

DIR-TSO-4256
APPENDIX C PRICING INDEX
Technology Based Conferencing Services
Cumulus Solutions, Inc.

AUDIO CONFERENCING SERVICES

	<u>Unit Price</u>	<u>Unit Type</u>
Toll Free Service	\$0.0184	per minute*
Local Number/Toll Call	\$0.0071	per minute*

*FUSF – on applicable voice service 18.2% or prevailing tariff at time of billing

VIDEOCONFERENCING SERVICES

	<u>Unit Price</u>	<u>Unit Type</u>
Cumulus Zoom		
(100 Participants per Host)		
Concurrent Hosts 1-99	\$13.50	per month
100-499	\$13.25	per month
500-999	\$13.00	per month
>1000	\$12.50	per month
Cumulus Zoom for Business		
(minimum order of 10 hosts -100 Participants per host)		
Concurrent Hosts 10-99	\$18.00	per month
100-499	\$17.75	per month
500-999	\$17.50	per month
>1000	\$17.00	per month
Cumulus Zoom for Education – Requires an annual contract		
(100 Participants per Host)		
Educational License 1-99	\$14.50	per year
100-499	\$14.25	per year
500-999	\$14.00	per year
>1000	\$13.75	per year
Cumulus Zoom Add-on Service (to existing Host subscription)		
200 Participant Add On	\$20.00	per month
300 Participant Add On	\$140.00	per month
500 Participant Add On	\$240.00	per month
H.323/SIP Room Connector	\$45.00	per month

Cumulus Zoom Add-on Service (cont'd)

	<u>Unit Price</u>	<u>Unit Type</u>
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Zoom Room	\$45.00	per month
Toll-Free Domestic call out/in	\$0.08	per minute*
Cloud Recording – 100 GB	\$40.00	per month
Cloud Recording – 500 GB	\$100.00	per month
Cloud Recording – 3 TB	\$500.00	per month

**FUSF – on applicable voice service 18.2% or prevailing tariff at time of billing*

WEBCONFERENCING SERVICE

Cumulus Webconferencing Service – requires an existing Host license

100 Participant Add On	\$38.00	per month
500 Participant Add On	\$133.00	per month
1000 Participant Add On	\$323.00	per month
3000 Participant Add On	\$940.00	per month
5000 Participant Add On	\$2,365.00	per month
10,000 Participant Add On	\$6,165.00	per month

WEBCASTING SERVICE

Cumulus Webcasting Service – requires an existing Host license

100 Participant Add On	\$38.00	per month
500 Participant Add On	\$133.00	per month
1000 Participant Add On	\$323.00	per month
3000 Participant Add On	\$940.00	per month
5000 Participant Add On	\$2,365.00	per month
10,000 Participant Add On	\$6,165.00	per month

RELATED SERVICES

Video Room Design/Installation – Labor

Project Manager	\$150.00	per hour
AM/Crestor Programmer	\$145.00	per hour
Video Engineer (CTS/D Certified)	\$145.00	per hour
Video Installer (CTS/D Certified)	\$90.00	per hour
Training/Drawing/Admin Support	\$60.00	per hour

Maintenance and Support

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On-site	Included at no cost
On-line	Included at no cost
Telephone	Included at no cost
On-site	Included at no cost

Training

On-site	Included at no cost
On-line Tutorials	Included at no cost
Individual (Vendor Site)	Included at no cost
Group (up to 20 Participants)	Included at no cost

Travel will be billed at approved State of Texas per diem rates.

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Pricing Notes
Technology Based Conferencing

Note 1: Audio Conferencing:

Cumulus Voice is a cloud-based audio conferencing service that combines crystal-clear quality, industry leading reliability, cutting edge features and elegant simplicity. The service can be as simple or as full-featured as a user wants it to be. It is a usage-based service with no monthly service fees.

The Audio Conference offers:

Cumulus Audio Conferencing provides features not available in most solutions. Most notable is the ability to access the Host Control Panel to manage all aspects of a call – who is calling, where the caller is located, verification of all call participant’s identities and the ability to “lock” a call once all invited participants are on the call.

The State of Texas currently uses this system to conduct on the record Administrative Hearings statewide from four regional offices. Each session is fully managed and litigants are invited to calls with custom voice recordings and court managers discuss litigants as needed. All aspects of the call are fully monitored and secured by the host. The system is also used to support Poison Control calls from for Emergency Communications in the State of Texas.

Reservation-Less Calling: No advance scheduling is required to use the service. We provide 24x7 reservation-less conference access which means that your conference bridge is always available, and is automatically activated whenever a caller enters your Conference ID. You can create a conference call anytime, simply by instructing callers to dial one of the Cumulus Voice Dial-in Numbers, and entering your Conference ID when prompted.

Multiple Conference Modes:

- Conversation Mode: All participants are un-muted.
- Listen-Only Mode: Non-hosts are muted.
- Question & Answer Mode: Individual participants un-mute themselves to ask questions.
- Private Host Mode: Hosts can engage in a private sub-conference, placing others on hold.

Multiple Access Methods:

- Toll Access: Call into your conference using any of our 300+ local phone numbers, which callers can use to avoid long distance charges.
- Toll-Free Access: Call into your conference using any of our toll-free numbers (e.g., +1 (800) 309-2350). One can enable or disable Toll-Free Access for any bridge. Toll-free access from USA, Canada and the UK.
- Skype: Call into your conference using the Skype application on your PC, tablet or smartphone.
- SIP (Session Initiation Protocol): Use your IP Phone to connect directly through the Internet in HD Audio.
- International Access: Call into your conference using local access numbers in 100+ foreign

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countries.

- Dial-out participant
- High capacity on every call (300 participants or more)

High Definition (HD) Audio: HD Audio is audio that has been sampled at a higher sample rate and is encoded at a higher bit rate than normal audio. With HD Audio, the intelligibility of speech is greatly enhanced, and individual voices are easier to differentiate and understand, more closely simulating the experience of being the same room around a conference table. Cumulus Voice supports the latest standards for HD Audio and if participants on a conference call are using a phone that supports HD Audio, then they will experience crystal-clear audio quality.

Powerful Account Management Tools:

- **Online Account Manager:** Create bridges, configure settings, monitor use, track expenses.
- **Live Conference Manager:** Enable hosts to manage calls, access reports and recordings.
- **Project/Account Tracking:** Assign reference codes to each conference.
- **Selectable Bridge IDs:** Choose your own codes, establish easy-to-remember vanity codes.
- **Multi-Bridge Accounts:** Assign personal bridges to key employees.

Conference Bridge Customization: Get your own private number with your own personal greeting. One can even skip the prompt to answer your Conference ID !!

Live Conference Manager: Hosts can log into the web-based Live Conference Manager to manage conference calls, including viewing participant Caller ID, muting participants, modifying feature settings and controlling conference recording.

High Conference Capacity: You can host up to 250 participants on a regular conference call. We can support up to 1,000 participants per call with advance notice.

Conference Recording: Digital recording of the call, which can be downloaded from the dedicated Texas Conferencing Services website developed by Cumulus Solutions. Hosts can toggle the recording on and off during a call, using keypad codes or the Live Conference Manager.

Entry/Exit Notification: Participants can be announced upon joining or leaving the call, using chimes or recorded names.

Record Name: Callers joining a call can be asked to record their name, which may be announced upon entry or exit to the call, or replayed privately via the Roll Call feature.

Participant Muting: Via the Live Conference Manager, a host may mute specific participants to reduce background noise.

Group Muting: Via the Live Conference Manager or keypad codes, a host may silence all participants (non-hosts) on the call.

Self-Muting: Hosts and participants can mute themselves by pressing a keypad code.

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Raise Your Hand: Participants can indicate to a conference host that they have a question or would like to comment. If the conference is in Listen-Only or Q&A mode, the host can un-mute the participant.

Conference Lock: A host can lock access to the conference bridge, preventing new callers from joining the active call.

Conference Termination: A host can force the termination of a conference (i.e., disconnect all participants) by pressing a keypad code. This feature is useful when you have conference calls scheduled back-to-back.

Participant Count: Callers joining a call can hear a private announcement of the number of active participants.

Private Roll Call: Participants can press a keypad code to hear a private playback of the recorded names for the active participants on the conference call.

Multiple Hosts: Any number of parties can join the call as hosts (by entering the Host PIN upon joining the bridge), allowing multiple leaders on the conference call.

Promote to Host: During a conference call, a non-Host can promote herself to the Host role (by entering a keypad command and providing the private Host PIN), giving her access to the Host Keypad Commands – eliminating the need to drop off and call back in as the Host.

Mute Music-on-Hold: Any participant can toggle music-on-hold on or off via the phone keypad, while waiting for the conference to begin.

Email Conference Report: You can elect to receive a conference summary report after every call, listing the participants and other call details, including a link to download the recording of the call (if available).

Touchtone (DTMF) Suppression: Filters out the tones produced by phone keypad, so that other participants on the call do not hear the tones.

Note 2: Video Conferencing:

Cumulus Video

The Cumulus product delivers best-in-class video conferencing capabilities well beyond traditional video conferencing solutions. Yet Cumulus is more than simply video conferencing. Cumulus also delivers sophisticated collaboration capabilities. Cumulus' service delivery platform delivers visual collaboration, the amalgam of video conferencing and collaboration capabilities.

Cumulus provides:

1. Cloud-based visual collaboration (video conferencing plus collaboration)
2. High definition 1080p video
3. Standard 100 participant multipoint calls at high definition
4. Scalable up to 10,000 participants per call

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5. No centralized MCU bridging required
6. Interoperability with SIP, H.323, Skype and WebRTC
7. Works easily with legacy hardware-based systems like Cisco, Tandberg, Polycom, LifeSize, Sony
8. Integrated sharing of PC, Mac and Server desktops
9. Supports the following operating systems: Microsoft, Apple, iOS, Droid, Blackberry and Linux
10. Incredible end user experience
11. Real-time adaptive bandwidth management
12. Meeting room, executive, boardroom, employee, and mobile deployments

Visual Collaboration Solution:

Most videoconference solutions satisfactorily connect two or more users. This is not where video conferencing solutions differentiate themselves in delivered value. The true measure of a videoconference solution is customer use case driven but rests primarily in three fundamental criteria:

1. Quality of the experience

Videoconference solutions are only useful when users are interested and motivated to use them. Cumulus promotes high quality user experiences with palpable productivity gains, leading to greater adoption rates through broader and deeper deployment. Adoption rates correlate positively with favorable user experiences.

- Users want easy-to-use solutions. Simplicity builds user confidence. Cumulus' simple, intuitive interaction model promotes short learning curves. This serves beginner and average users well yet more sophisticated features are easily accessible for intermediate to power users.
- Users want high quality video and audio. Cumulus' stunning high definition 1080p video provides life-like images. Combine this with high definition audio and precise lip-sync between video and audio and the user engages deeply in the meeting such that Cumulus' technology simply disappears.
- Users want to watch what's important and relevant to them, increasing their engagement and productivity. Who should decide what a user watches? The user themselves, of course. As intuitive as this is, most videoconference solutions do not have end user controls – you watch what you are shown. End user controls are a core capability of Cumulus.
- Much of a user's knowledge of their business reside on resources/tools they use on a regular basis – their PCs, their MACs and/or servers. Users need the ability to seamlessly access and easily share these knowledge resources/tools with their colleagues to enable collaboration. Cumulus provides this capability both from a visual sharing perspective to sharing of control. Multiple participants can share collaborative materials simultaneously. Let's clarify collaboration by way of example:

The video and collaboration capabilities described in the above use case are in stark contrast to the single stream, VGA cable h.239 sharing capabilities, or the need for a third-party tool such as WebEx, of most videoconference solutions. Collaboration is integrated at the very core of Cumulus and is where real productivity gains for workers are realized.

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2. Versatility

A videoconference solution that only connects a few users, works primarily with products of the same brand, requires an engineered network to ensure managed bandwidth for its operation or provides poor levels of security, offers an exceedingly low degree of versatility.

Cumulus on the other hand, unlocks tremendous versatility by connecting many users in large multipoint calls, interoperating with almost every other kind of video conference equipment in the market today, running on existing network infrastructure and providing secure operation.

Many factors determine a videoconference solution's versatility such as:

- Multipoint support
 - Cumulus supports 100-way conferencing at 1080p. It accomplishes this with no centralized, bridging MCU hardware. This contributes to an exceedingly low comparative Total Cost of Ownership (TCO). Cumulus can bridge even non-Cumulus solutions such as SIP, H.323 and Skype. As there is no limited resource hardware MCU in play that requires scheduling of the resource, Cumulus supports ad hoc (impromptu) and scheduled interactions.
- Interoperability with different brand solutions and protocols
 - Cumulus supports SIP and H.323 protocols facilitating interoperability with Tandberg, Polycom and the like. Interoperability is accomplished entirely in software. It is possible to have many non-Cumulus solutions in a multipoint call.
- Minimum infrastructure
 - In many cases, Cumulus can run on existing network infrastructure. Cumulus operates on a corporate LAN/Wan or with a direct connection to the Internet or a combination of the two. No QOS services are required and no MPLS networks thanks to Cumulus' network management algorithms.
- Bandwidth management
 - Cumulus continually monitors network bandwidth availability and real-time adjusts the parameters of its algorithms on a video frame by video frame basis to deliver the best, seamless user experience across that available bandwidth.
- Security
 - Cumulus provides AES 128 encryption through its VPNs. Cumulus also has available an optional security service taking the overall solution to a FIPS 140-2 level placing all authenticated users in a community of interest secure enclave.
 - HIPAA compliant for any healthcare need.

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Cumulus offers a highly versatile solution with broad functionality not seen or, in many cases, not possible with other solutions.

3. Total Cost of Ownership (TCO)

There are many contributing costs to a solution's TCO. Two of the largest contributing costs for non-Cumulus conferencing solutions are the need for centralized bridging equipment and the need for specialized network infrastructure to carry the video traffic.

Whether the bridging equipment for these traditional solutions is on a private network, a private cloud or a public cloud, the costs are high. Cumulus requires no bridging equipment.

Specialized network infrastructure such as QOS equipment, MPLS networks or networks with high levels of bandwidth is also a main contributing cost. Cumulus does not require any specialized networking infrastructure. Cumulus requires an Internet connection.

4. Return on Investment (ROI)

For the most part, all videoconference solutions have similar ROI calculations based on travel avoidance. However, Cumulus is much more than a videoconference solution, it is a visual collaboration solution offering personnel and process productivity gains through collaboration and workflow improvements.

Factor the low TCO with significant productivity and workflow gains and the ROI becomes very attractive.

Note 3: Web Conferencing

Cumulus Conference

Cumulus Conference is cloud-based, mobile-friendly Software as a Service (SaaS) that enables allows people, teams and organizations to meet, collaborate and "take care of business" from anywhere, anytime.

Cumulus Conference channels are mobile, global and easy-to-access from computers, tablets and smartphones, making it possible for people to meet, connects and works together with ease. This next-generation meeting SaaS enables interactive, real-time access to presentations, websites, and files of all types that can make web meetings more productive and powerful.

Cumulus Conference enables users to share files, websites, cloud applications, webcams and their screens live. Drag-and-drop file launch capabilities and tight integration with cloud file sharing and storage services, including Box.net, Dropbox, Evernote and Google Drive, make it easy for participants to easily access and share files from their desktops, tablets and mobile devices 'live' on their own branded channel.

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Cumulus Conference web-sharing lets users engage and interact with others in a simple and frictionless way. Real-time, interactive co-browsing enables more effective meetings, training, and customer service communications and shared experiences through real-time sharing of websites and online applications. No clunky software or downloads, just enter a URL and you are sharing in no time from any device!

With our webcasting, you can produce professional-quality, fully branded webcasts that deliver an engaging and interactive user experience to 1,000s of people, in just a few simple steps right from your computer or tablet. No plugins or time-consuming app installations to prevent viewers from accessing your content. Your webcasts are available everywhere and on popular mobile devices.

Feature Highlights:

- Mobile and fast on any platform, anytime: Easy and seamless online meetings when and where participants want them, with no software downloads required to access and share information.
- Instant web meetings: Instant online meeting hosting with one person or many from any computer or device for web meetings, virtual presentations & webinars.
- Live file sharing from leading cloud services: Share files live from popular cloud file sharing and storage services including Box.net, Dropbox, Evernote and Google Drive.
- Real-time, interactive co-browsing: More interactive meetings, through real-time sharing of websites and materials with colleagues, students, customers and prospects.
- Personalized meeting rooms: Customization of online meeting rooms to brand user's organizations and businesses and reflect their interests.
- Four ways to share information: Share your files, screen, websites/cloud apps and webcam instantly.
- Easy collaboration from any device: Facilitates real-time sharing of spreadsheets, documents, presentations, class materials, CAD files, medical records, designs and more.
- Powerful yet simple webcasts: Engage large audiences with interactive, live content for marketing, training and corporate communications.

Note 4: Webcasting:

Cumulus Meet

Cumulus Meet is a product that is fully integrated into our Cumulus Conference solution and can provide web-casting services to up to 10,000 simultaneous users. If you have Cumulus Conference you have webcasting as part of your overall solution. Conversely, if you purchase our web conferencing solution, you receive a web casting solution too. The only difference is the number of participants you wish to have on a web-based video broadcast.