Cost Schedule
The following are current cost schedules which are valid after July 1, 2015

Development Services
• Rate - $75/hr

Maintenance Services
• Rate - $75/hr

Hosting Services
• Shared Hosting Basic - $30/mo
• Shared Hosting w/ Database Support - $100/mo
• Dedicated Virtual Server – Contact Service Provider for quote
• Dedicated Virtual Server w/ Database Support – Contact Service Provider for quote
• Co-Location Hosting Package – Contact Service Provider for quote

Digital Signage
• One-Time License Fee - $5,000
  o 10% discount when purchasing 2 licenses
  o 20% discount when purchasing 3+ licenses
• Annual Maintenance Fee* - $2,000

*Annual Maintenance Fee begins the next fiscal year of your initial deployment.
Scope of Service for Software Licensing and Support for Digital Signage Services

Service Provider, in collaboration with University, has established a Cal Poly Digital Signage Network for use by Service Provider and University users for digital signs. Service Provider is the licensee with a third party provider of the required software and assists Clients with set up needs in order for Clients to utilize digital signs for Client purposes. Client must purchase certain types of hardware in order to operate on the Cal Poly Digital Signage Network.

Purpose:
The purpose of this document is to define the terms and scope of Software Licensing and Support for Digital Signage Service provided by the Service Provider during the term of this contract and to define the responsibilities of the Client.

Service Provider Responsibilities

1. Service Provider agrees to provide a software sublicense to the Client for a single Site (i.e. College, Auxiliary, Program, Project, and/or Department) for Digital Signage Services. The license is not transferable to other campus entities, and the license allows for unlimited Signage Deployments within Site and no more than three (3) Content Manager Installations. (See Definitions)
2. Service Provider will provide the additional following services to assist Client to implement Digital Signage Services at Client’s Site:
   • Coordinate and manage the infrastructure and systems of the Cal Poly Digital Signage Network to which all digital signs are connected.
   • Work with campus entities (ITS, MDS, CIO, PA, Facilities, et al.) to ensure proper deployment of individual digital sign installations and connectivity to the Cal Poly Digital Signage Network.
   • Provide support services as requested by Client
   • Provide training to Client on the software as requested by Client
   • Provide content development as requested by Client
   • Provide signage management as requested by Client

Client Responsibilities

1. Sublicense. The Client agrees to abide by the license terms set forth in the software agreement between the software vendor and the Service Provider. Each Authorized User will be granted a sublicense to use the Software at the Site. The sublicense granted to each Authorized User shall
automatically terminate in the event that such Authorized User ceases to be in authorized employee of Client, or Client ceases to contract for such sublicense with Service Provider.

2. **Content:** Clients are responsible for their own content and information; such content must meet campus policy requirements for acceptable use as set forth by the University.

3. **Branding:** All digital signage must meet the campus digital signage branding requirements as set forth by the University.

4. **Default Channels:** All Digital Signs are required to subscribe to the Campus Emergency Notification and the Public Affairs channels for campus wide communications.

5. **Accessibility:** All Digital Signage will be required to meet accessibility standards, including Color contrast, captioning (for video), and mounting requirements as set forth by the University.

**Definitions**

1. **Authorized Users:** shall mean all direct employees of licensed Client who are authorized by Licensee to use the Software subject to the terms and conditions of this Agreement and shall be considered a Licensee hereunder.

2. **Documentation:** shall mean all manuals, user documentation, and other related materials pertaining to the Software which are furnished to Licensee by Cal Poly Corporation and/or the Software vendor.

3. **License Fee:** shall mean the initial license fee for participating in the Campus Digital Signage Network.

4. **Maintenance Fee:** shall mean the annual support fee for maintaining the Campus Digital Signage Network.

5. **Site:** shall mean College, Auxiliary, Program, Project, and/or Department located on the campus of Cal Poly State University.

6. **Signage Deployment:** Each digital sign must include the installation of the Content Player software on the “player PC” (the computer that attaches to/is part of the monitor) in order for content to be viewable on the digital signage display. The content is then controlled via the Content Manager software. The software license grants unlimited Content Player deployments.

7. **Content Manager Installation:** The Content Manager is the software used to create and manage your Content Player deployments. One installation of Content Manager can manage all digital signs for a Site, however, the software license allows for installation of the Content Manager software for 3 Authorized Users.

**Fees**

1. **Time Allocation:** At the commencement of a project, Service Provider will provide the Client with estimates of time allocation and a breakdown of hourly rates for Service Hours.
2. **Tracking Service Hours:** The Service Provider will track service hours in one (1) hour increments. Tracking of billable service hours begins upon the signing of the contract between the Service Provider and the Client.

3. **Basic Information:** The Service Provider will provide basic telephone and email consultations regarding the current installation project free of charge. Extended consultations of a complex nature (requiring more than fifteen minutes work by Service Provider) will be billed at the standard hourly rate.

4. **Sublicense Fees.** Sublicense fees will be collected for any Client that wishes to utilize the Cal Poly Digital Signage Network.

<table>
<thead>
<tr>
<th>One-Time License Fee</th>
<th>Annual Maintenance Fee</th>
<th>Digital Signs/Content Manager(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>$5,000</td>
<td>$2,000</td>
<td>Unlimited/3</td>
</tr>
</tbody>
</table>

- One-time license fee reduced by 10% with the purchase of 2 licenses and by 20% with the purchase of 3+ licenses. Discount does not apply to annual maintenance fee.
- One-time license fees shall be collected at the commencement of service.
- Annual maintenance fees shall be collected at the start of the fiscal year (July) beginning the next fiscal year from initial deployment.

**Coordination with other campus entities**
The Cal Poly Digital Signage Network requires the coordination and collaboration of multiple campus entities. The Service Provider will inform the below campus departments upon the initiation of an installation project. The Service Provider will not purchase or install hardware. Service Provider will not configure computers or other installed machines. The following is a list of the services and requirements fulfilled by each department or entity:

**Cal Poly Corporation**
- Software service provider / Signage network management
- Signage network Coordinator
- Digital signage consulting
- Content development Services (turnkey solutions) (Optional)

**Facilities Department**
- Construction and permit requirements
- Permits

Information Services (University Media Services)
- Hardware and network specifications for deployment
- System wide compliance
- Security requirements, best practices, and policies
- Security
- Hardware Installation