

Exhibit 1 – Description of Services and Pricing

Software Compliance Risk Assessment Services

Proposed as ISAM's Pre-Audit Service

- A proactive approach to help prepare for and manage potential audits
- A comprehensive license compliance assessment and discovery services
- Provides guidance to a better understanding of licensing positioning to help ensure organization is compliant and ready for an audit

Cost: \$20,000 to \$75,000 based on vendor and agency size

Software Purchase and Renewal Financial Analysis Services

Proposed as ISAM's Software Optimization Service

- Assesses your software environment, bundles and entitlements to provide guidance based on your expansion, contraction and acquisition strategy.
- The service delivers informed recommendations and licensing options to help you achieve total compliance and lower TCO
- Comprehensive evaluation from license purchase, utilization to disposal.

Cost: \$35,000

Software Assets Management Services (SAM) Program

Proposed as ISAM's SAM Lite Assessment

- Survey process to help define an agency's level of maturity of their SAM program
- Provides insight and recommendations on where to spend time on development efforts to grow and mature your SAM program
- Survey and consultant lead questionnaire to support the overall process of:
 - Data Capture
 - Data Repository
 - Software Inventory
 - Hardware Inventory
 - Cloud Inventory
 - Position Reporting
 - Technology Acquisition
 - Asset Management Optimization

Cost: \$16,000 to \$25,000 based on agency size

OR

Alternatively Proposed as ISAM's SAM Assessment

- Consultant lead meetings and discussions to gather information regarding an existing SAM program
- Service is driven based on a comprehensive set of questions directed at organization from leadership to procurement to data center administrators
- Provide a comprehensive report
 - Shows where agency stands regarding SAM process and maturity
 - Recommendations to improve maturity
- Consultant lead discussions to support the overall process of:
 - Data Capture
 - Data Repository
 - Software Inventory
 - Hardware Inventory
 - Cloud Inventory
 - Position Reporting
 - Technology Acquisition
 - Asset Management Optimization

Cost \$75,000 to \$350,000 based on agency size

ISAM's Packaged Services proposed as alternatives

PACE (Premier Advanced Customer Engagement)

- Annual subscription service
- Services included: Pre-Audit, Benchmarking, Software Optimization, True Up and Renewal, Licensing Position Statements
- Dedicated account executive
- Dedicated senior consultant
- Quarterly planning days
- Quarterly business reviews

Cost: Priced per software publisher(S)

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