



No. GS-35F-0119Y

Named Host Use Case - 1 Year Commitment	FedRAMP Business 350G, Named Host 10 License Minimum				
	SIN	Part Number	Tier	MSRP	GSA Price
Customer does not require license count flexibility, and would only like to commit to a fixed number of licenses. Will add licenses as needed and is not subject to year end number of users audit. Tier Attributes: Lower volume tier max than Enterprise. Tier Hop MRR Guarantee: ASP prorated so MRR is equal to previous level if new volume multiplied by new tier price is less than current MRR	132-52	ZFG1-BIZ-BASE-NH1Y	1 - 49	\$ 300.00	\$ 296.22
	132-52	ZFG2-BIZ-BASE-NH1Y	50 - 99	\$ 285.00	\$ 281.41
	132-52	ZFG3-BIZ-BASE-NH1Y	100 - 249	\$ 271.00	\$ 267.59
	132-52	ZFG4-BIZ-BASE-NH1Y	250 - 499	\$ 257.00	\$ 253.76
	132-52	ZFG5-BIZ-BASE-NH1Y	500 - 999	\$ 244.00	\$ 240.93
	132-52	ZFG6-BIZ-BASE-NH1Y	1000 - 1499	\$ 232.00	\$ 229.08
	132-52	ZFG7-BIZ-BASE-NH1Y	1500 - 2499	\$ 220.00	\$ 217.23
	132-52	ZFG8-BIZ-BASE-NH1Y	2500 - 4999	\$ 209.00	\$ 206.37
Term: 1 Year Minimum Term, 10 License Minimum Optional: CRC, Zoom Rooms, Zoom Audio Domestic, Zoom Audio Committed Spend, Large Meetings	132-52	ZFG9-BIZ-BASE-NH1Y	5000+	\$ 199.00	\$ 196.49

Named Host Use Case - 1 Year Minimum Term	FedRAMP Enterprise G, Named Host 50 License Minimum				
	SIN	Part Number	Tier	MSRP	GSA Price
Customer does not require license count flexibility, and would only like to commit to a fixed number of licenses. Will add licenses as needed and is not subject to year end number of users audit. Tier Attributes: Lower volume tier max (50,000) than AH or ELA. Higher tier discount at 2.5k to encourage license deployment. Tier Hop MRR Guarantee: ASP prorated so MRR is equal to previous level if new volume multiplied by new tier price is less than current MRR	132-52	ZFG1-EP01-ENT5-BD1Y	1 - 99	\$ 312.00	\$ 308.07
	132-52	ZFG2-EP01-ENT5-BD1Y	100 - 499	\$ 268.00	\$ 264.62
	132-52	ZFG3-EP01-ENT5-BD1Y	500 - 999	\$ 231.00	\$ 228.09
	132-52	ZFG4-EP01-ENT5-BD1Y	1000 - 2499	\$ 198.00	\$ 195.51
	132-52	ZFG5-EP01-ENT5-BD1Y	2500 - 4999	\$ 171.00	\$ 168.85
	132-52	ZFG6-EP01-ENT5-BD1Y	5000 - 7499	\$ 147.00	\$ 145.15
	132-52	ZFG7-EP01-ENT5-BD1Y	7500 - 9999	\$ 126.00	\$ 124.41
	132-52	ZFG8-EP01-ENT5-BD1Y	10000 - 24999	\$ 109.00	\$ 107.63
	132-52	ZFG9-EP01-ENT5-BD1Y	25000 - 49999	\$ 93.00	\$ 91.83
	Term: 1 Year Minimum Term, 50 License Minimum Optional: Zoom Rooms, Webinars, CRC and Audio Conferencing	132-52	ZFG10-EP01-ENT5-BD1Y	50000+	\$ 80.00

Active Host Use Case - 2 Year base, 3 year technology.	FedRAMP Enterprise G Active Host, 30% Commitment, Minimum 50 Paid Licenses Monthly				
	SIN	Part Number	Tier	MSRP	GSA Price
Active Host Use Case allows Zoom to address large employee pools without knowing the exact number of Active Hosts. First step is establishing total deployment pool. This value can range from a single division to a company wide value. Generally speaking, in any given Named User model, 30% of active users exist. We have created our Active Host license to address this value. After establishing the year one paid license level, this value becomes the minimum threshold and customers are required to not drop below that value for the length of the contract. The year one paid license level is also used to price the	132-52	ZFG1-AH30-ENT5-BD1Y	1 - 249	\$ 225.00	\$ 222.17
	132-52	ZFG2-AH30-ENT5-BD1Y	250 - 999	\$ 198.00	\$ 195.51
	132-52	ZFG3-AH30-ENT5-BD1Y	1000 - 2499	\$ 174.00	\$ 171.81
	132-52	ZFG4-AH30-ENT5-BD1Y	2500 - 4999	\$ 153.00	\$ 151.07
	132-52	ZFG5-AH30-ENT5-BD1Y	5000 - 9999	\$ 135.00	\$ 133.30
	132-52	ZFG6-AH30-ENT5-BD1Y	10000 - 19999	\$ 119.00	\$ 117.50
	132-52	ZFG7-AH30-ENT5-BD1Y	20000 - 49999	\$ 105.00	\$ 103.68
	132-52	ZFG8-AH30-ENT5-BD1Y	50000 - 74999	\$ 92.00	\$ 90.84
	132-52	ZFG9-AH30-ENT5-BD1Y	75000 - 99999	\$ 81.00	\$ 79.98
	Term: 3 Year Minimum, 250 License Minimum Optional: CRC, Zoom Rooms, Audio Conferencing and Webinar	132-52	ZFG10-AH30-ENT5-BD1Y	100000+	\$ 71.00

Add On's

FedRAMP Zoom Rooms or CRC	FedRAMP Business and Enterprise Add On's - CRC and Zoom Rooms				
	SIN	Part Number	Tier	MSRP	GSA Price
	132-52	ZFG1-ROOM-BASE-RM1Y	1 - 9	\$ 706.00	\$ 697.11
	132-52	ZFG2-ROOM-BASE-RM1Y	10 - 24	\$ 607.00	\$ 599.36
	132-52	ZFG3-ROOM-BASE-RM1Y	25 - 49	\$ 522.00	\$ 515.43
	132-52	ZFG4-ROOM-BASE-RM1Y	50 - 99	\$ 449.00	\$ 443.35
	132-52	ZFG5-ROOM-BASE-RM1Y	100 - 249	\$ 386.00	\$ 381.14
	132-52	ZFG6-ROOM-BASE-RM1Y	250 - 499	\$ 332.00	\$ 327.82
	132-52	ZFG7-ROOM-BASE-RM1Y	500 - 999	\$ 285.00	\$ 281.41
	132-52	ZFG8-ROOM-BASE-RM1Y	1000 - 2499	\$ 246.00	\$ 242.90
132-52	ZFG9-ROOM-BASE-RM1Y	2500+	\$ 211.00	\$ 208.34	
FedRAMP CRC Named Host					
SIN	Part Number	Tier	MSRP	GSA Price	
132-52	ZFG1-CRC-1-PT1Y	1 - 9	\$ 706.00	\$ 697.11	
132-52	ZFG2-CRC-1-PT1Y	10 - 24	\$ 607.00	\$ 599.36	
132-52	ZFG3-CRC-1-PT1Y	25 - 49	\$ 522.00	\$ 515.43	
132-52	ZFG4-CRC-1-PT1Y	50 - 99	\$ 449.00	\$ 443.35	
132-52	ZFG5-CRC-1-PT1Y	100 - 249	\$ 386.00	\$ 381.14	
132-52	ZFG6-CRC-1-PT1Y	250 - 499	\$ 332.00	\$ 327.82	
132-52	ZFG7-CRC-1-PT1Y	500 - 999	\$ 285.00	\$ 281.41	
132-52	ZFG8-CRC-1-PT1Y	1000 - 2499	\$ 246.00	\$ 242.90	
132-52	ZFG9-CRC-1-PT1Y	2500+	\$ 211.00	\$ 208.34	

Zoom Audio

Zoom Audio - Domestic US and Canada Named Host					
SIN	Part Number	Tier	MSRP	GSA Price	
132-32	ZFG1-AUD-UNIT-NH1Y	1 - 99	\$ 72.00	\$	71.09
132-32	ZFG2-AUD-UNIT-NH1Y	100 - 499	\$ 57.60	\$	56.87
132-32	ZFG3-AUD-UNIT-NH1Y	500 - 999	\$ 55.92	\$	55.22
132-32	ZFG4-AUD-UNIT-NH1Y	1000 - 2499	\$ 54.72	\$	54.03
132-32	ZFG5-AUD-UNIT-NH1Y	2500 - 4999	\$ 53.64	\$	52.96
132-32	ZFG6-AUD-UNIT-NH1Y	5000 - 9999	\$ 52.56	\$	51.90
132-32	ZFG7-AUD-UNIT-NH1Y	10000 - 19999	\$ 51.48	\$	50.83
132-32	ZFG8-AUD-UNIT-NH1Y	20000 - 49999	\$ 51.00	\$	50.36
132-32	ZFG9-AUD-UNIT-NH1Y	50000+	\$ 50.52	\$	49.88
Zoom Audio Unlimited Active Host Monthly US & Canada					
SIN	Part Number	Tier	MSRP	GSA Price	
132-32	ZFG1-AUD-UNIT-AH1Y	1 - 49	\$ 216.00	\$	213.28
132-32	ZFG2-AUD-UNIT-AH1Y	50 - 249	\$ 216.00	\$	213.28
132-32	ZFG3-AUD-UNIT-AH1Y	250 - 999	\$ 172.80	\$	170.62
132-32	ZFG4-AUD-UNIT-AH1Y	1000 - 2499	\$ 167.64	\$	165.53
132-32	ZFG5-AUD-UNIT-AH1Y	2500 - 4999	\$ 162.60	\$	160.55
132-32	ZFG6-AUD-UNIT-AH1Y	5000 - 9999	\$ 159.36	\$	157.35
132-32	ZFG7-AUD-UNIT-AH1Y	10000 - 19999	\$ 156.12	\$	154.15
132-32	ZFG8-AUD-UNIT-AH1Y	20000 - 49999	\$ 154.20	\$	152.26
132-32	ZFG9-AUD-UNIT-AH1Y	50000 - 74999	\$ 150.00	\$	148.11
132-32	ZFG10-AUD-UNIT-AH1Y	75000 - 99999	\$ 148.44	\$	146.57
132-32	ZFG11-AUD-UNIT-AH1Y	100000+	\$ 147.00	\$	145.15

Webinar

FedRAMP Webinar Named Host License 1 Year					
SIN	Part Number	Tier	MSRP	GSA Price	
132-32	ZFG1-WEB-100-FL1Y	100	\$ 576.00	\$	568.75
132-32	ZFG1-WEB-500-FL1Y	500	\$ 2,016.00	\$	1,990.61
132-32	ZFG1-WEB-1000-FL1Y	1000	\$ 4,896.00	\$	4,834.34
132-32	ZFG1-WEB-3000-FL1Y	3000	\$ 14,256.00	\$	14,076.45
132-32	ZFG1-WEB-5000-FL1Y	5000	\$ 35,856.00	\$	35,404.41
132-32	ZFG1-WEB-10K-FL1Y	10000	\$ 93,456.00	\$	92,278.00

FedRAMP Large Meeting 1,000

FedRAMP Named Host - Large Meeting 1000					
SIN	Part Number	Tier	MSRP	GSA Price	
132-52	ZFG1-LMR-1K-NH1Y	1 - 49	\$ 1,296.00	\$	1,279.68
132-52	ZFG2-LMR-1K-NH1Y	50 - 99	\$ 1,188.00	\$	1,173.04
132-52	ZFG3-LMR-1K-NH1Y	100 - 249	\$ 948.00	\$	936.06
132-52	ZFG4-LMR-1K-NH1Y	250 - 499	\$ 768.00	\$	758.33
132-52	ZFG5-LMR-1K-NH1Y	500 - 999	\$ 612.00	\$	604.29
132-52	ZFG6-LMR-1K-NH1Y	1000 - 1499	\$ 492.00	\$	485.80
132-52	ZFG7-LMR-1K-NH1Y	1500 - 2499	\$ 396.00	\$	391.01
132-52	ZFG8-LMR-1K-NH1Y	2500 - 4999	\$ 348.00	\$	343.62
132-52	ZFG9-LMR-1K-NH1Y	5000 - 9999	\$ 312.00	\$	308.07
132-52	ZFG10-LMR-1K-NH1Y	10000 - 19999	\$ 288.00	\$	284.37
132-52	ZFG11-LMR-1K-NH1Y	20000+	\$ 768.00	\$	758.33

FedRAMP SIP Connected Audio

FedRAMP SIP Connected Audio - Domestic Named Host					
SIN	Part Number	Tier	MSRP	GSA Price	
132-52	ZFG1-SIP-UNIT-NH1Y	1 - 99	\$ 28.80	\$	28.44
132-52	ZFG2-SIP-UNIT-NH1Y	100 - 499	\$ 26.76	\$	26.42
132-52	ZFG3-SIP-UNIT-NH1Y	500 - 999	\$ 24.96	\$	24.65
132-52	ZFG4-SIP-UNIT-NH1Y	1000 - 2499	\$ 23.16	\$	22.87
132-52	ZFG5-SIP-UNIT-NH1Y	2500 - 4999	\$ 21.60	\$	21.33
132-52	ZFG6-SIP-UNIT-NH1Y	5000 - 9999	\$ 20.04	\$	19.79
132-52	ZFG7-SIP-UNIT-NH1Y	10000 - 19999	\$ 18.60	\$	18.37
132-52	ZFG8-SIP-UNIT-NH1Y	20000 - 49999	\$ 21.60	\$	21.33
132-52	ZFG9-SIP-UNIT-NH1Y	50000+	\$ 16.08	\$	15.88
FedRAMP SIP Connected Audio - Domestic Active Host					
SIN	Part Number	Tier	MSRP	GSA Price	
132-52	ZFG1-SIP-UNIT-AH1Y	1 - 999	\$ 72.00	\$	71.09
132-52	ZFG2-SIP-UNIT-AH1Y	1000 - 2499	\$ 65.00	\$	64.18
132-52	ZFG3-SIP-UNIT-AH1Y	2500 - 4999	\$ 58.00	\$	57.27
132-52	ZFG4-SIP-UNIT-AH1Y	5000 - 9999	\$ 52.00	\$	51.35
132-52	ZFG5-SIP-UNIT-AH1Y	10000 - 19999	\$ 47.00	\$	46.41
132-52	ZFG6-SIP-UNIT-AH1Y	20000 - 49999	\$ 42.00	\$	41.47
132-52	ZFG7-SIP-UNIT-AH1Y	50000 - 74999	\$ 38.00	\$	37.52
132-52	ZFG8-SIP-UNIT-AH1Y	75000 - 99999	\$ 34.00	\$	33.57
132-52	ZFG9-SIP-UNIT-AH1Y	100000+	\$ 32.00	\$	31.60