

EXHIBIT A

PRICING

SERIAL 180233-RFP		
NIGP CODE: 20655		
RESPONDENT'S NAME:	Mythics, Inc. LLC.	
COUNTY VENDOR NUMBER:	VS0000003170	
ADDRESS:	4525 Main Street, Suite 1500, VA Beach, VA 23462	
P.O. ADDRESS:		
TELEPHONE NUMBER:	757-493-3010 757-226-7713	
FACSIMILE NUMBER:	757-266-0013	
WEB SITE:	www.mythics.com	
CONTACT (REPRESENTATIVE):	Dale Darr Anna Decker	
REPRESENTATIVE'S E-MAIL ADDRESS:	Dedarr vehiclegmt@mythics.com	
	YES	NO
WILL ALLOW OTHER GOVERNMENTAL ENTITIES TO PURCHASE FROM THIS CONTRACT	[X]	[]
PAYMENT TERMS. [X] NET 30 DAYS		

		Product Discount	Support Discount
1.3.1 Perpetual License Recap			
MINIMUM DISCOUNTS		29%	22%
1.3.2 Engineered Systems Recap			
MINIMUM DISCOUNTS	SEE TAB FOR DETAILED PRICING	20%	22%
1.3.3 Hardware Recap			
AVERAGE DISCOUNTS	SEE TAB FOR DETAILED PRICING	19%	22%
1.3.4 Cloud Services Recap			
MINIMUM DISCOUNTS	SEE TAB FOR DETAILED PRICING	30%	NA
1.3.5 Professional Services Recap			
	SEE TAB FOR PROFESSIONAL SERVICES BY TASK ORDER ONLY		
1.3.6 Support Services Recap			
	SEE TAB FOR SUPPORT SERVICES BY TASK ORDER ONLY		
1.3.7 Training Recap			
AVERAGE DISCOUNTS	SEE TAB FOR DETAILED PRICING	26% 5% Eff. 01/01/22	NA
1.3.8 Financing Recap			
	BY TASK ORDER ONLY		

1.3.1	Perpetual Licenses Catalog Products	Insert Percentage Below	Insert Percentage Below
	Global Price List - shown in dark grey	Min. Discount for Licenses XX%	First Year Maintenance Percentage based on discounted license Cost
	Technology Global Price List Products	29%	22%
	Oracle Fusion Applications Component Global Price List	29%	22%
	Oracle E-Business Suite Applications Global Price List Component Pricing	29%	22%
	Oracle Business Intelligence Applications Global Price List Component Pricing	29%	22%
	Peoplesoft Component Global Price List	29%	22%
	JD Edwards Component Global Price List	29%	22%
	Oracle Construction & Engineering Global Price List	29%	22%
	Siebel CRM Component Global Price List	29%	22%
	Oracle Application Integration Architecture Global Price List	29%	22%
	Oracle MySQL Subscriptions -*Eff. 5-1-20*	28%	n/a
	Oracle Linux and VM Services Global Price List-*Eff. 9-20-19*	2%	n/a
	Java SE Subscription Global Price List-*Eff. 9-20-19* Eff. 01/01/22	2% 0.5%	n/a
	Oracle Utilities Global Price List -*Eff. 5-17-2023	2%	n/a

	ORACLE PRODUCTS TRANSACTION BANDS FOR PRODUCT	DISCOUNT END USER WITH BUDGET LESS THAN \$100 MILLION (applies only to applications and excludes Siebel CRM, Professional Edition, Primavera and SaaS offerings)	DISCOUNT END USER WITH BUDGET MORE THAN \$100 MILLION
	0-\$25000	46%	29%
	\$25000-\$100,000	46%	29%
	\$100,000-\$250,000	46%	29%
	\$250,000-\$1,000,000	47%	34%
	\$1,000,000- PLUS	48%	34%

1.3.2 Engineered Systems Catalog Products						
	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below
Oracle Engineered Systems Global Price List	Min. Discount Eng Systems Hardware%	First Year Oracle Premier Support for Systems Percentage based on discounted Hardware Cost	First Year Oracle Premier Support for Operating Systems Percentage based on discounted Hardware Cost	First Year Oracle Customer Data and Device Retention Percentage based on discounted Hardware Cost	Min. Discount for Licenses XX%	First Year SULS Percentage based on discounted license Cost
Hardware	20%	12%	8%	3%		
Engineered Systems Software					29%	22%

1.3.3 Hardware, Servers, Storage and Networking Catalog Products							
		Insert Percentage Below	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below	Insert Percentage Below
	Global Price List - shown in dark grey	Min. Discount Hardware%	First Year Oracle Premier Support for Systems Percentage based on discounted Hardware Cost	First Year Oracle Premier Support for Operating Systems Percentage based on discounted Hardware Cost	First Year Oracle Customer Data and Device Retention Percentage based on discounted Hardware Cost	Min. Discount for Licenses XX%	First Year SULS Percentage based on discounted license Cost
	Systems Hardware and Software Global Price List						
	Oracle Hardware Category L	22%	12%	8%	3%	29%	22%
	Oracle Hardware Category U	17%	12%	8%	3%	29%	22%
	Oracle Hardware Category V	25%	12%	8%	3%	29%	22%
	Oracle Hardware Category X	35%	12%	8%	3%	29%	22%
	Oracle Hardware Category Z	10%	12%	8%	3%	29%	22%
	Oracle Hardware Category Y	2%					

1.3.4	Cloud Services Catalog Products	
		Insert Percentage Below
	Global Price List - shown in dark grey	Min. Discount for Service XX%
	Oracle Cloud Software as a Service (SaaS)	
	Oracle RightNow Global Price List	30%
	Oracle Taleo Cloud Service Global Price List	30%
	Oracle Fusion Cloud Service Global Price List	30%
	Oracle Cloud Platform as a Service and Infrastructure as a Service (PaaS and IaaS)	
	Oracle Cloud Platform as a Service and Infrastructure as a Service - Public Cloud Global Price List	0%
	Oracle Construction and Engineering Global Price List (CEGBU) (cloud eligible offerings)	2%

1.3.5	Consulting/Professional Services										
	All Professional Services work shall be by Task Order										
	Labor Rate(s)										
Labor Category	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	
Application Developer	\$ 137.89	\$ 140.65	\$ 143.46	\$ 146.33	\$ 149.26	\$152.54	\$155.90	\$163.69	\$171.88	\$180.47	
Associate Consultant	\$ 99.81	\$ 101.81	\$ 103.84	\$ 105.92	\$ 108.04 Eff. 3-22-23 \$96.93	\$99.06	\$101.24	\$106.30	\$111.62	\$117.20	
Consulting/Engineer	\$ 124.76	\$ 127.26	\$ 129.80	\$ 132.40	\$ 135.04 Eff. 3-22-23 \$130.80	\$133.68	\$136.62	\$143.45	\$150.62	\$158.15	
Director/Engineer	\$ 190.43	\$ 194.24	\$ 198.12	\$ 202.09	\$ 206.13	\$210.66	\$215.30	\$226.06	\$237.37	\$249.24	
Installation Engineer	\$ 124.76	\$ 127.26	\$ 129.80	\$ 132.40	\$ 135.04 Eff. 3-22-23 \$130.80	\$133.68	\$136.62	\$143.45	\$150.62	\$158.15	
Managing Principal Consultant	\$ 190.43	\$ 194.24	\$ 198.12	\$ 202.09	\$ 206.13	\$210.66	\$215.30	\$226.06	\$237.37	\$249.24	
Practice Director	\$ 216.69	\$ 221.02	\$ 225.44	\$ 229.95	\$ 234.55	\$239.71	\$244.98	\$257.23	\$270.09	\$283.60	
Practice Manager	\$ 204.29	\$ 208.38	\$ 212.54	\$ 216.79	\$ 221.13	\$225.99	\$230.97	\$242.52	\$254.64	\$267.37	
Principal Consultant	\$ 151.03	\$ 154.05	\$ 157.13	\$ 160.27	\$ 163.48	\$167.08	\$170.75	\$179.29	\$188.25	\$197.67	

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Project Manager /Engineer	\$ 169.27	\$ 172.66	\$ 176.11	\$ 179.63	\$ 183.22	\$187.25	\$191.37	\$200.94	\$210.99	\$221.54
Senior Consultant/Engineer	\$ 137.89	\$ 140.65	\$ 143.46	\$ 146.33	\$ 149.26	\$152.54	\$155.90	\$163.69	\$171.88	\$180.47
Senior Project Manager	\$ 192.61	\$ 196.46	\$ 200.39	\$ 204.40	\$ 208.49	\$213.08	\$217.76	\$228.65	\$240.09	\$252.09
Sr. Application Developer	\$ 151.03	\$ 154.05	\$ 157.13	\$ 160.27	\$ 163.48	\$167.08	\$170.75	\$179.29	\$188.25	\$197.67
Sr. Practice Director	\$ 229.82	\$ 234.42	\$ 239.10	\$ 243.89	\$ 248.76	\$254.23	\$259.83	\$272.82	\$286.46	\$300.78
Sr. Principal Consultant	\$ 210.13	\$ 214.33	\$ 218.62	\$ 222.99	\$ 227.45	\$232.45	\$237.57	\$249.45	\$261.92	\$275.01
Sr. Systems Engineer	\$ 210.13	\$ 214.33	\$ 218.62	\$ 222.99	\$ 227.45	\$232.45	\$237.57	\$249.45	\$261.92	\$275.01
Staff Consultant	\$ 124.76	\$ 127.26	\$ 129.80	\$ 132.40	\$ 135.04 Eff. 3-22-23 \$130.80	\$133.68	\$136.62	\$143.45	\$150.62	\$158.15
Systems Engineer	\$ 190.43	\$ 194.24	\$ 198.12	\$ 202.09	\$ 206.13	\$210.66	\$215.30	\$226.06	\$237.37	\$249.24

Cloud Labor Categories Effective 3-22-2023										
Labor Category	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Cloud Associate Consultant					\$129.92	\$132.78	\$135.70	\$142.48	\$149.61	\$157.09
Cloud Staff Consultant					\$175.32	\$179.18	\$183.12	\$192.27	\$201.89	\$211.98
Cloud Senior Consultant					\$203.50	\$207.98	\$212.55	\$223.18	\$234.34	\$246.06
Cloud Lead Consultant					\$224.00	\$228.93	\$233.96	\$245.66	\$257.95	\$270.84
Cloud Principal Consultant I					\$258.30	\$263.98	\$269.79	\$283.28	\$297.44	\$312.32
Cloud Principal Consultant II					\$324.03	\$331.16	\$338.44	\$355.37	\$373.13	\$391.79
Cloud Senior Principal Consultant					\$360.04	\$367.96	\$376.06	\$394.86	\$414.60	\$435.33
Cloud Solutions Architect					\$391.43	\$400.04	\$408.84	\$429.28	\$450.75	\$473.29
Cloud Senior Solution Architect					\$413.22	\$422.31	\$431.60	\$453.18	\$475.84	\$499.63

Cloud Subject Matter Expert I					\$441.45	\$451.16	\$461.09	\$484.14	\$508.35	\$533.77
Cloud Subject Matter Expert II					\$469.63	\$479.96	\$490.52	\$515.05	\$540.80	\$567.84
Cloud Contracts Administrator					\$131.49	\$134.38	\$137.34	\$144.21	\$151.42	\$158.99
Cloud Project Manager I					\$281.78	\$287.98	\$294.31	\$309.03	\$324.48	\$340.71
Cloud Project Manager II					\$300.57	\$307.18	\$313.94	\$329.64	\$346.12	\$363.43
Cloud Program Manager					\$319.34	\$326.37	\$333.55	\$350.22	\$367.73	\$386.12

1.3.6	Technical Support Services and/or Maintenance Support Services
	Technical Support Services and/or Maintenance Support Services fees are calculated as a factor of fees paid on net new licenses and/or hardware, renewal of services thereafter are priced based on a percentage increase over prior years fees and provided in accordance with then current Technical Support Policies.

Note: ~~Oracle University offerings are governed by the Oracle University terms and conditions available at education.oracle.com and incorporated by reference.~~

1.3.7	Oracle Training and University Products
Oracle University Training Services	-
Customer Transaction Band	E-Business License and Technical Support Discounts (Enter Discount off of list price. List price detailed at www.oracle.com/education)
\$0 – \$10,000	15%
\$10,001 – \$25,000	18%
\$25,001 – \$50,000	23%
\$50,001 – \$100,000	28%
\$100,001 – \$250,000	33%
\$250,001+	38%

Eff. 01/01/22

1.3.7	
Oracle University Cloud Learning Subscriptions	5% off of list price

1.3.8	Financing Services
All financing will be quoted by using a Task Order	