give, offer, confer or agree to confer or promise to confer, directly or indirectly, any gratuity or pecuniary benefit to any person, or to influence or attempt to influence any person in violation of any federal or state law, regulation, executive order of the Governor of Pennsylvania, statement of policy, management directive or any other published standard of the Commonwealth in connection with performance of work under this contract, except as provided in this contract.

**d.** Contractor shall not have a financial interest in any other contractor, subcontractor, or supplier providing services, labor or material under this contract, unless the financial interest is disclosed to the Commonwealth in writing and the Commonwealth consents to Contractor's financial interest prior to Commonwealth execution of the contract. Contractor shall disclose the financial interest to the Commonwealth at the time of bid or proposal submission, or if no bids or proposals are solicited, no later than the Contractor's submission of the contract signed by Contractor.

**e.** Contractor certifies to the best of its knowledge and belief that within the last five (5) years Contractor or Contractor Related Parties have not:

(1) been indicted or convicted of a crime involving moral turpitude or business honesty or integrity in any jurisdiction;

(2) been suspended, debarred or otherwise disqualified from entering into any contract with any governmental agency;

(3) had any business license or professional license suspended or revoked;

(4) had any sanction or finding of fact imposed as a result of a judicial or administrative proceeding related to fraud, extortion, bribery, bid rigging, embezzlement, misrepresentation or anti-trust; and

(5) been, and is not currently, the subject of a criminal investigation by any federal, state or local prosecuting or investigative agency and/or civil anti-trust investigation by any federal, state or local prosecuting or investigative agency.

If Contractor cannot so certify to the above, then it must submit along with its bid, proposal or contract a written explanation of why such certification cannot be made and the Commonwealth will determine whether a contract

may be entered into with the Contractor. The Contractor's obligation pursuant to this certification is ongoing from and after the effective date of the contract through the termination date thereof. Accordingly, the Contractor shall have an obligation to immediately notify the Commonwealth in writing if at any time during the term of the contract it becomes aware of any event which would cause the Contractor's certification or explanation to change. Contractor acknowledges that the Commonwealth may, in its sole discretion, terminate the contract for cause if it learns that any of the certifications made herein are currently false due to intervening factual circumstances or were false or should have been known to be false when entering into the contract.

**f.** Contractor shall comply with the requirements of the *Lobbying Disclosure Act (65 Pa.C.S. §13A01 et seq.)* regardless of the method of award. If this contract was awarded on a Non-bid Basis, Contractor must also comply with the requirements of the *Section 1641 of the Pennsylvania Election Code (25 P.S. §3260a)*.

**g.** When contractor has reason to believe that any breach of ethical standards as set forth in law, the Governor's Code of Conduct, or these Contractor Integrity Provisions has occurred or may occur, including but not limited to contact by a Commonwealth officer or employee which, if acted upon, would violate such ethical standards, Contractor shall immediately notify the Commonwealth contracting officer or the Office of the State Inspector General in writing.

**h.** Contractor, by submission of its bid or proposal and/or execution of this contract and by the submission of any bills, invoices or requests for payment pursuant to the contract, certifies and represents that it has not violated any of these Contractor Integrity Provisions in connection with the submission of the bid or proposal, during any contract negotiations or during the term of the contract, to include any extensions thereof. Contractor shall immediately notify the Commonwealth in writing of any actions for occurrences that would result in a violation of these Contractor Integrity Provisions. Contractor agrees to reimburse the Commonwealth for the reasonable costs of investigation incurred by the Office of the State Inspector General for investigations of the Contractor's compliance with the terms of this or any other agreement between the Contractor and the Commonwealth that results in the suspension or debarment of the Contractor. Contractor shall not be responsible for investigative costs for investigations that do not result in the Contractor's suspension or debarment.

**i.** Contractor shall cooperate with the Office of the State Inspector General in its investigation of any alleged Commonwealth agency or employee breach of ethical standards and any alleged Contractor non-compliance with these Contractor Integrity Provisions. Contractor agrees to make identified Contractor employees available for interviews at reasonable times and places. Contractor, upon the inquiry or request of an Inspector General, shall provide, or if appropriate, make promptly available for inspection or copying, any information of any type or form deemed relevant by the Office of the State Inspector General to Contractor's integrity and compliance with these provisions. Such information may include, but shall not be limited to, Contractor's business or financial records, documents or files of any type or form that refer to or concern this contract. Contractor shall incorporate this paragraph in any agreement, contract or subcontract it enters into in the course of the performance of this contract/agreement solely for the purpose of obtaining subcontractor compliance with this provision. The incorporation of this provision in a subcontract shall not create privity of contract between the Commonwealth and any such subcontractor, and no third party beneficiaries shall be created thereby.

**j.** For violation of any of these Contractor Integrity Provisions, the Commonwealth may terminate this and any other contract with Contractor, claim liquidated damages in an amount equal to the value of anything received in breach of these Provisions, claim damages for all additional costs and expenses incurred in obtaining another contractor to complete performance under this contract, and debar and suspend Contractor from doing business with the Commonwealth. These rights and remedies are cumulative, and the use or non-use of any one shall not preclude the use of all or any other. These rights and remedies are in addition to those the Commonwealth may have under law, statute, regulation or otherwise.

### **V.37 CONTRACT-029.1 Contractor Responsibility Provisions (Nov 2010)**

For the purpose of these provisions, the term contractor is defined as any person, including, but not limited to, a bidder, offeror, loan recipient, grantee or lessor, who has furnished or performed or seeks to furnish or perform, goods, supplies, services, leased space, construction or other activity, under a contract, grant, lease, purchase order

or reimbursement agreement with the Commonwealth of Pennsylvania (Commonwealth). The term contractor includes a permittee, licensee, or any agency, political subdivision, instrumentality, public authority, or other public entity in the Commonwealth.

1. The Contractor certifies, in writing, for itself and its subcontractors required to be disclosed or approved by the Commonwealth, that as of the date of its execution of this Bid/Contract, that neither the Contractor, nor any such subcontractors, are under suspension or debarment by the Commonwealth or any governmental entity, instrumentality, or authority and, if the Contractor cannot so certify, then it agrees to submit, along with its Bid/Contract, a written explanation of why such certification cannot be made.

2. The Contractor also certifies, in writing, that as of the date of its execution of this Bid/Contract it has no tax liabilities or other Commonwealth obligations, or has filed a timely administrative or judicial appeal if such liabilities or obligations exist, or is subject to a duly approved deferred payment plan if such liabilities exist.

3. The Contractor's obligations pursuant to these provisions are ongoing from and after the effective date of the Contract through the termination date thereof. Accordingly, the Contractor shall have an obligation to inform the Commonwealth if, at any time during the term of the Contract, it becomes delinquent in the payment of taxes, or other Commonwealth obligations, or if it or, to the best knowledge of the Contractor, any of its subcontractors are suspended or debarred by the Commonwealth, the federal government, or any other state or governmental entity. Such notification shall be made within 15 days of the date of suspension or debarment.

4. The failure of the Contractor to notify the Commonwealth of its suspension or debarment by the Commonwealth, any other state, or the federal government shall constitute an event of default of the Contract with the Commonwealth.

5. The Contractor agrees to reimburse the Commonwealth for the reasonable costs of investigation incurred by the Office of State Inspector General for investigations of the Contractor's compliance with the terms of this or any other agreement between the Contractor and the Commonwealth that results in the suspension or debarment of the contractor. Such costs shall include, but shall not be limited to, salaries of investigators, including overtime; travel and lodging expenses; and expert witness and documentary fees. The Contractor shall not be responsible for investigative costs for investigations that do not result in the Contractor's suspension or debarment.

6. The Contractor may obtain a current list of suspended and debarred Commonwealth contractors by either searching the Internet at <http://www.dgs.state.pa.us/> or contacting the:

Department of General Services  
Office of Chief Counsel  
603 North Office Building  
Harrisburg, PA 17125  
Telephone No: (717) 783-6472  
FAX No: (717) 787-9138

#### **V.38 CONTRACT-030.1 Americans with Disabilities Act (April 1, 2010)**

a. Pursuant to federal regulations promulgated under the authority of The Americans With Disabilities Act, 28 C.F.R. Section 35.101 et seq., the Contractor understands and agrees that it shall not cause any individual with a disability to be excluded from participation in this Contract or from activities provided for under this Contract on the basis of the disability. As a condition of accepting this contract, the Contractor agrees to comply with the "General Prohibitions Against Discrimination," 28 C.F.R. Section 35.130, and all other regulations promulgated under Title II of The Americans With Disabilities Act which are applicable to all benefits, services, programs, and activities provided by the Commonwealth of Pennsylvania through contracts with outside contractors.

b. The Contractor shall be responsible for and agrees to indemnify and hold harmless the Commonwealth of Pennsylvania from all losses, damages, expenses, claims, demands, suits, and actions brought by any party against the Commonwealth of Pennsylvania as a result of the Contractor's failure to comply with the provisions of Subparagraph a above.

#### **V.39 CONTRACT-032.1 Covenant Against Contingent Fees (Oct 2006)**

The Contractor warrants that no person or selling agency has been employed or retained to solicit or secure the Contract upon an agreement or understanding for a commission, percentage, brokerage, or contingent fee, except bona fide employees or bona fide established commercial or selling agencies maintained by the Contractor for the purpose of securing business. For breach or violation of this warranty, the Commonwealth shall have the right to terminate the Contract without liability or in its discretion to deduct from the Contract price or consideration, or otherwise recover the full amount of such commission, percentage, brokerage, or contingent fee.

#### **V.40 CONTRACT-033.1 Applicable Law (Oct 2006)**

This Contract shall be governed by and interpreted and enforced in accordance with the laws of the Commonwealth of Pennsylvania (without regard to any conflict of laws provisions) and the decisions of the Pennsylvania courts. The Contractor consents to the jurisdiction of any court of the Commonwealth of Pennsylvania and any federal courts in Pennsylvania, waiving any claim or defense that such forum is not convenient or proper. The Contractor agrees that any such court shall have in personam jurisdiction over it, and consents to service of process in any manner authorized by Pennsylvania law.

#### **V.41 CONTRACT- 034.1b Integration (Nov 30 2006)**

This Contract, including the Invitation for Bids, the Contractor's bid, all referenced documents, and any Purchase Order constitutes the entire agreement between the parties. No agent, representative, employee or officer of either the Commonwealth or the Contractor has authority to make, or has made, any statement, agreement or representation, oral or written, in connection with the Contract, which in any way can be deemed to modify, add to or detract from, or otherwise change or alter its terms and conditions. No negotiations between the parties, nor any custom or usage, shall be permitted to modify or contradict any of the terms and conditions of the Contract. No modifications, alterations, changes, or waiver to the Contract or any of its terms shall be valid or binding unless accomplished by a written amendment signed by both parties.

#### **V.42 CONTRACT-034.2b Order of Precedence - IFB (Dec 6 2006)**

In the event there is a conflict among the documents comprising this Contract, the Commonwealth and the Contractor agree on the following order of precedence: the Contract; the IFB; and the Contractor's Bid in Response to the IFB.

#### **V.43 CONTRACT-034.3 Controlling Terms and Conditions (Aug 2011)**

The terms and conditions of this Contract shall be the exclusive terms of agreement between the Contractor and the Commonwealth. All quotations requested and received from the Contractor are for obtaining firm pricing only. Other terms and conditions or additional terms and conditions included or referenced in the Contractor's quotations, invoices, business forms, or other documentation shall not become part of the parties' agreement and shall be disregarded by the parties, unenforceable by the Contractor and not binding on the Commonwealth.

#### **V.44 CONTRACT-035.1a Changes (Oct 2006)**

The Commonwealth reserves the right to make changes at any time during the term of the Contract or any renewals or extensions thereof: 1) to increase or decrease the quantities resulting from variations between any estimated quantities in the Contract and actual quantities; 2) to make changes to the services within the scope of the Contract; 3) to notify the Contractor that the Commonwealth is exercising any Contract renewal or extension option; or 4) to modify the time of performance that does not alter the scope of the Contract to extend the completion date beyond the Expiration Date of the Contract or any renewals or extensions thereof. Any such change shall be made by the Contracting Officer by notifying the Contractor in writing. The change shall be effective as of the date of the change, unless the notification of change specifies a later effective date. Such increases, decreases, changes, or modifications will not invalidate the Contract, nor, if performance security is being furnished in conjunction with the Contract, release the security obligation. The Contractor agrees to provide the service in accordance with the

change order. Any dispute by the Contractor in regard to the performance required by any notification of change shall be handled through Contract Controversies Provision.

#### **V.45 CONTRACT-036.1 Background Checks (February 2016)**

a. The Contractor must, at its expense, arrange for a background check for each of its employees, as well as the employees of any of its subcontractors, who will have access to Commonwealth facilities, either through on-site access or through remote access. Background checks are to be conducted via the Request for Criminal Record Check form and procedure found at <http://www.psp.state.pa.us/psp/lib/psp/sp4-164.pdf>. The background check must be conducted prior to initial access and on an annual basis thereafter.

b. Before the Commonwealth will permit access to the Contractor, the Contractor must provide written confirmation that the background checks have been conducted. If, at any time, it is discovered that a Contractor employee has a criminal record that includes a felony or misdemeanor involving terroristic behavior, violence, use of a lethal weapon, or breach of trust/fiduciary responsibility or which raises concerns about building, system or personal security or is otherwise job-related, the Contractor shall not assign that employee to any Commonwealth facilities, shall remove any access privileges already given to the employee and shall not permit that employee remote access unless the Commonwealth consents to the access, in writing, prior to the access. The Commonwealth may withhold its consent in its sole discretion. Failure of the Contractor to comply with the terms of this Section on more than one occasion or Contractor's failure to appropriately address any single failure to the satisfaction of the Commonwealth may result in the Contractor being deemed in default of its Contract.

c. The Commonwealth specifically reserves the right of the Commonwealth to conduct background checks over and above that described herein.

d. Access to certain Capitol Complex buildings and other state office buildings is controlled by means of card readers and secured visitors' entrances. Commonwealth contracted personnel who have regular and routine business in Commonwealth worksites may be issued a photo identification or access badge subject to the requirements of the contracting agency and DGS set forth in [Enclosure 3 of Commonwealth Management Directive 625.10 \(Amended\) Card Reader and Emergency Response Access to Certain Capitol Complex Buildings and Other State Office Buildings](#). The requirements, policy and procedures include a processing fee payable by the Contractor for contracted personnel photo identification or access badges.

#### **V.46 CONTRACT-037.1a Confidentiality (Oct 2013)**

(a) The Contractor agrees to protect the confidentiality of the Commonwealth's confidential information. The Commonwealth agrees to protect the confidentiality of Contractor's confidential information. In order for information to be deemed confidential, the party claiming confidentiality must designate the information as "confidential" in such a way as to give notice to the other party (notice may be communicated by describing the information, and the specifications around its use or disclosure, in the SOW). Neither party may assert that information owned by the other party is such party's confidential information. The parties agree that such confidential information shall not be copied, in whole or in part, or used or disclosed except when essential for authorized activities under this Contract and, in the case of disclosure, where the recipient of the confidential information has agreed to be bound by confidentiality requirements no less restrictive than those set forth herein. Each copy of such confidential information shall be marked by the party making the copy with any notices appearing in the original. Upon termination or cancellation of this Contract or any license granted hereunder, the receiving party will return to the disclosing party all copies of the confidential information in the receiving party's possession, other than one copy, which may be maintained for archival purposes only, and which will remain subject to this Contract's security, privacy, data retention/destruction and confidentiality provisions (all of which shall survive the expiration of this Contract). Both parties agree that a material breach of these requirements may, after failure to cure within the time frame specified in this Contract, and at the discretion of the non-breaching party, result in termination for default pursuant to the DEFAULT provision of this Contract, in addition to other remedies available to the non-breaching party.

(b) Insofar as information is not otherwise protected by law or regulation, the obligations stated in this Section do not apply to information:

(1) already known to the recipient at the time of disclosure other than through the contractual relationship;

- (2) independently generated by the recipient and not derived by the information supplied by the disclosing party.
- (3) known or available to the public , except where such knowledge or availability is the result of unauthorized disclosure by the recipient of the proprietary information;
- (4) disclosed to the recipient without a similar restriction by a third party who has the right to make such disclosure; or
- (5) required to be disclosed by law , regulation, court order, or other legal process.

There shall be no restriction with respect to the use or disclosure of any ideas, concepts, know-how, or data processing techniques developed alone or jointly with the Commonwealth in connection with services provided to the Commonwealth under this Contract.

(c) The Contractor shall use the following process when submitting information to the Commonwealth it believes to be confidential and/or proprietary information or trade secrets:

- (1) Prepare an un-redacted version of the appropriate document, and
- (2) Prepare a redacted version of the document that redacts the information that is asserted to be confidential or proprietary information or a trade secret, and
- (3) Prepare a signed written statement that states:
  - (i) the attached document contains confidential or proprietary information or trade secrets;
  - (ii) the Contractor is submitting the document in both redacted and un-redacted format in accordance with 65 P.S. § 67.707(b); and
  - (iii) the Contractor is requesting that the document be considered exempt under 65 P.S. § 67.708(b)(11) from public records requests.
- (4) Submit the two documents along with the signed written statement to the Commonwealth.

#### **V.47 CONTRACT-037.2a Sensitive Information (Sept 2009)**

The Contractor shall not publish or otherwise disclose, except to the Commonwealth and except matters of public record, any information or data obtained hereunder from private individuals, organizations, or public agencies, in a publication whereby the information or data furnished by or about any particular person or establishment can be identified, except with the consent of such person or establishment. The parties shall not use or disclose any information about a recipient receiving services from, or otherwise enrolled in, a Commonwealth program affected by or benefiting from services under this Contract for any purpose not connected with the parties' Contract responsibilities except with the written consent of such recipient, recipient's attorney, or recipient's parent or guardian pursuant to applicable state and federal law and regulations.

Contractor will be responsible to remediate any improper disclosure of information. Such remediation may include, but not be limited to, credit monitoring for individuals for whom information has been released and reimbursement of any costs incurred by individuals for whom information has been released. Costs for which Contractor is responsible under this paragraph are not subject to any limitation of liability set out in this Contract or Purchase Order.

#### **V.48 CONTRACT-037.2b Health Insurance Portability and Accountability Act (HIPAA) Compliance (Oct 2013)**

The Health Insurance Portability and Accountability Act (HIPAA) Compliance requirements are set forth in the attachments to this solicitation.

#### **V.49 CONTRACT-045.1 Insurance - General (Dec 12 2006)**

The Contractor is required to have in place during the term of the Contract and any renewals or extensions thereof, the following types of insurance, issued by companies acceptable to the Commonwealth and authorized to conduct such business under the laws of the Commonwealth of Pennsylvania:

- A. **Worker's Compensation Insurance** for all of the Contractor's employees and those of any subcontractor, engaged in work at the site of the project as required by law.
- B. **Public Liability and Property Damage Insurance** to protect the Commonwealth, the Contractor, and any and all subcontractors from claims for damages for personal injury (including bodily injury), sickness or disease, accidental death and damage to property including the loss of use resulting from any property damage, which may arise from the activities performed under the Contract or the failure to perform under the Contract, whether such performance or non-performance be by the Contractor, by any subcontractor, or by anyone directly or indirectly employed by either. The minimum amounts of coverage shall be \$250,000 per person and \$1,000,000 per occurrence for bodily injury, including death, and \$250,000 per person and \$1,000,000 per occurrence for property damage. Such policies shall be occurrence rather than claims-made policies and shall not contain any endorsements or any other form designated to limit and restrict any action by the Commonwealth, as an additional insured, against the insurance coverage in regard to work performed for the Commonwealth.

Prior to commencement of the work under the Contract and at each insurance renewal date during the term of the Contract, the Contractor shall provide the Commonwealth with current certificates of insurance. These certificates or policies shall name the Commonwealth as an additional insured and shall contain a provision that the coverage's afforded under the policies will not be cancelled or changed until at least thirty (30) days written notice has been given to the Commonwealth.

The Commonwealth shall be under no obligation to obtain such certificates from the Contractor(s). Failure by the Commonwealth to obtain the certificates shall not be deemed a waiver of the Contractor's obligation to obtain and furnish certificates. The Commonwealth shall have the right to inspect the original insurance policies.

#### **V.50 CONTRACT-051.1 Notice (Dec 2006)**

Any written notice to any party under this Contract shall be deemed sufficient if delivered personally, or by facsimile, telecopy, electronic or digital transmission (provided such delivery is confirmed), or by a recognized overnight courier service (e.g., DHL, Federal Express, etc.) with confirmed receipt, or by certified or registered United States mail, postage prepaid, return receipt requested, and sent to following:

- a. If to the Contractor: the Contractor's address as recorded in the Commonwealth's Supplier Registration system.
- b. If to the Commonwealth: the address of the Issuing Office as set forth on the Contract.

#### **V.51 CONTRACT-052.1 Right to Know Law (Feb 2010)**

a. The Pennsylvania Right-to-Know Law, 65 P.S. §§ 67.101-3104, ("RTKL") applies to this Contract. For the purpose of these provisions, the term "the Commonwealth" shall refer to the contracting Commonwealth agency.

b. If the Commonwealth needs the Contractor's assistance in any matter arising out of the RTKL related to this Contract, it shall notify the Contractor using the legal contact information provided in this Contract. The Contractor, at any time, may designate a different contact for such purpose upon reasonable prior written notice to the Commonwealth.

c. Upon written notification from the Commonwealth that it requires the Contractor's assistance in responding to a request under the RTKL for information related to this Contract that may be in the Contractor's possession, constituting, or alleged to constitute, a public record in accordance with the RTKL ("Requested Information"), the



Contractor shall:

1. Provide the Commonwealth, within ten (10) calendar days after receipt of written notification, access to, and copies of, any document or information in the Contractor's possession arising out of this Contract that the Commonwealth reasonably believes is Requested Information and may be a public record under the RTKL; and
2. Provide such other assistance as the Commonwealth may reasonably request, in order to comply with the RTKL with respect to this Contract.

d. If the Contractor considers the Requested Information to include a request for a Trade Secret or Confidential Proprietary Information, as those terms are defined by the RTKL, or other information that the Contractor considers exempt from production under the RTKL, the Contractor must notify the Commonwealth and provide, within seven (7) calendar days of receiving the written notification, a written statement signed by a representative of the Contractor explaining why the requested material is exempt from public disclosure under the RTKL.

e. The Commonwealth will rely upon the written statement from the Contractor in denying a RTKL request for the Requested Information unless the Commonwealth determines that the Requested Information is clearly not protected from disclosure under the RTKL. Should the Commonwealth determine that the Requested Information is clearly not exempt from disclosure, the Contractor shall provide the Requested Information within five (5) business days of receipt of written notification of the Commonwealth's determination.

f. If the Contractor fails to provide the Requested Information within the time period required by these provisions, the Contractor shall indemnify and hold the Commonwealth harmless for any damages, penalties, costs, detriment or harm that the Commonwealth may incur as a result of the Contractor's failure, including any statutory damages assessed against the Commonwealth.

g. The Commonwealth will reimburse the Contractor for any costs associated with complying with these provisions only to the extent allowed under the fee schedule established by the Office of Open Records or as otherwise provided by the RTKL if the fee schedule is inapplicable.

h. The Contractor may file a legal challenge to any Commonwealth decision to release a record to the public with the Office of Open Records, or in the Pennsylvania Courts, however, the Contractor shall indemnify the Commonwealth for any legal expenses incurred by the Commonwealth as a result of such a challenge and shall hold the Commonwealth harmless for any damages, penalties, costs, detriment or harm that the Commonwealth may incur as a result of the Contractor's failure, including any statutory damages assessed against the Commonwealth, regardless of the outcome of such legal challenge. As between the parties, the Contractor agrees to waive all rights or remedies that may be available to it as a result of the Commonwealth's disclosure of Requested Information pursuant to the RTKL.

i. The Contractor's duties relating to the RTKL are continuing duties that survive the expiration of this Contract and shall continue as long as the Contractor has Requested Information in its possession.

#### **V.52 CONTRACT-053.1 Enhanced Minimum Wage Provisions (July 2018)**

1. **Enhanced Minimum Wage.** Contractor/Lessor agrees to pay no less than \$12.00 per hour to its employees for all hours worked directly performing the services called for in this Contract/Lease, and for an employee's hours performing ancillary services necessary for the performance of the contracted services or lease when such employee spends at least twenty per cent (20%) of their time performing ancillary services in a given work week.
2. **Adjustment.** Beginning July 1, 2019, and annually thereafter, the minimum wage rate shall be increased by \$0.50 until July 1, 2024, when the minimum wage reaches \$15.00. Thereafter, the minimum wage rate would be increased by an annual cost-of-living adjustment using the percentage change in the Consumer Price Index for All Urban Consumers (CPI-U) for Pennsylvania, New Jersey, Delaware, and Maryland. The applicable adjusted amount shall be published in the Pennsylvania Bulletin by March 1 of each year to be effective the following July 1.
3. **Exceptions.** These Enhanced Minimum Wage Provisions shall not apply to employees:
  - a. exempt from the minimum wage under the Minimum Wage Act of 1968;
  - b. covered by a collective bargaining agreement;

c. required to be paid a higher wage under another state or federal law governing the services, including the Prevailing Wage Act and Davis-Bacon Act; or

d. required to be paid a higher wage under any state or local policy or ordinance.

4. **Notice.** Contractor/Lessor shall post these Enhanced Minimum Wage Provisions for the entire period of the contract conspicuously in easily-accessible and well-lighted places customarily frequented by employees at or near where the contracted services are performed.
5. **Records.** Contractor/Lessor must maintain and, upon request and within the time periods requested by the Commonwealth, furnish all employment and wage records necessary to document compliance with these Enhanced Minimum Wage Provisions.
6. **Sanctions.** Failure to comply with these Enhanced Minimum Wage Provisions may result in the imposition of sanctions, which may include, but shall not be limited to, termination of the contract or lease, nonpayment, debarment or referral to the Office of General Counsel for appropriate civil or criminal referral.
7. **Subcontractors.** Contractor/Lessor shall include the provisions of these Enhanced Minimum Wage Provisions in every subcontract so that these provisions will be binding upon each subcontractor.