



No. GS-35F-0119Y

FedRAMP Business 350G, Named Host		FedRAMP Business 350G, Named Host 10 License Minimum				
Named Host Use Case - 1 Year Commitment		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

FedRAMP Enterprise G, Meeting 500 (includes a Webinar 100) Named Host		FedRAMP Enterprise G, Named Host 50 License Minimum				
Named Host Use Case - 1 Year Minimum Term		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
	132-52	ZFG10-EP01-ENT5-BD1Y		50000+	\$ 80.00	\$ 78.99
	Term: 1 Year Minimum Term, 50 License Minimum Optional: Zoom Rooms, Webinars, and Audio Conferencing					

Add On's		FedRAMP Business and Enterprise Add On's - CRC and Zoom Rooms					
		SIN	Part Number	Tier	MSRP	GSA Price	
FedRAMP Zoom Rooms or CRC	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				
	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 - Domestic US and Canada Named Host		SIN	Part Number	Tier	MSRP	GSA Price
Zoom Audio	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

Webinar		SIN	Part Number	Tier	MSRP	GSA Price
Webinar	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 Named Host - Large Meeting 1000		SIN	Part Number	Tier	MSRP	GSA Price
FedRAMP Large Meeting 1,000	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+	\$ 268.00	\$ 264.33

FedRAMP SIP Connected Audio - Domestic Named Host		SIN	Part Number	Tier	MSRP	GSA Price
FedRAMP SIP Connected Audio	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