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**George Mason University | RFP GMU-1687-21**  
**Attachment A-Pricing Schedule**

Prepared by:

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4/01/21



4/1/21

Per request of George Mason in your Round 4 Negotiation Memorandum, dated March 30<sup>th</sup> 2021, Harmonize is providing the following as our best and final pricing offer, in response to RFP GMU-1687-21.

Harmonize 3-yr. Partnership Structure-George Mason University					
3-Year Contract Term		Term Dates	Allocated FTE	Cost per FTE	Contract Term Value
Term Year One		5/1/21-8/31/22	2,000	\$5/per	\$10,000
Term Year Two		9/1/22-8/31/23	3,000	\$5/per	\$15,000
Term Year Three		9/1/23-8/31/24	4,000	\$5/per	\$20,000
			Total Partnership Value:		\$45,000

**Per negotiation with George Mason University, the following stipulations are agreed to by both parties:**

1. Contract Term Values for Year Two and Year Three are the minimum cost of partnership under the terms of this agreement
  - a. Upon the date of term renewal for Years Two and Three, the actual student FTE quantity (or more) will be used to calculate Year Two and Year Three partnership costs.
  - b. The calculation for determining Year Two and Year Three costs will be:
    - i. Student FTE x Cost per FTE=Contract Term Value
    - ii. If Student FTE exceeds 5,000 students, applicable discounts per the table below will be applied to the Contract Term Value total for any given year, or mid-year adjustment.



### Harmonize Discount Structure for George Mason

George Mason Harmonize FTE	Per FTE Discount applied
< 5,000	0%
5,001-10,000	5%
10,001-15,000	10%
15,001-25,000	15%
25,001<	20%

2. During Term Year Two and Term Year Three, a 25% variance clause is applied against FTE growth.
  - a. Harmonize and George Mason will monitor growth in Harmonize utilization against the agreed to FTE total utilized at term renewal. (9/1, as defined above).
  - b. As Mason approaches a 25% variance of contract term FTE, Harmonize will inform the Contract Administrator and Buyer of the possibility of exceeding 25% growth in a given year.
  - c. Once the 25% threshold is exceeded, Harmonize will provide the Contract Administrator and Buyer a quote for revised partnership cost utilizing the calculation structures indicated above.
  - d. Once agreed to, this revised FTE will become our established FTE against which the 25% variance is tracked for the in-effect contract year and a formal contract modification will be provided for signature by all parties
  - e. Any cost adjustment agreed to via mid-year contract modification will be settled on the term renewal date of the subsequent term year.
3. Harmonize will be provided a minimum of three training/development opportunities, per term year, to co-promote Harmonize utilization and best practices to the George Mason academic community.
  - a. These opportunities will be coordinated in conjunction with the Sterns Center.
4. Harmonize agrees to participate in the George Mason *Innovations in Teaching and Learning Conference* as a minimum silver level sponsor for fall 2021.
5. This agreement will be a cooperative contract vehicle through VASCUPP, Virginia Association of State College & University Purchasing Professionals.