



Decide with Confidence

New York State

Office of General Services (OGS)

Price List

Dun & Bradstreet, Inc.

Award #: NEG-21094

New York State Contract #:  
PS64205

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# Sales & Marketing Solutions Base Records

## Mail and Telemarketing Records

**Mailing Lists/Label and Telemarketing Orders**

- **Minimum Order is \$485.08**
- **Annual Contracts require:**
  - Mail - 50,000 Record Minimum
  - Telemarketing – 8,000 Record Minimum
- **Base Price for Records includes Personalization**

**Rates per 1,000 records**

Range	Three Line Mail Record		Telemarketing Record			
	Single Use *	Range Minimum	Standard	Range Minimum	Enhanced	Range Minimum
1 - 2,500	\$65.73	\$485.08	\$179.48	\$485.08	\$286.20	\$485.08
2,501 - 5,000	\$65.73	\$485.08	\$169.43	\$485.08	\$281.35	\$715.99
5,001 - 25,000	\$65.73	\$485.08	\$159.45	\$873.15	\$271.65	\$1,406.75
25,001 - 100,000	\$65.73	\$1,891.83	\$145.77	\$4,128.80	\$237.69	\$6,709.30
100,001 - 200,000	\$60.66	\$7,082.23	\$137.04	\$15,037.62	\$194.03	\$22,708.40
200,001 - 400,000	\$53.09	\$12,386.40	\$126.12	\$27,869.40	\$174.63	\$38,806.75
400,001 - 850,000	\$46.76	\$22,507.92	\$116.42	\$50,448.78	\$150.38	\$69,157.40
850,001 - 1,499,999	\$42.96	\$43,706.10	\$101.87	\$98,059.00	\$135.82	\$127,819.73
1,500,000 - 1,999,999	\$34.13	\$72,762.66	\$85.96	\$152,801.58	\$126.12	\$203,735.44
2,000,000 - 2,999,999	\$31.60	\$93,136.20	\$74.74	\$184,332.06	\$111.57	\$252,243.88
3,000,000 - 4,999,999	\$29.06	\$128,062.28	\$62.28	\$235,599.65	\$97.02	\$330,304.00
5,000,000 - 11,000,000	\$24.00	\$198,884.59	\$49.84	\$334,948.90	\$82.46	\$465,522.20
11MM+	\$29.11	\$376,753.00	\$43.66	\$593,515.00	\$53.36	\$735,387.91

**\* For Multi-use of Mail records, multiply single use Price Per Record by a factor of **2.0**.**

The Mailing Lists/Label product output rates are calculated as follows:

Output	Calculation Used Approach
Pressure Sensitive Labels (4 up or 1 up)	= Mailing Base Rate + \$4.85/M

**25% Customer Append Premium must be applied to data appended to customer files**

## Other Base Record Charges

### Prospecting Record and Strategic Marketing Record

- Basic Minimum Order is **\$485.08**. All additional charges count toward the minimum.
- Contracts require a 10,000 Record Minimum.
- Base Price for Records **includes** Personalization.
- Hardcopy output for Prospecting and Strategic Marketing records is an extra \$29.33 per thousand records.

### Price Tiers

#### Rates per 1,000 records

Range	Prospecting Record		Strategic Marketing Record	
	DMI	Range Minimum	EDMI / EDMII+	Range Minimum
1 - 2,500	\$485.08	\$414.94	\$830.46	\$485.08
2,501 - 5,000	\$475.38	\$1,212.71	\$819.79	\$2,063.37
5,001 - 25,000	\$465.68	\$2,376.91	\$805.24	\$4,098.96
25,001 - 100,000	\$402.62	\$11,156.02	\$692.70	\$17,848.80
100,001 - 200,000	\$339.56	\$38,537.19	\$509.34	\$55,661.18
200,001 - 400,000	\$291.05	\$64,702.43	\$366.72	\$76,972.19
400,001 - 850,000	\$232.84	\$102,630.61	\$257.63	\$112,669.79
850,001 - 1,499,999	\$189.18	\$180,719.64	\$176.78	\$196,336.83
1,500,000 - 1,999,999	\$169.78	\$278,888.05	\$176.78	\$298,967.44
2,000,000 - 2,999,999	\$155.23	\$339,559.06	\$173.66	\$360,018.97
3,000,000 - 4,999,999	\$140.67	\$456,361.43	\$162.99	\$501,998.08
5,000,000 - 11,000,000	\$111.57	\$619,748.36	\$123.32	\$770,743.74
11MM+	\$63.06	\$836,663.13	\$71.79	\$892,440.12

**25% Customer Append Premium must be applied to data appended to customer files**

**Strategic Database Marketing Record**

- GMDI record for use in custom systems.
- Basic Minimum Order is **\$485.08**. All additional charges count toward the minimum.
- Additional information provided includes:
  - Global Linkage
  - Small Business Indicator
  - Woman and Minority Owned Indicator
  - Public / Private Indicator
  - Geo Connect
- Contracts require a 10,000 Record Minimum.
- All prices are based on Unique DUNS #s

**Price Tiers**

**Rates per 1,000 records**

Range	Strategic Database Marketing Record	
	GMDI	Range Minimum
1 - 2,500	\$1,004.00	\$485.06
2,501 - 5,000	\$992.83	\$2,509.28
5,001 - 25,000	\$968.30	\$4,908.11
25,001 - 100,000	\$835.55	\$21,195.20
100,001 - 200,000	\$622.47	\$65,817.20
200,001 - 400,000	\$445.10	\$93,706.21
400,001 - 850,000	\$317.93	\$133,307.60
850,001 - 1,499,999	\$237.61	\$208,607.62
1,500,000 - 1,999,999	\$214.41	\$333,549.24
2,000,000 - 2,999,999	\$203.02	\$405,654.60
3,000,000 - 4,999,999	\$191.88	\$578,057.81
5,000,000 - 11,000,000	\$172.69	\$887,369.95
11MM+	\$78.09	\$1,002,184.32

**25% Customer Append Premium must be applied to data appended to customer files**

	<b>Selector and Indicator Charges</b>
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**Basic Selectors** The following basic selectors are available:  
*(Note: A Complete listing of all available selectors is detailed in Single Element Pricing.)*

<b>Basic Selectors</b>	
No Charge:	
2,4 & 6-Digit SIC	State Selectors
Charged at \$5.57/Thousand:	
Corporate Structure <i>(sole proprietorship, corporation, partnership)</i>	Executive Age
Employees Here	Owns/Rents
Employees Total	Site Status
Second NAICS or SIC code	Women Executive File

**Basic Selector Pricing**

Basic selector charges are based on the total # of *output* records and are charged at a price of **\$5.57/M per selector**, with the exception of the 2, 4 & 6 Digit SIC Code and state selectors for which there is no charge.

**For example:** If **3** basic selectors are used, the charge is a **total of \$16.71/M** (based on \$5.57/M X 3 selectors).

All charges are added to the output rate and are applied toward the minimum order and range minimum.

Exceptions to above Pricing:

- On **Upfront Mailing List/Label** annual contracts \$4,850.84 or greater, there is no charge for the above **basic selectors**.
- On **Upfront Telemarketing** annual contracts \$9,701.69 or greater, there is no charge for the above **basic selectors**.
- On **Prospecting Record, Strategic Marketing Record and Strategic Database Marketing Record**, there is **no charge** for the above **basic selectors**.
- If any element being used as a selector is also being licensed for append data, there is no additional selector charge.

**Other Selectors**

The following are also available as selectors and are charged based on the *output* number of records. These charges are applied towards the minimum order as well as the range minimums. The following table lists the prices for each selector used:

**Replace outdated selector tables shown below with the following current selector table.**

Selector & Level	Price Per 1,000	Selector & Level	Price Per 1,000	Selector & Level	Price Per 1,000
8 Digit SIC (Level B)	\$10.67	Change Control Indicator (Level B)	\$10.67	Federal Employee Tax ID (Best FEIN) (Level D)	\$31.05
8(A) Indicator (Level B)	\$10.67	Color Imaging ID (Level D)	\$31.05	FIPS Code (Level B)	\$10.67
Accounting Firm Relation (Level B)	\$10.67	Computer Reseller/VAR/ Developer ID (Level D)	\$31.05	Franchise Establishment Type (Level B)	\$10.67
Actual Square Footage (Level B)	\$10.67	Copier Acquisition Channel (Level D)	\$31.05	Franchise Identifier Code (Level B)	\$10.67
Bank Relation (Level B)	\$10.67	Copy Volume (Level D)	\$31.05	Franchise Indicators (Both) (Level C)	\$20.37
BEMFAB Indicators (Level C)	\$20.37	Cottage Industry (Level B)	\$10.67	GEO Code (Level B)	\$10.67
Blue Collar Employment Estimator (Level C)	\$20.37	DSF Deliverability Indicator (Level C)	\$20.37	Government Indicator (Level C)	\$20.37

<b>Selector &amp; Level</b>	<b>Price Per 1,000</b>	<b>Selector &amp; Level</b>	<b>Price Per 1,000</b>	<b>Selector &amp; Level</b>	<b>Price Per 1,000</b>
Import/Export (Level B)	\$10.67	Median Family Income (Census) (Level B)	\$10.67	Number of PCs (Level D)	\$31.05
Incorporated vs. Unincorporated (Level B)	\$10.67	Mergers and Acquisitions Indicator (Level C)	\$20.37	Number of Printers (Level D)	\$31.05
Income Indicator (Level B)	\$10.67	Minority Classification (specific type) (Level C) *	\$20.37	Occupational Employment Estimator (Level C)	\$20.37
IT Expenditures (Level C)	\$20.37	Minority-Owned Business (general) (Level B)	\$10.67	Office Products Reseller ID (Level D)	\$31.05
Labor Surplus (Level B)	\$10.67	NAICS Code (Level B)	\$10.67	Out of Business Indicator (Level C)	\$20.37
Legal Status (Level B)	\$10.67	Non-Profit Indicator (Level C)	\$20.37	Presence of a Network (Level D)	\$31.05
Line of Business (Level B)	\$10.67	Number of Copiers (Level D)	\$31.05	Presence of a Wide Area Network (WAN) (Level D)	\$31.05
Manufacturing Indicator (Level B)	\$10.67	Number of Nodes (Level D)	\$31.05	Printer Volume (Level D)	\$31.05
Marketing Pre-Screen Score (Level G)	\$194.03	Number of Accounts (Level B)	\$10.67	Propensity to Lease (Level D)	\$31.05

**\* Specific minority classifications are: Hispanic/Latino; Black/African American; Asian; Indian/sub-Continent; American Indian/Alaskan; Other - (includes veterans.)**

<b>Selector &amp; Level</b>	<b>Price Per 1,000</b>	<b>Selector &amp; Level</b>	<b>Price Per 1,000</b>
Public Filings Indicator (Level B)	\$10.67	Toll Free Phone #'s (Level C)	\$20.37
Public vs. Private (Level B)	\$10.67	Trade Style Name (Level C)	\$20.37
Sales Volume Actual (Level C)	\$20.37	Trends Data 3 yrs EE or Sales (Level B)	\$10.67
Single URL (Level C)	\$20.37	Trucking Model (TEM) (Level D)	\$31.05
Small Business (Level B)	\$10.67	UCC Filing Indicator (Level B)	\$10.67
Square Footage Estimator (Level C)	\$20.37	White Collar Employment Estimator (Level C)	\$20.37
State of Incorporation (Level B)	\$10.67	Wholesale Office Supply Buying Index (WOSBI) (Level D)	\$31.05
Tax Exempt File (Level C)	\$20.37	Woman-Owned Business (Level B)	\$10.67
Territory Covered (Level B)	\$10.67	Year Business Started (Level B)	\$10.67
Ticker Symbol File (Level B)	\$10.67	Year Present Control (Level B)	\$10.67
TIXIE (Level C)	\$20.37		

**Credit Elements as Selectors**

Selector charges are added to product output rate.

**Rates per 1,000 records**

Range	Credit Elements				Net Worth
	Rating AND PAYDEX w/NW	Rating AND PAYDEX	Rating OR PAYDEX	Rating OR PAYDEX w/ NW	
1 - 2,500	\$137.76	\$129.03	\$72.76	\$97.02	\$55.30
2,501 - 5,000	\$137.76	\$129.03	\$72.76	\$97.02	\$55.30
5,001 - 25,000	\$137.76	\$129.03	\$72.76	\$97.02	\$55.30
25,001 - 100,000	\$109.63	\$103.81	\$58.21	\$77.61	\$43.66
100,001 - 200,000	\$94.11	\$89.26	\$50.45	\$66.94	\$37.84
200,001 - 400,000	\$68.88	\$53.36	\$36.87	\$48.51	\$27.16
400,001 - 850,000	\$51.42	\$39.78	\$28.13	\$36.87	\$20.37
850,001- 2.0MM	\$45.60	\$32.02	\$25.22	\$32.99	\$18.43
2.0MM+	\$40.75	\$31.05	\$22.48	\$29.11	\$16.49

**Credit Scores as Selectors**

Selector charges are added to product output rate.

**Rates per 1,000 records**

Range	Scores		
	Commercial Credit Score	BAS or DUG Score	Financial Stress Scores
1 - 2,500	\$106.72	\$97.02	\$106.72
2,501 - 5,000	\$106.72	\$97.02	\$106.72
5,001 - 25,000	\$106.72	\$97.02	\$106.72
25,001 - 100,000	\$85.37	\$77.61	\$85.37
100,001 - 200,000	\$73.73	\$66.94	\$73.73
200,001 - 400,000	\$53.36	\$48.51	\$53.36
400,001 - 850,000	\$40.75	\$36.87	\$40.75
850,001- 2.0MM	\$35.90	\$32.99	\$35.90
2.0MM+	\$32.02	\$29.11	\$32.02

	<b>Special file charges</b>
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Rates for special files are calculated by multiplying the Base Record Price (Mail, Telemarketing, Prospecting or Strategic Marketing) by the appropriate multiplier listed below.

**Special File Multipliers**

Special File Multipliers are multiplied by the Base Record Rate. The Base Record Rate is defined as the GSA Price for the Record Type being purchased based on the defined record range.

Description	Multipliers				
	Mail	Telemarketing/ Enhanced Telemarketing	Prospecting Record	Strategic Marketing	Strategic Database Marketing
<b>Executive Name File (DEMS)**</b>	N/A	N/A	N/A	1.15	1.15
<b>Hot List</b> (Monthly or Historical)	1.20	1.20	1.20	1.20	1.20
<b>Hot List Extra</b> (Twice Monthly Subscription)	1.30	1.30	1.30	1.30	1.30
<b>Trends Selection</b>	1.20	1.20	1.20	1.20	1.20

\*\*Only available with a Strategic Marketing/Database Record.

## Dealerization

### Dealerization (Charge for Coding, Match & Output)

#### Pricing

Description	Price
Coding (By State)	\$4.85/Territory
(By County)	\$9.68/Territory
(By SIC)	\$9.68/Territory
(By MSA)	\$9.68/Territory
(By ZIP Code)	\$29.11/Territory
Match	\$291.05/GEO Unit
Output	Standard S&MS or Mailing Pricing

## Processes

Price per thousand is based on total record output. Process charges are applied toward the product minimum.

Process	Price
Sequence Change	\$5.83/M
Trickier	No Charge
Dealerization	See above
Postal Discount Processes	
• Carrier Route Presort w/Barcoding (Labels Only*)	\$4.85/M
• Carrier Route Presort*	\$4.85/M
• Barcoding only (presorting not performed)	\$4.85/M
• Barcoding (Labels Only) with 3/5 Presort	\$4.85/M
• 3/5 Presort	\$4.85/M
*Includes 3/5 Presort	

## Add-on data element charges

Description	Price
Functional Title	\$4.85/M
Contact Name (s)	See Table Above
D-U-N-S® Number Assignment	See Table Below

**D-U-N-S®  
Number  
Assignment  
Pricing**

DUNS numbers are included with matching and in all base records. In cases where D&B is not running a match and not appending any base records, our price for just a DUNS # append is as follows:

<b>D-U-N-S # Assignment Price</b>		
<b>Range</b>	<b>Step Down \$/Record</b>	
	<b>Batch</b>	<b>Transactional</b>
1 - 10,000	\$0.0970	\$0.1455
10,001 - 100,000	\$0.0873	\$0.1358
100,001 - 250,000	\$0.0582	\$0.0873
250,001 - 1,000,000	\$0.0291	\$0.0485
>1,000,000	\$0.0194	\$0.0291
<i>Minimum charge</i>	<i>\$1,940.34</i>	<i>\$1,940.34</i>

## Mailing Lists/Labels Product Add-ons ONLY

Note: Product add-ons are applied toward the minimum.

Add-Ons	Price
Duplicate Sets <ul style="list-style-type: none"> <li>Exact Duplicate</li> <li>Additional Set, Not Exact</li> </ul>	0.50 X (Base Rate + add-ons) 0.69 X Additional Set Original Price
Mail Monitor Report (MMR)* <ul style="list-style-type: none"> <li>Original or duplicates</li> <li>Sequence Change</li> </ul> *Available only as add-on	0.50 x (Base Rate + Add-on Data Elements) No Charge
Order Count Sheet (OCS)	No Charge
Profile of Order	\$194.03 Flat
Add-on Labels	0.74 X (Mailing Base Rate + Add-on data)
Duplicate Sets of Add-on Labels	0.50 X (Mailing Base Rate + Add-on data)
Pressure Sensitive Add-on Labels	\$4.85/M + (0.74 x Mailing Base Rate + Add-on data)
Telemarketing Add-on to Telemarketing	0.74 x Add-on Original Price, based on format
Order Count Sheet (OCS)	No Charge
Profile of Order	\$194.03 Flat

## Additional Product Add-Ons

Product add-ons are applied towards the minimum. One Management Control Report (MCR) and one Profile are included with each basic order and/or with first annual access, on request, at no charge.

Service	Price
Additional Profile	\$194.03 Flat
Additional MCR	\$28.71/M
Duplicate Sets or Embedding Information into Additional Data Warehouses <ul style="list-style-type: none"> <li>Exact Duplicate <ul style="list-style-type: none"> <li>Each Additional Set</li> </ul> </li> <li>Additional Set including different process and/or output <ul style="list-style-type: none"> <li>Each Additional Set</li> </ul> </li> </ul>	0.10 X Total Book Price 0.05 X Total Book Price  0.15 X Total Book Price 0.074 X Total Book Price
Labels of Titles received on M&SM record (add \$4.89/M for Pressure Sensitive Labels)	0.50 x (Mailing Base Rate + Data Element Add-ons)

## Historical information

- Historical Information** Available for 1960 – 2011  
 \$727.63 set-up per historical year
- Price per thousand records is \$158.14 for Strategic Marketing Record information or 20% of the appropriate price range.
- Historical Counts Only
- Minimum Charge of \$194.03 per historical year
  - Minimum Order \$485.08

## Per User Charges

- Per User Charges** An additional “per user” or “per seat” charge is required when the record is licensed for one or more of the following applications:
- Sales Force Automation Systems (e.g., Siebel)
  - Customer Service Systems
  - Call Center Systems

- Per User Pricing** Two options are available for the pricing of per seat charges
- Fixed price per seat times the number of seats used
    - This option can be more advantageous for the customer that purchases a large amount of data
  - Percentage of Data License Cost – A fixed percentage times the data license cost (excluding update premium) for the service purchased
    - This option can be more advantageous for the customer with a large number of seats.

Number of Seats	Per User Charge*	% of Annual Data License Fee
2 - 9	\$145.53	5%
10 - 199	\$145.53	10%
200 - 399	\$145.53	15%
400 - 499	\$145.53	20%
500 - 599	\$116.42	20%
600 - 799	\$116.42	25%
800 - 999	\$116.42	30%
1,000 - 1,499	\$97.02	35%
≥ 1,500	\$97.02	40%

**\*Annual charge per user**

## Package Files

Package files consist of records that are based on geography, files for a set employment size, the entire Marketable Record set for each file type, etc. Additionally, "old versus new processing" is available; this returns to the customer all changes that have taken place since the customer's previous file purchase.

<b>U.S. Data Options</b>					
<b>Product Name</b>	<b>Marketable (includes Class 0 &amp; 1 records)</b>			<b>Inactive</b>	<b>Full U.S. File (Marketable, inactive, Class 2)</b>
	<b>US File</b>	<b>5+ Employees File</b>	<b>10+ Employees File</b>		
Single-Use Mail Record	\$401,598.05	\$123,211.43	\$67,911.81	\$388,067.50	\$1,044,871.74
Multi-Use Mail Record	\$858,599.34	\$246,422.86	\$135,823.63	\$388,067.50	\$1,332,041.69
Telemarketing Record	\$624,708.08	\$179,481.22	\$101,867.72	\$388,067.50	\$1,232,114.31
Enhanced Telemarketing Record	\$790,687.53	\$223,138.31	\$126,121.94	\$388,067.50	\$1,358,236.25
Prospect Record	\$864,551.11	\$261,945.56	\$145,525.31	\$388,067.50	\$1,494,059.88
Strategic Marketing Record	\$920,328.10	\$281,348.94	\$155,227.00	\$388,067.50	\$1,552,270.00
Strategic Database Marketing Record	\$1,020,728.13	\$300,752.31	\$169,779.53	\$388,067.50	\$1,620,181.81
Class 2 records Full File Price	\$218,287.97				

**25% Customer Append Premium must be applied to data appended to customer files**

**Licenses that are less than 12 months \***

For those rare cases where it makes sense to have a license that is less than 12 months long, we charge a premium over the pro-rated amount. This charge is based on a percentage of the 12 month equivalent price.

Period	Percentage of 12 Month Equiv.
1 Month	11.67%
2 Months	23.33%
3 Months	35.00%
4 Months	46.67%
5 Months	58.33%
6 Months	70.00%
7 Months	75.00%
8 Months	80.00%
9 Months	85.00%
10 Months	90.00%
11 Months	95.00%

\* Licenses that are more than 12 months will be at the regular pro-rated amount.

## Limited Access Database

A Limited Access Database is defined as data that is used by agency customers for analytical purposes. This data is priced at a discount to the price for the equivalent full access records

INCREMENTAL to this price would be any records for full use. These "full access" records are priced at D&B's standard OGS price and should be thought of as a subset of the Limited Access Database records.

### ***New LAD Price Model***

<b>Solution</b>	<b>% of Full Access Record Price</b>
LAD with a tool (MI/PDP/IM)	20%
LAD - no tool & $\geq$ 10% full access records	30%
LAD - no tool & $<$ 10% full access records	40%

If you are using a LAD as part of a deal, you must include language in the order form to indicate it. An example of appropriate wording would be:

XX,XXX,XXX Limited Access Records in a [record type] format for analysis only with [update frequency] updates, of which you can market to X,XXX,XXX records with [update frequency] updates.

Example: 14,000,000 Limited Access Records in a Strategic Database Marketing Record format for analysis only with quarterly updates, of which you can market up to 5,600,000 records with quarterly updates.

**State Files**

Apply state record count to appropriate Strategic Marketing Record range. Then calculate the price and deduct **10% discount**. For multiple state files, find appropriate record range for total, then apply discount.

**Add/Change  
Delete File**

Also known as Delta File Processing

Description	Price
Add/Change/Delete Process	1.10 X Total Base Record charge

**Abstract  
File**

Abstract File Pricing:

Description	Price
<ul style="list-style-type: none"> <li>Set-Up</li> <li>Data</li> </ul>	<ul style="list-style-type: none"> <li>\$727.63</li> <li>20% of SMR price*</li> </ul>

\*Abstract record includes **NO Name, Address, Contact, Phone or Linkage information.**

**Old vs. New  
Processing**

For the following package files: Full File and State Files

Description	Price
Full File or State Files	1.20 X Total Base Record charge

**Retaining  
Old Data**

In cases where an agency wants to retain the already licensed D&B data instead of licensing new data for an additional 12 months they will receive a charge of **80%** of the prior years spend to renew the license for an additional 12 months.

## Data Services

<b><u>Description</u></b>	<b><u>US Records</u></b>	<b><u>Non - US</u></b>
Lookup of "no finds" (C matches)	\$0.62 per record	\$1.94 per record
<b>BATCH VERIFICATION</b> Verify or assign D&B DUNS Numbers to unmatched records	\$4.30 per record+	(see next page)
<b>EMAIL/FAX SERVICE</b> Email (per record)	\$1.33	
Investigation (per record)	\$5.57	
Enhanced Investigation (per record)	\$9.70	

**Investigations for records located outside the United States are charged on a country by country basis. The table below outlines these charges. The following countries do NOT get coverage for Global Mini-Investigations: Cuba, Kampuchea, Khmer Republic, Kwandebele and Laos.**

<b>Region</b>	<b>Countries</b>	<b>Investigation Price Per Record</b>
<b>Asia Pacific</b>	Admiralty Islands, Australia, Bhutan, Caroline Islands, China Peoples Rep, Christmas Island, Cook Islands, Fiji, French Polynesia, Guam, Hong Kong, Japan, Kiribati, Korea South (Rep Of), Macau, Malaysia, Maldives, Marshall Islands, Micronesia Fed St, Midway Island, Nauru, Nepal, New Zealand, Norfolk Island, Northern Mariana Island, Papua New Guinea, Samoa American, Samoa Western, Singapore, Solomon Islands, Taiwan, Tonga, Tuvalu, Vanuatu	\$11.64
	Brunei, Burma, Indonesia, Philippines, Thailand, Vietnam	\$12.85
	Abu Dhabi, Bahrain, Iran, Iraq, Jordan, Kuwait, Lebanon, Oman, Qatar, Saudi Arabia, Syria, United Arab Emirates, Yemen Arab Republic, Yemen South	\$19.40
	India, Laos, Pakistan, Sri Lanka	\$21.34
	Bangladesh	\$29.11
<b>Europe</b>	Andorra, Austria, Czech Republic, Denmark, Faeroe Islands, Finland, Greenland, Israel, Norway, Poland, Portugal, Slovakia, Spain, Sweden	\$7.28
	Greece, Hungary	\$11.64
	Botswana, Eritrea, Lesotho, Malawi, Namibia, South Africa, Swaziland, Venda, Zimbabwe	\$19.40
	Afghanistan, Ajman, Al Ain, Albania, Algeria, Angola, Armenia, Ascension Islands, Azerbaijan, Belgium, Benin, Bosnia Herzegovina, Bulgaria, Burkina-Faso, Burundi, Byelorussia, Cameroon, Cape Verde, Central African Rep, Chad, Comoro Islands, Congo, Croatia, Cyprus, Djibouti, Dubai, Egypt (Arab Rep Of), England, Equatorial Guinea, Estonia, Ethiopia, Falkland Islands, France, French Guyana, Fujairah, Gabon, Gambia, Georgia, Germany, Ghana, Gibraltar, Guadeloupe, Guinea, Guinea-Bissau, Iceland, Ireland Republic Of, Italy, Ivory Coast, Kazakhstan, Kenya, Kerguelen Islands, Kirghizia, Latvia, Liberia, Libya, Liechtenstein, Lithuania, Luxembourg, Macedonia, Madagascar/Malagasy, Mali, Malta, Martinique, Mauritania, Mauritius, Mayotte, Moldavia, Monaco, Morocco, Mozambique, Netherlands, Neutral Zone, New Caledonia, Niger, Nigeria, Northern Ireland, Qwa-Qwa, Ras Al Khaimah, Redonda, Reunion Island, Romania, Russian Federation, Rwanda, San Marino, Sao Tome & Principe, Scotland, Senegal, Serbia & Montenegro, Seychelles, Sharjah, Sierra Leone, Slovenia, Somalia, South Georgia, South Sandwich Islands, St Helena, St Pierre, Sudan, Switzerland, Tajikistan, Tanzania, Togo, Tunisia, Turkey, Turkish Rep Of N Cyprus, Turkmenistan, Uganda, Ukraine, Umm Al Quwain, Uzbekistan, Vatican City, Wales, Wallis & Futuna Islands, Zaire, Zambia	\$30.56
<b>Latin America</b>	Anguilla, Antigua, Argentina, Aruba, Bahamas, Barbados, Belize, Bermuda, Bolivia, Brazil, Cayman Islands, Chile, Colombia, Costa Rica, Dominica, Dominican Republic, Ecuador, El Salvador, Grenada, Guatemala, Guyana, Haiti, Honduras, Jamaica, Mexico, Montserrat, Netherlands Antilles, Nicaragua, Panama, Paraguay, Peru, St Kitts-Nevis, St Lucia, St Vincent, Suriname, Trinidad & Tobago, Turks & Caicos Islands, Uruguay, Venezuela, Virgin Islands UK	\$11.64
<b>North America</b>	Canada	\$5.82

The following countries do NOT get coverage for Global Mini-Investigations: Cuba, Kampuchea, Khmer Republic, Kwandebele and Laos.

## Single Element Pricing

<b>Element Pricing</b>	<p>The file must contain D&amp;B D-U-N-S® Numbers</p> <p>You can append single element sales/marketing and credit information to customers' files, to personalize the solution for each customer's specific application needs. Please note that these elements/files <b>CANNOT</b> BE UNBUNDLED.</p> <p>Pricing in each tier is the price <b><u>PER ELEMENT.</u></b></p>
<b>Customer Append Premium</b>	<p>Whenever a Bundle is being appended to the records of our Customer's customers, the Append Premium <b>MUST</b> be applied to the base rate.</p>
	<p>The premium to apply is <b><u>1.25</u></b></p>

**Pricing – Level A:**

<b>Selector Pricing:</b>	<b>See selector pricing</b>	
<b>Append Pricing:</b>	<b># of Records</b>	<b>Standard Append Premium Pricing</b>
	1 - 2,500	\$62.69
	2,501 - 5,000	\$61.16
	5,001 - 25,000	\$60.04
	25,001 - 100,000	\$58.89
	100,001 - 200,000	\$55.30
	200,001 - 400,000	\$50.45
	400,001 - 850,000	\$43.66
	850,001 - 1,499,999	\$37.84
	1,500,000 - 1,999,999	\$32.02
	2,000,000 - 2,999,999	\$28.13
	3,000,000 - 4,999,999	\$25.22
	5,000,000 - 11,000,000	\$21.52
	Full File	\$20.37

*Please see your D&B representative for a list of data elements available in this price level.*

**25% Customer Append Premium must be applied to data appended to customer files**

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**Pricing – Level B:**

<b>Selector Pricing:</b>	<b>See selector pricing</b>	
<b>Append Pricing:</b>	<b># of Records</b>	<b>Standard Append Premium Pricing</b>
	1 - 2,500	\$110.99
	2,501 - 5,000	\$107.60
	5,001 - 25,000	\$103.06
	25,001 - 100,000	\$94.00
	100,001 - 200,000	\$77.01
	200,001 - 400,000	\$63.06
	400,001 - 850,000	\$53.23
	850,001 - 1,499,999	\$43.66
	1,500,000 - 1,999,999	\$38.50
	2,000,000 - 2,999,999	\$33.97
	3,000,000 - 4,999,999	\$29.44
	5,000,000 - 11,000,000	\$24.91
	Full File	\$22.66

*Please see your D&B representative for a list of data elements available in this price level.*

**25% Customer Append Premium must be applied to data appended to customer files**

**Pricing – Level C:**

<b>Selector Pricing:</b>	<b>See selector pricing</b>	
<b>Append Pricing:</b>	<b># of Records</b>	<b>Standard Append Premium Pricing</b>
	1 - 2,500	\$223.11
	2,501 - 5,000	\$216.32
	5,001 - 25,000	\$207.25
	25,001 - 100,000	\$189.14
	100,001 - 200,000	\$155.16
	200,001 - 400,000	\$126.12
	400,001 - 850,000	\$106.47
	850,001 - 1,499,999	\$88.33
	1,500,000 - 1,999,999	\$77.01
	2,000,000 - 2,999,999	\$67.91
	3,000,000 - 4,999,999	\$58.21
	5,000,000 - 11,000,000	\$50/97
	Full File	\$46.44

*Please see your D&B representative for a list of data elements available in this price level.*

**25% Customer Append Premium must be applied to data appended to customer files**

**Pricing – Level D:**

<b>Selector Pricing:</b>	<b>See selector pricing</b>	
<b>Append Pricing:</b>	<b># of Records</b>	<b>Standard Append Premium Pricing</b>
	1 - 2,500	\$334.12
	2,501 - 5,000	\$323.91
	5,001 - 25,000	\$310.32
	25,001 - 100,000	\$284.28
	100,001 - 200,000	\$233.31
	200,001 - 400,000	\$174.63
	400,001 - 850,000	\$126.12
	850,001 - 1,499,999	\$111.57
	1,500,000 - 1,999,999	\$101.87
	2,000,000 - 2,999,999	\$92.17
	3,000,000 - 4,999,999	\$87.32
	5,000,000 - 11,000,000	\$75.88
	Full File	\$70.21

*Please see your D&B representative for a list of data elements available in this price level.*

**25% Customer Append Premium must be applied to data appended to customer files**

**Pricing – Level E:**

<b>Selector Pricing:</b>	<b>See selector pricing</b>	
<b>Append Pricing:</b>	<b># of Records</b>	<b>Standard Append Premium Pricing</b>
	1 - 2,500	\$446.23
	2,501 - 5,000	\$432.64
	5,001 - 25,000	\$414.52
	25,001 - 100,000	\$378.28
	100,001 - 200,000	\$311.46
	200,001 - 400,000	\$253.69
	400,001 - 850,000	\$198.88
	850,001 - 1,499,999	\$155.23
	1,500,000 - 1,999,999	\$140.67
	2,000,000 - 2,999,999	\$126.12
	3,000,000 - 4,999,999	\$111.57
	5,000,000 - 11,000,000	\$97.02
	Full File	\$87.32

*Please see your D&B representative for a list of data elements available in this price level.*

**25% Customer Append Premium must be applied to data appended to customer files**

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**Pricing – Level F:**

<b>Selector Pricing:</b>	<b>See selector pricing</b>	
<b>Append Pricing:</b>	<b># of Records</b>	<b>Standard Append Premium Pricing</b>
	1 - 2,500	\$557.22
	2,501 - 5,000	\$540.24
	5,001 - 25,000	\$518.72
	25,001 - 100,000	\$473.42
	100,001 - 200,000	\$389.60
	200,001 - 400,000	\$317.11
	400,001 - 850,000	\$267.29
	850,001 - 1,499,999	\$223.11
	1,500,000 - 1,999,999	\$194.81
	2,000,000 - 2,999,999	\$172.15
	3,000,000 - 4,999,999	\$149.50
	5,000,000 - 11,000,000	\$127.98
	Full File	\$116.65

*Please see your D&B representative for a list of data elements available in this price level.*

**25% Customer Append Premium must be applied to data appended to customer files**

**Pricing – Level G:**

<b>Selector Pricing:</b>	<b>See selector pricing</b>	
<b>Append Pricing:</b>	<b># of Records</b>	<b>Standard Append Premium Pricing</b>
	1 - 2,500	\$1,115.57
	2,501 - 5,000	\$1,081.59
	5,001 - 25,000	\$1,037.42
	25,001 - 100,000	\$947.96
	100,001 - 200,000	\$780.33
	200,001 - 400,000	\$635.47
	400,001 - 850,000	\$534.57
	850,001 - 1,499,999	\$446.23
	1,500,000 - 1,999,999	\$389.60
	2,000,000 - 2,999,999	\$345.43
	3,000,000 - 4,999,999	\$300.12
	5,000,000 - 11,000,000	\$255.96
	Full File	\$233.31

***Please see your D&B representative for a list of data elements available in this price level.***

**25% Customer Append Premium must be applied to data appended to customer files**

# Professional Contacts & Dun's Decision Makers (DDM)

D&B Professional Contacts is designed to help our customers address these challenges by reaching the right decision-makers with high-quality contact information on more than 65 million U.S. business professionals—one of the largest and most comprehensive collections in the world. It's now available in two editions to meet our customers' specific needs – Standard and Premium.

**D&B Professional Contacts Standard** meets direct marketing needs with basic contact details on 39 million contacts at all organizational levels, not just executives.

### Rates per 1,000 records

<b>Professional Contacts – Standard</b>	
<b>Range</b>	<b>Standard Append Premium Pricing</b>
1 – 2,500	\$52.39
2,501 – 5,000	\$51.42
5,001 – 25,000	\$50.45
25,001 – 100,000	\$46.57
100,001 – 200,000	\$44.63
200,001 – 400,000	\$40.75
400,001 – 850,000	\$34.93
850,001 – 1,499,999	\$32.99
1,500,000 – 1,999,999	\$28.13
2,000,000 – 2,999,999	\$25.22
3,000,000 – 4,999,999	\$23.28
5,000,000 – 11,000,000	\$22.31
11,000,000 +	\$19.40
Full File Price	\$288,199.78

**25% Customer Append Premium must be applied to data appended to customer files**

- **D&B Professional Contacts Premium** addresses the needs for more targeted multichannel and e-mail campaigns. It includes 26 million U.S. contacts from the world's leading sources — including D&B's database and other sources — with e-mail addresses and, in many cases, direct-dial phone numbers.

### Rates per 1,000 records

<b>Professional Contacts – Premium</b>	
<b>Range</b>	<b>Standard Append Premium Pricing</b>
1 – 10,000	\$960.47
10,001 – 50,000	\$853.75
50,001 – 100,000	\$747.03
100,001 – 500,000	\$640.31
500,001 – 1,000,000	\$485.08
1,000,001 – 5,000,000	\$378.37
> 5,000,000	Use Full File Pricing

**25% Customer Append Premium must be applied to data appended to customer files**

Enterprise License Price	\$620,908.00
Jigsaw data only	\$533,592.81
Department License Price	\$509,338.59
Jigsaw data only	\$436,575.94

## Credit Elements

Range	Credit Elements					
	Rating PAYDEX NW	Rating AND PAYDEX	Rating OR PAYDEX	Rating OR PAYDEX w/ NW	Net Worth	Suit/Lien Judgment Detail
1 - 2,500	\$2,061.61	\$1,940.34	\$1,091.44	\$1,455.25	\$824.64	\$1,212.71
2,501 - 5M	\$2,061.61	\$1,940.34	\$1,091.44	\$1,455.25	\$824.64	\$1,212.71
5,001 - 25M	\$1,958.77	\$1,843.32	\$1,037.11	\$1,382.49	\$783.90	\$1,212.71
25,001 - 100M	\$1,451.37	\$1,366.00	\$768.37	\$1,024.50	\$580.16	\$873.15
100,001 - 200M	\$922.63	\$868.30	\$488.00	\$650.01	\$368.66	\$703.37
200,001 - 400M	\$618.97	\$582.10	\$327.92	\$436.58	\$247.39	\$505.46
400,001 - 850M	\$426.87	\$401.65	\$226.05	\$300.75	\$170.75	\$369.63
850,001 - 2.0MM	\$329.86	\$310.45	\$174.63	\$232.84	\$131.94	\$248.36
2.0MM - 11MM	\$275.53	\$259.04	\$145.53	\$194.03	\$110.60	\$240.60
11 MM+	\$184.33	\$173.66	\$97.99	\$130.00	\$73.73	\$231.87

**Rates are per 1,000 records**

**25% Customer Append Premium must be applied to data appended to customer files**

## Credit Scores & Indicators

Range	Scores		Credit Indicators					
	Financial Stress Score	BAS or DUG Score	Commercial Credit Score	Bank- ruptcy	Suit	Lien	Judg.	Foreign Own
1 - 2,500	\$1,600.78	\$1,455.25	\$1,600.78	\$97.02	\$34.21	\$33.96	\$33.96	\$97.02
2,501 - 5M	\$1,600.78	\$1,455.25	\$1,600.78	\$97.02	\$34.21	\$33.96	\$33.96	\$97.02
5,001 - 25M	\$1,521.23	\$1,382.49	\$1,521.23	\$97.02	\$34.21	\$33.96	\$33.96	\$97.02
25,001 - 100M	\$1,127.34	\$1,024.50	\$1,127.34	\$81.49	\$29.33	\$29.11	\$29.11	\$81.49
100,001 - 200M	\$715.01	\$650.01	\$715.01	\$63.06	\$21.51	\$21.34	\$21.34	\$63.06
200,001 - 400M	\$480.23	\$436.58	\$480.23	\$37.84	\$14.66	\$14.55	\$14.55	\$37.84
400,001 - 850M	\$330.83	\$300.75	\$330.83	\$32.02	\$10.75	\$10.67	\$10.67	\$32.02
850,001 - 2.0MM	\$256.13	\$232.84	\$256.13	\$20.37	\$6.84	\$6.79	\$6.79	\$20.37
2.0MM - 11MM	\$213.44	\$194.03	\$213.44	\$19.40	\$6.84	\$6.79	\$6.79	\$19.40
11M+	\$142.62	\$130.00	\$142.62	\$18.43	\$6.84	\$6.79	\$6.79	\$18.43

**Rates are per 1,000 records**

**25% Customer Append Premium must be applied to data appended to customer files**

**Updates** Available with tape/disk orders only. Calculated and charged with the original order.

Frequency	Price
Six Month	1.20 X Total Order Price
Quarterly	1.30 X Total Order Price
Bi-Monthly	1.40 X Total Order Price
Monthly	1.75 X Total Order Price

**Other Marketing Files and processes**

**City/Town File**

**Pricing** City/Town File  
 • \$426.87

**Word Search**  
 Flat charge plus  
 Cost per thousand records passed

**Price**  
 \$485.08  
 \$0.97

# Market Analysis Profiles (MAP) – U.S.

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**MAP** Price is composed of Selection and Option Charges. MAP on disk is a multiplier of MAP charge.

**Standard Features** MAP Standard Features consist of three horizontal and up to three vertical display options:

Horizontal Display Options, three to eight ranges:

1. Total Sales
2. Total Employees (Hard Copy output and Tape only)
3. Employees Here

Vertical Display Options, MAP includes up to three vertical display elements.

<b>Geography</b>	<b>Industry</b>
State	Major Industry Groups
County	SIC 2
City	SIC 4
MSA	SIC 6
ZIP 3	SIC 8
ZIP 5	

**Selection Charges** MAP Selection Charges, choose either A or B:

<b>Option</b>	<b>Range</b>	<b>Rate</b>	<b>Minimum</b>
<b>A. Number of Records</b>	1 – 500M	\$4.85	\$873.15
	500M +	\$1.94	\$2,425.42
<b>B. Number of States</b>	1 – 51	\$291.05	\$873.15

**Additional MAP Options & Pricing**

MAP Options:

- Accumulations (Sales, Employee Total, or Employee Here), \$509.34/Each
- Percentages, \$509.34
- Vertical Display Elements beyond three, \$485.08 Element
- Dealerization of Geography, Standard GSA Price.
- Dealerization of Industries, Standard GSA Price.

- Custom Programming, Minimum ½ day \$506.56. Full day programming charges \$1,013.62 per day commercial.
- MAP of full DMI File, \$9,701.69.
- MAP of full Worldbase File, \$19,403.38
- Exact Copies of Custom MAP, (or same specs paper duplicate of MAP Diskette or Tape) \$242.54.
- Second Customer MAP same data set, with different display, 50% of first MAP with Credit Information, = +25%, **Consult with your D&B Customer Manager.**

**Diskette or  
Mag Tape**

MAP on Diskette or Mag Tape:

- MAP Price x 1.2 = MAP on Diskette or Mag Tape

## Market Penetration Report (MPR)

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**Pricing**

File must be D&B D-U-N-S® Numbered.

- Each hard copy MPR is \$5,335.93

# WorldBase Market Analysis Profiles (MAP)

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**MAP** Price is composed of Selection and Option Charges. Hardcopy output only.

**Standard Features** MAP Standard Features consist of three horizontal and up to three vertical display options:

Horizontal Display Options, three to eight ranges:

1. Total Sales in US dollars
2. Total Employees
3. Employees Here

Standard and custom ranges are available. Additional column breakouts available for "Branches" and "Not Shown".

Vertical Display Options, MAP includes up to three vertical display elements.

Geography	Industry
Continent	Major Industry Groups
Country	SIC 2
City	SIC 3
State/Province	SIC 4
Country (US and Canada only)	Key Code with Description
Postal Code	

**Selection Charges** MAP Selection Charges

Option	Range	Rate	Minimum
<b>A. Number of Records</b>	1 – 500M	\$6.79	\$873.15
	500M +	\$2.91	\$2,425.42

**Additional MAP Options & Pricing**

MAP Options:

- Accumulations (Sales, Employee Total, or Employee Here) \$509.34/Each
- Percentages \$509.34
- Vertical Display Elements beyond three \$485.08 Element
- Full MAP of WorldBase \$19,403.38.

<b>I</b>	<b>WorldBase Mailing Lists</b>
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**Pricing** Minimum Order \$485.08. Price includes linkage selections.

**Rates are per 1,000 records**

Range	Single Use*	Range Minimum
1 - 2,500	\$237.89	\$485.08
2,501 - 5,000	\$232.84	\$582.10
5,001 - 25,000	\$227.89	\$1,164.20
25,001 - 100,000	\$208.59	\$5,699.74
100,001 – 200,000	\$194.03	\$20,644.00
200,001 – 400,000	\$169.78	\$38,191.40
400,001 – 850,000	\$145.53	\$67,093.00
850,001 - 1,500,000	\$126.12	\$121,831.80
1,500,001 - 2,000,000	\$106.72	\$185,796.00
2,000,001 - 2,500,000	\$92.17	\$211,601.00
2,500,001 - 3,000,000	\$81.49	\$227,084.00
3,000,001 – 3,500,000	\$71.79	\$237,406.00
3,500,001 – 4,000,000	\$61.12	\$242,567.00
4,000,001 – 5,500,000	\$48.51	\$247,728.00
5,500,001 – 7,500,000	\$43.66	\$266,796.41
7,500,001 – 10,000,000	\$38.81	\$327,431.95
10,000,001 – 15,000,000	\$36.87	\$388,067.50
15,000,001 – 20,000,000	\$35.90	\$552,996.19
20,000,001 – 25,000,000	\$33.96	\$717,924.88
25,000,001 – 30,000,000	\$32.02	\$848,897.66
30,000,001 – 35,000,000	\$29.11	\$960,467.06
35,000,001+	\$26.20	\$1,018,677.19

\* For Multi-use of Mail records, multiply single use Price Per Record by a factor of **1.3**.

**25% Customer Append Premium must be applied to data appended to customer files**

<b>I</b>	<b>WorldBase Telemarketing</b>
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**Pricing** Minimum Order \$485.08. Price includes linkage selections.

**Rates are per 1,000 records**

Range	All Outputs*	Range Minimums
1 - 2,500	\$349.26	\$488.75
2,501 - 5,000	\$344.41	\$873.15
5,001 - 25,000	\$339.56	\$1,722.05
25,001 - 100,000	\$320.16	\$8,488.98
100,001 - 200,000	\$286.20	\$31,998.20
200,001 - 400,000	\$247.39	\$56,771.00
400,001 - 850,000	\$213.44	\$98,059.00
850,001 - 1,500,000	\$174.63	\$175,474.00
1,500,001 - 2,000,000	\$140.67	\$247,728.00
2,000,001 - 2,500,000	\$116.42	\$273,533.00
2,500,001 - 3,000,000	\$101.87	\$289,016.00
3,000,001 – 3,500,000	\$92.17	\$305,603.16
3,500,001 – 4,000,000	\$82.46	\$322,581.11
4,000,001 – 5,500,000	\$72.76	\$329,857.38
5,500,001 – 7,500,000	\$65.00	\$400,194.61
7,500,001 – 10,000,000	\$60.15	\$487,509.80
10,000,001 – 15,000,000	\$55.30	\$601,540.63
15,000,001 – 20,000,000	\$50.45	\$829,494.28
20,000,001 – 25,000,000	\$47.54	\$1,008,975.50
25,000,001 – 30,000,000	\$46.57	\$1,188,456.72
30,000,001 – 35,000,000	\$41.72	\$1,397,043.00
35,000,001+	\$35.90	\$1,460,103.97

**25% Customer Append Premium must be applied for match and append orders**

<b>III</b>	<b>WorldBase Full Prospect Record</b>
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**Pricing** Minimum Order \$485.08.

Rates are per 1,000 records

Range	Prospect without Linkage		Prospect with <u>Global</u> Linkage	
	All Outputs	Range Minimums	All Outputs	Range Minimums
1 - 2,500	\$1,038.08	\$485.08	\$2,100.42	\$485.08
2,501 – 5,000	\$1,023.53	\$2,595.20	\$2,081.01	\$5,238.91
5,001 – 25,000	\$1,008.98	\$5,117.64	\$2,056.76	\$10,405.06
25,001 – 100,000	\$921.66	\$25,224.39	\$1,746.30	\$50,577.80
100,001 – 200,000	\$708.22	\$87,704.80	\$1,241.82	\$158,958.80
200,001 – 400,000	\$562.70	\$134,186.00	\$911.96	\$229,148.40
400,001 – 850,000	\$441.43	\$213,665.40	\$683.97	\$339,593.80
850,001 - 1,500,000	\$295.90	\$333,400.60	\$455.98	\$516,100.00
1,500,001 – 2,000,000	\$237.69	\$425,266.40	\$354.11	\$645,125.00
2,000,001 – 2,500,000	\$198.89	\$464,490.00	\$295.90	\$691,574.00
2,500,001 – 3,000,000	\$174.63	\$495,456.00	\$247.39	\$722,540.00
3,000,001 – 3,500,000	\$155.23	\$516,100.00	\$208.59	\$727,701.00
3,500,001 – 4,000,000	\$135.82	\$526,422.00	\$189.18	\$740,087.40
4,000,001 – 5,500,000	\$111.57	\$531,583.00	\$179.48	\$756,731.63
5,500,001 – 7,500,000	\$97.02	\$608,998.00	\$169.78	\$987,146.70
7,500,001 – 10,000,000	\$87.32	\$727,626.56	\$160.08	\$1,273,346.48
10,000,001 - 15,000,000	\$77.61	\$873,151.88	\$140.67	\$1,599,910.00
15,000,001 - 20,000,000	\$65.00	\$1,135,420.00	\$130.97	\$2,110,117.03
20,000,001 – 25,000,000	\$60.15	\$1,300,026.13	\$121.27	\$2,619,455.63
25,000,001 – 30,000,000	\$55.30	\$1,503,761.56	\$116.42	\$3,031,777.34
30,000,001 – 35,000,000	\$51.42	\$1,658,988.56	\$97.02	\$3,395,590.63
35,000,001+	\$40.75	\$1,799,663.03	\$77.61	\$3,492,607.50

**25% Customer Append Premium must be applied to data appended to customer files**

**WorldBase Full Prospect Record with US Only Linkage.** This record should be used in situations where Customers are looking for true US Only linkage. The standard applied is that at least 75% of the DUNS #'s must be on records that are within the US. If the output is more Global in nature, the WorldBase Full Prospect Record with Global Linkage pricing should be used.

**Pricing** Minimum Order \$485.08.

Rates are per 1,000 records

<b>Prospect with <u>US Only</u> Linkage</b>		
<b>Range</b>	<b>All Outputs</b>	<b>Range Minimums</b>
1 - 2,500	\$1,081.74	\$485.08
2,501 – 5,000	\$1,072.04	\$2,703.86
5,001 – 25,000	\$1,057.48	\$5,360.18
25,001 – 100,000	\$907.11	\$25,805.00
100,001 – 200,000	\$693.67	\$84,640.40
200,001 – 400,000	\$553.00	\$132,121.60
400,001 – 850,000	\$431.73	\$209,536.60
850,001 - 1,500,000	\$300.75	\$330,304.00
1,500,001 – 2,000,000	\$242.54	\$433,524.00
2,000,001 – 2,500,000	\$198.89	\$469,651.00
2,500,001 – 3,000,000	\$179.48	\$497,211.48
3,000,001 – 3,500,000	\$155.23	\$526,422.00
3,500,001 – 4,000,000	\$135.82	\$536,744.00
4,000,001 – 5,500,000	\$111.57	\$531,583.00
5,500,001 – 7,500,000	\$106.72	\$613,631.73
7,500,001 – 10,000,000	\$87.32	\$774,150.00
10,000,001 - 15,000,000	\$77.61	\$873,151.88
15,000,001 - 20,000,000	\$72.76	\$1,164,202.50
20,000,001 – 25,000,000	\$67.91	\$1,455,253.13
25,000,001 – 30,000,000	\$63.06	\$1,697,795.31
30,000,001 – 35,000,000	\$58.21	\$1,891,829.06
35,000,001+	\$48.51	\$2,037,354.38

**25% Customer Append Premium must be applied to data appended to customer files**

<b>IV</b>	<b>WorldBase Processes and Updates</b>
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**ADDITIONAL PROCESSES**

Description	Mail	Telemarketing	Prospect w/o Linkage	Prospect w/Linkage
Upper Casing/No Special Characters	No Charge	No Charge	No Charge	No Charge
Sequence Change	No Charge	No Charge	No Charge	No Charge
Fixed Fielding	Not Available	Not Available	Not Available	Not Available

**PRODUCT ADD-ONS**

Description	Mail	Telemarketing	Prospect w/o Linkage	Prospect w/Linkage
Duplicate – Exact	.50 x Original Price	.20 x Original Price	.20 x Original Price	.20 x Original Price
Additional Set (Different process and/or Output)	.69 x Additional Original Set Price	.40 x Additional Original Set Price	.20 x Additional Original Set Price	.20 x Additional Original Set Price
Add-on Labels	Not Applicable	.74 x Mail Range Price	Not Available	Not Available
Duplicate Set of Add-on Label	Not Applicable	.50 x Mail Range Price	Not Available	Not Available
Mail Monitor Report	First – Free Duplicate - .50 x Mail Base Rate	.50 x Mail Base Rate	Not Available	Not Available
Order Count Sheet	No Charge	No Charge	No Charge	No Charge
Historical Information	Not Available	Not Available	Not Available	Not Available
MCR	Not Available	Not Available	No Charge	Not Available
Additional MCR	Not Available	Not Available	\$29.33/M	Not Available

**UPDATE PREMIUMS**

Update Frequency	Mail	Telemarketing	Prospect w/o Linkage Prospect w/Linkage	
			<\$200,000	\$200,000 +
Semi – Annual	1.20	1.20	1.20	No Charge
Quarterly	1.30	1.30	1.30	No Charge
Monthly	1.40	1.40	1.40	1.10

<b>V</b>	<b>WorldBase Packages</b>
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This is a dissection of the WorldBase file into three different slices:

**Full File, Active File, and Marketable File**

Each slice has three different price points based on company size and utilization of the data as a **LAD** and marketing to a set number. Each level is determined by the number of full access records included.

*WorldBase Full Prospect Record Format only (i.e., 1784 layout) for Full, Active and Marketable Files.*

**Pricing**

	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>
<b>Estimated Customer Records</b>	<b>1,500,000</b>	<b>3,500,000</b>	<b>5,000,000</b>
<b>MAX # of Full Use Records</b>	<b>2,000,000</b>	<b>7,500,000</b>	<b>15,000,000</b>
<b>Full File</b> (App. 206* Million Records)	\$836,663.13	\$2,231,100.30	\$3,448,064.10
<b>Active</b> (App. 129* Million Records)	\$608,481.90	\$1,698,679.15	\$2,636,754.90
<b>Marketable</b> (App. 82.4* Million Records)	\$425,937.33	\$1,166,256.98	\$1,926,859.35
<b>WB Contact Names</b> (App. 73 Million)	\$164,928.68	\$388,067.50	\$557,847.03

*\*February 2012 stats*

The pricing below represents packaged files that 1.) do not reflect LAD or marketing to a set number 2.) reflect various record formats.

<b>International Data</b>	<b>Global Marketable</b>	<b>Global Class 2</b>	<b>Global Inactive</b>	<b>Full Global File</b>
WorldBase Mail Record - Single Use	\$1,406,744.69	\$873,151.88	\$776,135.00	\$2,813,489.38
WorldBase Mail Record - Multi Use	\$1,823,917.25	\$873,151.88	\$776,135.00	\$3,201,556.88
WorldBase Telemarketing Record	\$1,920,934.13	\$873,151.88	\$776,135.00	\$3,298,573.75
WorldBase Prospect Record without Linkage	\$2,182,879.69	\$873,151.88	\$776,135.00	\$3,492,607.50
WorldBase Prospect Record with Global Linkage	\$4,171,725.63	\$873,151.88	\$776,135.00	\$5,335,928.13
WorldBase Prospect Record with US Linkage	\$2,600,052.25	\$873,151.88	\$776,135.00	\$3,880,675.00
Strategic Database Marketing Record	\$3,880,675.00	\$873,151.88	\$776,135.00	\$5,112,789.31

<b>US data In WorldBase Format</b>	<b>US Marketable 5+ EE</b>	<b>US Marketable 10+ EE</b>	<b>US Full Marketable</b>	<b>US Class 2</b>	<b>US Inactive</b>	<b>Full US File</b>
WorldBase Mail Record - Single Use	\$161,533.10	\$89,740.61	\$538,443.66	\$218,287.97	\$388,067.50	\$1,144,799.13
WorldBase Mail Record - Multi Use	\$209,993.03	\$116,662.79	\$698,521.50	\$218,287.97	\$388,067.50	\$1,280,622.75
WorldBase Telemarketing Record	\$227,019.49	\$126,121.94	\$756,731.63	\$218,287.97	\$388,067.50	\$1,338,832.88
WorldBase Prospect Record without Linkage	\$292,505.88	\$162,503.27	\$970,168.75	\$218,287.97	\$388,067.50	\$1,532,866.63
WorldBase Prospect Record with Global Linkage	\$589,377.52	\$327,431.95	\$1,940,337.50	\$218,287.97	\$388,067.50	\$2,425,421.88
WorldBase Prospect Record with US Linkage	\$327,431.95	\$181,906.64	\$1,091,439.84	\$218,287.97	\$388,067.50	\$1,639,585.19

**WorldBase Abstract File**

**Pricing**

<b>Description</b>	<b>Price</b>
<ul style="list-style-type: none"> <li>• Set-Up</li> <li>• Data</li> <li>• Minimum Order</li> </ul>	<ul style="list-style-type: none"> <li>• \$727.63</li> <li>• 20% X WorldBase Prospect Record w/o Linkage</li> <li>• \$970.17</li> </ul>

## Bundled Data Solutions / “Data Suites”

In our continuing effort to price our products and data solutions in such a way as to reflect the value our solutions provide to our customers while staying focused on the needs and desires of our customers, we have created the following Bundled Data Solutions or “Data Suites”. Bundles can be appended to any Base Record at the standard pricing for each tier. **If a bundle is being appended to a customer record then the Customer Append Premium multiplier must be utilized.**

### Bundled Elements/Data Suite - Pricing Summary

<b>Pricing</b>	Each of the Bundled Solutions has been priced within one of the Ten defined Tiers based on their relative value.
<b>Customer Append Premium</b>	Whenever a Bundle is being appended to the records of our Customer’s customers, the Append Premium <b>MUST</b> be applied to the base rate.
	The premium to apply is <b>1.25</b> .
	<p><b>Example:</b></p> <p>Customer submits a file of 10,000 of their customer records and wishes to Append the Company Size Suite. What is the Append Price for this bundle?</p> <p>Company Size Suite on 10,000 records (tier 2): \$267.02/M  Customer Append Premium <span style="float: right;">x 1.25</span>  Append Price for Company Size Suite: <span style="float: right;"><b><u>\$333.78/M</u></b></span></p>

## Pricing – Tier 1

### Append Pricing:

# of Records	Standard Append Pricing
1 - 2,500	\$218.29
2,501 - 5,000	\$213.44
5,001 - 25,000	\$208.59
25,001 - 100,000	\$164.93
100,001 - 200,000	\$130.97
200,001 - 400,000	\$97.02
400,001 - 850,000	\$67.91
850,001 - 1,499,999	\$58.21
1,500,000 - 1,999,999	\$53.36
2,000,000 - 2,999,999	\$50.45
3,000,000 - 4,999,999	\$47.56
5,000,000 - 11,000,000	\$44.17
11,000,001 +	\$38.81

**25% Customer Append Premium must be applied to data appended to customer files**

### Suites Included:

Please see your D&B representative for a list of the data suite(s) available in this pricing tier.

## Pricing – Tier 2

### Append Pricing:

# of Records	Standard Append Pricing
1 - 2,500	\$276.50
2,501 - 5,000	\$271.65
5,001 - 25,000	\$265.02
25,001 - 100,000	\$208.59
100,001 - 200,000	\$160.08
200,001 - 400,000	\$116.42
400,001 - 850,000	\$92.17
850,001 - 1,499,999	\$77.61
1,500,000 - 1,999,999	\$67.91
2,000,000 - 2,999,999	\$63.06
3,000,000 - 4,999,999	\$58.21
5,000,000 - 11,000,000	\$53.36
11,000,001 +	\$48.51

**25% Customer Append Premium must be applied to data appended to customer files**

### Suites Included:

Please see your D&B representative for a list of the data suite(s) available in this pricing tier.

### Pricing – Tier 3

#### Append Pricing:

# of Records	Standard Append Pricing
1 - 2,500	\$388.07
2,501 - 5,000	\$378.37
5,001 - 25,000	\$368.66
25,001 - 100,000	\$291.05
100,001 - 200,000	\$223.14
200,001 - 400,000	\$164.93
400,001 - 850,000	\$126.12
850,001 - 1,499,999	\$106.72
1,500,000 - 1,999,999	\$95.14
2,000,000 - 2,999,999	\$89.47
3,000,000 - 4,999,999	\$82.68
5,000,000 - 11,000,000	\$77.01
11,000,001 +	\$67.91

**25% Customer Append Premium must be applied to data appended to customer files**

#### Suites Included:

Please see your D&B representative for a list of the data suite(s) available in this pricing tier.

### Pricing – Tier 4

#### Append Pricing:

# of Records	Standard Append Pricing
1 - 2,500	\$441.43
2,501 - 5,000	\$434.90
5,001 - 25,000	\$423.58
25,001 - 100,000	\$329.86
100,001 - 200,000	\$266.80
200,001 - 400,000	\$194.30
400,001 - 850,000	\$140.67
850,001 - 1,499,999	\$126.12
1,500,000 - 1,999,999	\$108.73
2,000,000 - 2,999,999	\$101.87
3,000,000 - 4,999,999	\$95.14
5,000,000 - 11,000,000	\$87.32
11,000,001 +	\$77.61

**25% Customer Append Premium must be applied to data appended to customer files**

#### Suites Included:

Please see your D&B representative for a list of the data suite(s) available in this pricing tier.

## Pricing – Tier 5

### Append Pricing:

# of Records	Standard Append Pricing
1 - 2,500	\$553.00
2,501 - 5,000	\$543.63
5,001 - 25,000	\$528.90
25,001 - 100,000	\$412.32
100,001 - 200,000	\$329.86
200,001 - 400,000	\$237.69
400,001 - 850,000	\$184.33
850,001 - 1,499,999	\$150.38
1,500,000 - 1,999,999	\$135.82
2,000,000 - 2,999,999	\$127.98
3,000,000 - 4,999,999	\$120.04
5,000,000 - 11,000,000	\$110.99
11,000,001 +	\$97.02

**25% Customer Append Premium must be applied to data appended to customer files**

### Suites Included:

Please see your D&B representative for a list of the data suite(s) available in this pricing tier.

## Pricing – Tier 6

### Append Pricing:

# of Records	Standard Append Pricing
1 - 2,500	\$664.57
2,501 - 5,000	\$652.36
5,001 - 25,000	\$635.37
25,001 - 100,000	\$489.94
100,001 - 200,000	\$397.77
200,001 - 400,000	\$286.20
400,001 - 850,000	\$218.29
850,001 - 1,499,999	\$184.33
1,500,000 - 1,999,999	\$160.08
2,000,000 - 2,999,999	\$150.38
3,000,000 - 4,999,999	\$143.84
5,000,000 - 11,000,000	\$130.97
11,000,001 +	\$111.57

**25% Customer Append Premium must be applied to data appended to customer files**

### Suites Included:

Please see your D&B representative for a list of the data suite(s) available in this pricing tier.

## Pricing – Tier 7

### Append Pricing:

# of Records	Standard Append Pricing
1 - 2,500	\$994.42
2,501 - 5,000	\$975.02
5,001 - 25,000	\$955.62
25,001 - 100,000	\$737.33
100,001 - 200,000	\$591.80
200,001 - 400,000	\$431.73
400,001 - 850,000	\$329.86
850,001 - 1,499,999	\$281.35
1,500,000 - 1,999,999	\$247.39
2,000,000 - 2,999,999	\$232.84
3,000,000 - 4,999,999	\$224.83
5,000,000 - 11,000,000	\$198.88
11,000,001 +	\$169.79

**25% Customer Append Premium must be applied to data appended to customer files**

### Suites Included:

Please see your D&B representative for a list of the data suite(s) available in this pricing tier.

## Pricing – Tier 8

### Append Pricing:

# of Records	Standard Append Pricing
1 - 2,500	\$1,101.14
2,501 - 5,000	\$1,081.74
5,001 - 25,000	\$1,057.48
25,001 - 100,000	\$819.79
100,001 - 200,000	\$664.57
200,001 - 400,000	\$475.38
400,001 - 850,000	\$363.81
850,001 - 1,499,999	\$315.30
1,500,000 - 1,999,999	\$272.94
2,000,000 - 2,999,999	\$255.95
3,000,000 - 4,999,999	\$238.97
5,000,000 - 11,000,000	\$223.11
11,000,001 +	\$189.18

**25% Customer Append Premium must be applied to data appended to customer files**

### Suites Included:

Please see your D&B representative for a list of the data suite(s) available in this pricing tier.

## Pricing – Tier 9

### Append Pricing:

# of Records	Standard Append Pricing
1 - 2,500	\$1,329.13
2,501 - 5,000	\$1,300.03
5,001 - 25,000	\$1,270.73
25,001 - 100,000	\$979.87
100,001 - 200,000	\$790.69
200,001 - 400,000	\$572.40
400,001 - 850,000	\$431.73
850,001 - 1,499,999	\$368.66
1,500,000 - 1,999,999	\$327.31
2,000,000 - 2,999,999	\$306.92
3,000,000 - 4,999,999	\$287.67
5,000,000 - 11,000,000	\$267.29
11,000,001 +	\$227.99

**25% Customer Append Premium must be applied to data appended to customer files**

**Suites Included:** Please see your D&B representative for a list of the data suite(s) available in this price tier.

## Pricing – Tier 10

### Append Pricing:

# of Records	Standard Append Pricing
1 - 2,500	\$2,066.46
2,501 - 5,000	\$2,037.35
5,001 - 25,000	\$1,979.14
25,001 - 100,000	\$1,571.67
100,001 - 200,000	\$1,203.01
200,001 - 400,000	\$911.96
400,001 - 850,000	\$708.22
850,001 - 1,499,999	\$582.10
1,500,000 - 1,999,999	\$494.79
2,000,000 - 2,999,999	\$465.68
3,000,000 - 4,999,999	\$446.28
5,000,000 - 11,000,000	\$422.02
11,000,001 +	\$363.81

**25% Customer Append Premium must be applied to data appended to customer files**

**Suites Included:** Please see your D&B representative for a list of the data suite(s) available in this price tier.

## Maximum Price to be charged for designated data suites and data elements

Element/Suite	No update	Monthly updates	Bi-monthly updates	Quarterly updates	Semi-annual updates
All Matched FEIN Suite	\$582,101.25	\$1,018,677.19	\$814,941.75	\$756,731.63	\$698,521.50
Census Suite	\$169,779.53	\$297,114.18	\$237,691.34	\$220,713.39	\$203,735.44
Congress Person Address Suite	\$169,779.53	\$297,114.18	\$237,691.34	\$220,713.39	\$203,735.44
Congressional District Suite	\$169,779.53	\$297,114.18	\$237,691.34	\$220,713.39	\$203,735.44
Corporate Family Tree Plus/Alt. Linkage	\$121,271.09	\$212,224.41	\$169,779.53	\$157,652.42	\$145,525.31
Cottage Industry	\$48,508.44	\$84,889.77	\$67,911.81	\$63,060.97	\$58,210.13
Custom TNS Append	\$1,261,219.38	\$2,207,133.91	\$1,765,707.13	\$1,639,585.19	\$1,513,463.25
Executive Home Address Suite (EHA)	\$630,609.69	\$1,103,566.95	\$882,853.56	\$819,792.59	\$756,731.63
FEIN ( <b>Best</b> FEIN)	\$291,050.63	\$509,338.59	\$407,470.88	\$378,365.81	\$349,260.75
Fortune 1000	\$970.17	\$1,697.80	\$1,358.24	\$1,261.22	\$1,164.20
Franchise Establishment Type	\$10,429.31	\$18,251.30	\$14,601.04	\$13,558.11	\$12,515.18
Franchise Identifier Code	\$10,429.31	\$18,251.30	\$14,601.04	\$13,558.11	\$12,515.18
Franchise Ind. (Both)	\$20,858.63	\$36,502.60	\$29,202.08	\$27,116.22	\$25,030.35
Global 500	\$970.17	\$1,697.80	\$1,358.24	\$1,261.22	\$1,164.20
Import/Export	\$970.17	\$1,697.80	\$1,358.24	\$1,261.22	\$1,164.20
Minority Classification (Specific)	\$29,105.06	\$50,933.86	\$40,747.09	\$37,836.58	\$34,926.08
Minority Owned Business (General)	\$14,552.53	\$25,466.93	\$20,373.54	\$18,918.29	\$17,463.04
NAICS Code (Primary)	\$33,955.91	\$59,422.84	\$47,538.27	\$44,142.68	\$40,747.09
Non-Profit Indicator	\$29,105.06	\$50,933.86	\$40,747.09	\$37,836.58	\$34,926.08
Second NAICS/SIC Code	\$29,105.06	\$50,933.86	\$40,747.09	\$37,836.58	\$34,926.08
Single URL	\$194,033.75	\$339,559.06	\$271,647.25	\$252,243.88	\$232,840.50
Tech & Office Product Premium Suite	\$921,660.31	\$1,612,905.55	\$1,290,324.44	\$1,198,158.41	\$1,105,992.38
Ticker Symbol File	\$970.17	\$1,697.80	\$1,358.24	\$1,261.22	\$1,164.20
UCC Filing Details	\$582,101.25	\$1,018,677.19	\$814,941.75	\$756,731.63	\$698,521.50
UCC Filing Indicator	\$194,033.75	\$339,559.06	\$271,647.25	\$252,243.88	\$232,840.50
UCC Secured Party	\$388,067.50	\$679,118.13	\$543,294.50	\$504,487.75	\$465,681.00
URL Base Suite	\$169,779.53	\$297,114.18	\$237,691.34	\$220,713.39	\$203,735.44
Women Owned Business	\$33,955.91	\$59,422.84	\$47,538.27	\$44,142.68	\$40,747.09
Year business Started	\$29,105.06	\$50,933.86	\$40,747.09	\$37,836.58	\$34,926.08

# Risk Management Tools

Pricing consists of D&B D-U-N-S Numbering, model development, scoring and implementation fees.

*D&B D-U-N-S Number matching fees are not included in the development fees and must be charged if an agency submits a file without D&B D-U-N-S Numbers.*

**D&B D-U-N-S Number Matching**

See Data Services Pricing.

**Development Fees for Custom Credit Limit Analysis or Strategic Risk Analysis**

Standard Analytics ..... \$24,377.79  
*Standard input and output for up to 100,000 D&B D-U-N-S Numbered accounts.*

Custom Analytics ..... Customized Price  
*For customized demographics/risk profile and/or for more than 100,000 D&B D-U-N-S Numbered accounts.*

**Development Fees for Collections Priority Index**

Development fees for processing and consulting related to the development of a CPI are \$9,751.31

**Batch Scoring Fees for Appending Custom Credit Limits or Collections Priority Index**

<b>Number of Accounts</b>	<b>One-time Scoring (per 1,000)</b>	<b>Monthly Scoring (per 1,000)</b>	<b>Bi-Monthly Scoring (per 1,000)</b>	<b>Quarterly Scoring (per 1,000)</b>	<b>Semi-Annual Scoring (per 1,000)</b>
1-2,500	\$1,462.23	\$2,559.15	\$2,047.32	\$1,900.80	\$1,755.27
2,501-5M	\$1,462.23	\$2,559.15	\$2,047.32	\$1,900.80	\$1,755.27
5,001-25M	\$1,388.97	\$2,431.44	\$1,945.35	\$1,806.75	\$1,667.16
25,001-100M	\$1,029.60	\$1,801.80	\$1,440.45	\$1,338.48	\$1,234.53
100,001-200M	\$652.41	\$1,143.45	\$913.77	\$848.43	\$783.09
200,001-400M	\$438.57	\$768.24	\$613.80	\$570.24	\$525.69
400,001-850M	\$301.95	\$528.66	\$422.73	\$392.04	\$362.34
850,001-2MM	\$233.64	\$408.87	\$326.70	\$303.93	\$280.17
2,000,001 – 10.9MM	\$193.57	\$338.01	\$270.21	\$251.54	\$231.89
Full File	\$129.69	\$228.69	\$183.15	\$169.29	\$156.42

\* Note: a 9.82 percent surcharge is applied for appending a Custom Credit Limit or Collection Priority Index when used in tandem with a Custom or Generic Credit Score.

**Implementation Fees**

Implementation of a Custom Credit Limit or the Collections Priority Index on one platform is included in the base development charge. A \$9,751.31 charge applies to each subsequent platform on which either the Custom Credit Limit or Collections Priority Index is implemented.

**Custom Retro Score Analysis**

A standard Retro Score Analysis is available to trade tape participants free of charge. In the case of Retro Score Analyses including more customization for trade tape participants, as well as those for non-trade tape participants, the base price starts at \$9,751.31. The D&B D-U-N-S Numbering process represents an additional charge.

**Custom Marketing Models**

Pricing for Custom Marketing Models consists of D&B D-U-N-S Numbering, development, model implementation and scoring fees. Scoring fees are in addition to the base record. D&B D-U-N-S Number matching fees are not included in the development fees and must be charged if a customer submits a file without D&B D-U-N-S Numbers.

**D&B D-U-N-S Number Matching**

See Data Services Pricing.

- Model Development Fees

Important: the base price listed below is an average cost of this service and may change based upon the complexity of the analysis involved, as well as the data considered.

**Utilizes Marketing Information**

Type of Model	Price
Custom Segmentation Model	Base Price - \$29,649 per Model
Custom Demand Estimation Model	Base Price - \$29,649 per Model
Custom Response Model	Base Price - \$29,649 per Model
Custom Cross-Sell Model	Base Price - \$29,649 per Model
Custom Retention Model	Base Price - \$29,649 per Model
Custom Lifetime Value Model	Base Price - \$29,649 per Model

**Utilizes Marketing & Credit Information**

Type of Model	Price
Custom Prescreen Model	Base Price - \$39,005

- Model Implementation Fees

*Implementation of custom models developed by D&B's Analytical Services group:* one platform is included in the base model development charge. A \$9,751 charge applies to each subsequent platform. This implementation charge applies to each model if multiple models are purchased beyond the initial model. A \$9,751 charge applies to any model not developed by D&B's Analytical Services Group for implementation on one D&B platform.

- Scoring Fees

Batch Append and Selector Scoring Fees for Custom Marketing Models (except Pre-Screen Models), D&B/VISA Business Card Pooled Response Models\* and Custom Demand Estimators.

Note: the following scoring fees also apply for models not developed by D&B's Analytical Services Group.

<b>Number of Accounts</b>	<b>One-time Scoring (per 1,000)</b>	<b>Monthly Scoring (per 1,000)</b>	<b>Bi-Monthly Scoring (per 1,000)</b>	<b>Quarterly Scoring (per 1,000)</b>	<b>Semi-Annual Scoring (per 1,000)</b>
1-2,500	\$48.51	\$86.13	\$68.31	\$63.36	\$58.41
2,501-5M	\$48.51	\$86.13	\$68.31	\$63.36	\$58.41
5,001-25M	\$48.51	\$86.13	\$68.31	\$63.36	\$58.41
25,001-100M	\$48.51	\$86.13	\$68.31	\$63.36	\$58.41
100,001-200M	\$48.51	\$86.13	\$68.31	\$63.36	\$58.41
200,001-400M	\$43.56	\$77.22	\$61.38	\$57.42	\$52.47
400,001-850M	\$33.65	\$59.40	\$47.52	\$44.55	\$40.59
850,001-2MM	\$28.71	\$51.48	\$40.59	\$37.62	\$34.65
2,000,001 – 10.9MM	\$18.81	\$33.66	\$26.73	\$24.75	\$22.77
Full File	\$13.86	\$24.75	\$19.80	\$18.81	\$16.83

Scoring charges must be added to the base record rate. Minimum order fee: \$4,875.

**Fees for the Purchase of Multiple Scores**

# of Selectors	Discount
1 Selector	0.25% Discount
2 Selectors	25.25% Discount on 2 <sup>nd</sup> Selector
3 Selectors	50.25% Discount on 3 <sup>rd</sup> Selector

\* Note: for D&B/VISA Business Card Models, a 25.25 percent discount per record when combining both Response and Prescreen Models; 30.25 percent discount per record on Response and Prescreen when combining Response, Prescreen and Underwriting Models.

**Batch Append and Selector Scoring Fees for Custom Pre-Screen Models (using Credit Data) and D&B/VISA Business Card Pooled Pre-Screen Models\* (using Credit Data)**

Number of Accounts	One-time Scoring (per 1,000)	Monthly Scoring (per 1,000)	Bi-Monthly Scoring (per 1,000)	Quarterly Scoring (per 1,000)	Semi-Annual Scoring (per 1,000)
1-2,500	\$97.02	\$170.28	\$135.63	\$126.72	\$116.82
2,501-5M	\$97.02	\$170.28	\$135.63	\$126.72	\$116.82
5,001-25M	\$97.02	\$170.28	\$135.63	\$126.72	\$116.82
25,001-100M	\$77.22	\$135.63	\$108.90	\$100.98	\$93.06
100,001-200M	\$66.33	\$117.81	\$94.05	\$87.12	\$80.19
200,001-400M	\$48.51	\$85.14	\$67.32	\$63.36	\$58.41
400,001-850M	\$36.63	\$64.35	\$51.48	\$47.52	\$44.55
850,001-2MM	\$32.67	\$58.41	\$46.53	\$42.57	\$39.60
2,000,001 – 10.9MM	\$28.71	\$51.48	\$40.59	\$37.61	\$34.65
Full File	\$28.71	\$51.48	\$40.59	\$37.62	\$34.65

Scoring charges must be added to the base record rate. Minimum order fee: \$4,875.

**Fees for the Purchase of Multiple Scores**

# of Selectors	Discount
1 Selector	0.25% Discount
2 Selectors	25.25% Discount on 2 <sup>nd</sup> Selector
3 Selectors	50.25% Discount on 3 <sup>rd</sup> Selector

\* Note: for D&B/VISA Business Card Models, a 25.25 percent discount per record when combining both Response and Prescreen Models; 30.25 percent discount per record on Response and Prescreen when combining Response, Prescreen and Underwriting Models.

## Knowledge-Based Marketing Portfolio Analytics

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**Description** The Sales and Marketing Analytics group offers **Best Customer Segmentation Analysis** and **Strategic Market Analysis** to help clients better understand the makeup of their existing customer base and more effectively identify the best prospects for marketing campaigns. These unique solutions combine D&B information with the client's sales and other pertinent marketing information to create very powerful tools for more effective target marketing to existing customers and prospects.

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A **Best Customer Segmentation Analysis** provides a Decision Tree analysis of a client's customer base, identifying high penetration segments that could be good prospects for future marketing efforts. The decision tree is a CHAID analysis using industry, employee size, sales and age to find the segments. The results are delivered in a presentation format.

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**A Strategic Market Analysis(SMA)** provides a detailed segmentation analysis of your client's customer base by industry, size, geography, and risk profile, compared to the D&B information base. Additionally, segments are ranked by sales and penetration rates (number of customers divided by all companies in a given segment) to help your client identify their most lucrative markets and their greatest areas of future opportunity. The product also uses the D-U-N-S number and family tree linkage to identify the true number of customer relationships. SMA includes a CHAID analysis of the client's customer base which helps the client implement the findings from the SMA. The deliverables include an executive summary, insightful key findings and presentation.

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### CRM Models by Tier

Description	Tier 1		Tier 2		Tier 3		Tier 4		Tier 5	
<b>Typical Models</b>	Best Customer Analysis Model Strategic Market Analysis Benchmarking Analysis		Response Models Segmentation Models Pre-Screen Models Revenue Potential Models		Revenue Potential Cross-Sell Models Up-Sell Models Retention Models		<b>Complex Models</b> Revenue Potential Cross-Sell Models Up-Sell Models Retention Models		Lifetime Value	
<b>Data Type</b> Max # of Customer Supplied Variables Customer Data Variable Type Uses D&B Data as Predictor Variables Format of Customer Supplied Data	2 Dependant Yes "Ready-to-use"		2 Dependant Yes Minimal Processing		20 Dependant & Independent Optional Minimal Processing		21+ Dependant & Independent Optional Complex		Any Dependant & Independent Optional Complex	
<b>Model Details</b> <i>(Multi Models use 2 or more scores)</i>	Single Model	Analysis *	Single Model	Multiple Models <i>Price per model</i>	Single Model	Multiple Models <i>Price per model</i>	Single Model	Multiple Models <i>Price per model</i>	Single Model	Multiple Models <i>price per model</i>
Setup / Data Prep	N/A	N/A	\$9,263	\$0	\$9,263	\$0	\$10,482	\$0	\$12,383	\$0
Programming / Modeling Results Consultation / Analysis	N/A <u>\$4,875</u>	N/A <u>\$14,626</u>	\$12,188 <u>\$7,801</u>	\$12,188 <u>\$7,801</u>	\$18,527 <u>\$7,313</u>	\$18,527 <u>\$7,313</u>	\$24,378 <u>\$9,020</u>	\$24,378 <u>\$9,020</u>	\$30,716 <u>\$11,017</u>	\$30,716 <u>\$11,017</u>
<b>Total Price</b>	<b>\$4,875</b>	<b>\$14,626</b>	<b>\$29,252</b>	<b>\$19,989</b>	<b>\$35,103</b>	<b>\$25,840</b>	<b>\$43,879</b>	<b>\$33,398</b>	<b>\$54,117</b>	<b>\$41,734</b>
Additional Consulting Project Management	\$1,950/day \$1,560/day	\$1,950/day \$1,560/day	\$1,950/day \$1,560/day	\$1,950/day \$1,560/day	\$1,950/day \$1,560/day	\$1,950/day \$1,560/day	\$1,950/day \$1,560/day	\$1,950/day \$1,560/day	\$1,950/day \$1,560/day	\$1,950/day \$1,560/day

Pricing for Multiple Models only applies when the same data set is used. Prices listed for multiple models are the price for each model.

\*Price is for standard Strategic Market Analysis for 100,000 records or less with no customization. Call for 100,000+ or customization price.

**Pricing** Pricing for Strategic Market Analysis consists of D&B D-U-N-S Numbering and development fees. D&B D-U-N-S Number matching fees are not included in the development fees and must be charged if an agency submits a file without D&B D-U-N-S Numbers.

**D&B D-U-N-S Number Matching** See Data Services Pricing.

**Development Fees for Strategic Market Analysis** Standard Analytics ..... \$24,378  
*Standard input and output for up to 100,000 D&B D-U-N-S Numbered accounts.*

Custom Analytics ..... Customized Price  
*For customized demographics/risk profile and/or for more than 100,000 D&B D-U-N-S Numbered accounts.*

<b>I</b>	<b>Optimize – Optimizer</b>
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**Optimizer**

Optimizer transforms customer and prospect data into up-to-date, accurate, and actionable commercial insight and enables a single customer view across multiple systems. With a single customer view you can confidently deliver the right solution to the right customer, maximizing revenue growth while achieving operational efficiencies.

Some key enhancements to Optimizer include:

- Improved Global Matching – Through an integrated Cleanse and Match flow for global data
- Optimizer Dashboard – An easy to use visual interface providing customers snapshot insights into their customer data
- Consolidated Match reports – Making the detailed match reports more actionable

The Acxiom partnership continues to provide Optimizer with significant capabilities -- Acxiom’s leading edge computing power and “consumer-like” Home-Based-Business-Insight.

Optimizer Cleanse, Identify (Match), Enrich process – can be offered with a couple of options; Home Based Business Insight and Hosted CDI Services.

Optimizer now includes Data Cleansing on all **US and Global records**. The new pricing reflects cleansing, better matching and improved service (increased capacity).

<b>Domestic Data Cleansing Only</b>		
<b>Processing Component (\$/M)</b>		
<u>Input # of records</u>		<u>Step Down Pricing</u>
100 -	10,000	\$25.22
10,001 -	100,000	\$21.34
100,001 -	250,000	\$17.46
250,001 -	1,000,000	\$13.58
>	1,000,000	\$7.76
<i>(Minimum of 100 records needed for processing)</i>		

<b>Match Setup Fee</b>	Applied each time a file is submitted for service	<b><u>Domestic</u></b>
	<b>Standard (per Project)</b>	<b>\$6,791.18</b>
	<b>Access Method Credit (to apply to Setup Fee)</b>	
	FTP/e-mail	( <b>\$1,455.25</b> )
	Physical Media	\$0
	<b>Standard Input Layout Credit (to apply to Setup Fee)</b>	
	Data provided in standard input layout format	( <b>\$3,880.68</b> )

**D&B  
Optimizer/DIB  
Powered By  
Acxiom**

New

- Faster Turnaround
- Higher Capacity
- Data Cleansing Included

<b>Domestic Matching</b>		<b>Match</b>
<b># of Records</b>		<b>Pricing</b>
	1 - 10,000	\$120.68
	10,001 - 100,000	\$109.53
<b>Step-Down Pricing</b>	100,001 - 250,000	\$62.88
	250,001 - 1,000,000	\$32.45
	1,000,001 - 2,500,000	\$17.24
	2,500,001 - 5,000,000	\$14.55
	5,000,001 - 10,000,000	\$11.64
	10,000,001 - 25,000,000	\$8.73
	25,000,001 - 50,000,000	\$6.79
<b>Range Pricing</b>	50,000,001 - 75,000,000	\$4.61
	75,000,001 - 125,000,000	\$3.78
	> 125,000,000	\$3.20

<b>Global Cleansing (Step-Down Pricing)</b>		
<b>Processing Component (\$/M)</b>		
# of input records		<b>Global</b>
100 -	10,000	\$67.91
10,001 -	100,000	\$60.15
100,001 -	250,000	\$43.66
250,001 -	1,000,000	\$30.08
>	1,000,000	\$21.34
<b>(Minimum of 100 records needed for processing)</b>		
<b>Minimum Global Cleanse Setup Fee</b>		<b>\$2,910.39</b>

<b>Global Matching (Step-Down Pricing) *</b>		
	<b>Input # of Records</b>	<b>Global</b>
<b>Step Down Pricing</b>	1 - 10,000	\$155.81
	10,001 - 100,000	\$145.33
	100,001 - 250,000	\$104.39
	250,001 - 1,000,000	\$60.54
	1,000,001 - 2,500,000	\$34.83
	2,500,001 - 5,000,000	Custom Priced
5,000,001 - 10,000,000		
10,000,001 - 25,000,000		
25,000,001 - 50,000,000		
50,000,001 - 75,000,000		
<b>Range Pricing</b>	75,000,001 - 125,000,000	
	> 125,000,000	

\* Global Cleansing is included in the match price.

### Project Management / Consulting

Project Management (per Project)	\$1,940.34
Consulting (per Day)	\$1,940.34

<b>Optimizer Service Plan</b>	<b>\$11,642.03 - 6 days (1.5 days per quarter)</b>
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## Standard Offer and Premium Services Pricing

Below standard offer outlines services included with base set-up, match and append pricing. Premium services are charged at \$1,940.34 per day for additional services such as creating custom input and output layouts. Services not included in premium offering should be priced and billed at the same rate as the daily consulting rate (i.e. at \$1,940.34 per day).

*Note: Standard offer re-refreshes are completed in 2-4 business days whereas jobs requiring premium services can take up to 1 week. Note refresh time differs from set-up and initial run which takes approximately 1 week for standard jobs and longer for jobs which include premium services.*

The number of consulting days offered each quarter should be included in the customer contract.

SERVICES	STANDARD OFFER (included with set-up and match prices)	PREMIUM SERVICES (additional services charged at \$1,940.34/day)	
Set-up	•Single input file	•Combine multiple input files	2 days / file
Matching	•Standard “best-practice” matching	•Customized matching	2 days / file
Enrichment	•Append conditionally with confidence code and/or marketability indicator (BEMFAB) •Linkage selections (full, up, down, branches)	•Append conditionally using 2 specified elements	2 days / file
		•Conditional appends using linkage	2 days / file
Post-Processing	•Standard output layout (order, bands, fields) •Single output file •Standard reporting	•Search and replace fields	2 day / file
		Custom output layout	2 days / file
		Two output files – split based on 1 condition	2 days / file

**Home Based Business Insight** identifies all businesses that are listed as consumers in Acxiom’s database and provides consumer information about these business owners.

Includes:

- 15 demographic data elements to target Home-Based Businesses based on consumer demographics

- A Home-Based Business Identifier ‘flag’ to identify business located in residences

**Pricing** - Price based on Tier 1 Data Suite. 50% append premium should be added for customer records.



# of Records	Price Prospect Append
1 - 2,500	\$218.29
2,501 - 5,000	\$213.48
5,001 - 25,000	\$208.58
25,001 - 100,000	\$164.93
100,001 - 200,000	\$130.97
200,001 - 400,000	\$97.02
400,001 - 850,000	\$67.92
850,001 - 1,499,999	\$58.21
1,500,000 - 1,999,999	\$53.35
2,000,000 - 2,999,999	\$50.45
3,000,000 - 4,999,999	\$48.51
5,000,000 - 11,000,000	\$45.60
11,000,001 +	\$38.81

*Notes: + In addition to the 15 demographic elements from Acxiom, the customer’s records will also be appended by a binary flag indicating that that the business has a DUNS number and is reported by Acxiom as being located in a residence (i.e., the “Home-Based Business identifier”).*

*+ Customer Files will include AbiliTec links.*

*+ The Home-Based Business Identifier may be ordered individually as a Separate Element (Level B in “Separate Elements”).*

*+ Prospect Files may be appended with Home-Based Business Identifier; Prospect Files will not receive the AbiliTec link.*

*+ The data elements included in the HBBI Suite are listed in the “Bundled Data Elements / “Data Suites”“document.*

## USA Patriot Act Compliance Solution

### Description

Section 326 of the USA PATRIOT Act adds a new subsection to the Bank Secrecy Act to set forth minimum standards for financial institutions to verify all customers opening accounts. At a minimum, institutions should:

- Verify the identity of any person seeking to open an account
- Screen customers against government banned entity lists
- Maintain adequate record keeping, particularly information related to identifying information

The rule requires each bank to conduct its own risk-based analysis of its customers. It provides that institutions can leverage third party (non-documentary) sources of information to ensure the accuracy of the customer documents

Our Patriot Act Reports will, in one report:

- Verify the business identity
- Provide additional demographic / business attributes to enable you to have a single view (basic, enhanced, additional information)
- Provide a risk indicator (to segment high-risk accounts)
- Banned entity list screening
- Record keeping format

We offer two reports, basic and enhanced. The basic provides general business verification information while the enhanced provides back all data elements that are leveraged in the compliance risk assessment score

The reports can be delivered in:

- Flat File FTP
- DI-Batch
- Data Integration Toolkit
- DNB.com

### Investment

Investment based on:

- Delivery mechanism and/or set-up fee
- Price per record
- Optional Investigations and/or Business Registration Look-ups for unmatched records (available in batch only)

**Investment****USA Patriot Act—FTP & DI BATCH**

Data Integration Batch and FTP

- Data Integration Batch and/or FTP set-up
- Matching (based on input records)
- Government Banned List Screening (based on input records)
- File Append (based on matched records)
- Optional Investigations and/or Business Registration Look-ups for unmatched records (available in batch only)

<b>Set-Up Costs</b>		
<b>Setup Fee</b>	<b>Year 1</b>	<b>Year 2</b>
One time FTP	\$1,419.28	
Or Data Integration Batch	\$10,671.86	\$3,359.59
Additional Profiles	\$3,395.59	\$3,395.59
<b>Matching (per input record)</b>	\$0.06	
<b>Government Banned List Screening (per input)</b>	\$0.24	

**File Append**

<b>Batch Record Pricing</b>			
<b># of Records</b>		<b>Basic</b>	<b>Enhanced</b>
1 -	2,500	\$0.86	\$5.98
2,501 -	5,000	\$0.85	\$5.98
5,001 -	25,000	\$0.84	\$5.76
25,001 -	100,000	\$0.66	\$4.35
100,001 -	200,000	\$0.51	\$2.91
200,001 -	400,000	\$0.40	\$2.00
400,001 -	850,000	\$0.31	\$1.41
850,001 -	1,499,999	\$0.25	\$1.09
1,500,000 -	1,999,999	\$0.23	\$1.06
2,000,000 -	2,999,999	\$0.22	\$0.93
3,000,000 -	4,999,999	\$0.21	\$0.73
5,000,000 -	11,000,000	\$0.19	\$0.71
>	11,000,001	\$0.18	\$0.65

**Update Multipliers**

Semi - Annual	1.2
Quarterly	1.3
Monthly	1.4

**Business Registration Lookup**

North America	\$0.66
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**Personalized Investigations**

North America	\$8.00
Europe	\$10.91
ROW	\$12.61

<b>Global Ticker and Exchange File</b>	
<b>Description</b>	<p><b>The Product</b></p> <p>D&amp;B has created a file that links DUNS Numbers to Tickers and Exchanges. The D&amp;B Global Ticker Symbol File has the following benefits:</p> <ul style="list-style-type: none"> <li>• Indicates that businesses are active and operating</li> <li>• Indicates that a business is publicly held</li> <li>• Indicates that the business issues securities which are "publicly traded".</li> <li>• Can be used to match customer files to the D&amp;B DUNS Number</li> <li>• Can be used as a reference table to pull in additional information on a business (e.g. corporate actions from data providers such as Telekurs)</li> </ul> <p>The file consists of:</p> <ul style="list-style-type: none"> <li>• Approximately 60,000 unique DUNS with tickers assigned</li> <li>• 326,716 Unique Tickers on these 60,000 DUNS Numbers reflecting the fact there can be multiple Tickers to a single DUNS Number</li> <li>• 35,000 Primary Stock Exchange Tickers</li> </ul> <p>It differs from the current WorldBase side file because:</p> <ul style="list-style-type: none"> <li>• The WorldBase side file includes US data only.</li> <li>• The WorldBase side file includes only active headquarter DUNS, only 5 exchanges are represented in the file and it links just 1 ticker to 1 exchange. The Global Ticker File is global and includes multiple ticker to exchange combinations.</li> </ul>
<b>Investment</b>	<ul style="list-style-type: none"> <li>• The file will be delivered via a flat file FTP. It is priced based on unique DUNS counts and number of updates. Customers have the option of getting the full file OR the primary ticker only.</li> </ul>

### **FULL FILE**

<u>Number of Records</u>	<u>One-time</u>	<u>Semi-annual</u>	<u>Quarterly</u>	<u>Monthly</u>
1 - 2,500	\$0.49	\$0.59	\$0.64	\$0.68
2,501 - 5,000	\$0.47	\$0.57	\$0.61	\$0.65
5,001 - 25,000	\$0.44	\$0.53	\$0.58	\$0.62
25,001 - 100,000	\$0.42	\$0.51	\$0.55	\$0.59
<b>Full File</b>	<b>\$24,254.22</b>	<b>\$29,105.06</b>	<b>\$31,530.48</b>	<b>\$33,955.91</b>

### **PRIMARY Ticker ONLY**

<u>Number of Records</u>	<u>One-time</u>	<u>Semi-annual</u>	<u>Quarterly</u>	<u>Monthly</u>
1 - 2,500	\$0.24	\$0.29	\$0.32	\$0.34
2,501 - 5,000	\$0.22	\$0.27	\$0.29	\$0.31
5,001 - 25,000	\$0.22	\$0.25	\$0.28	\$0.30
25,001 - 100,000	\$0.20	\$0.23	\$0.25	\$0.27
<b>Full File</b>	<b>\$12,127.11</b>	<b>\$14,552.53</b>	<b>\$15,765.24</b>	<b>\$16,977.95</b>

<b>Setup Fee: Standard (per Project):</b> Applied each time a file is submitted for service	\$1,455.25 (per file)
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	<b>Integration Manager</b>
<b>Description</b>	<p><b>Customer Integration Manager</b> is an on-site or hosted solution providing matching software, a common customer directory, marketing and other data (optional) and remote resolution services. It is designed to facilitate enterprise-wide data warehousing and customer relationship management systems. Customer Integration Manager is based on the DUNSMATCH engine utilizing an externally validated client-centric Common Customer Directory that can be augmented with Customer data records. The Common Customer Directory is the hub for building, identifying, linking and maintaining complete (and sometimes multiple) customer relationship views (i.e.: Account Level Roll-ups, Customer Hierarchy Identifiers, etc). Leveraging the capabilities of Data Integration Batch and Data Integration Toolkit, the Remote Resolution can be used in the identification of records that cannot be satisfactorily matched on-site.</p> <p>The Customer Integration Manager is a set of JAVA-based Application Program Interfaces (API's) and utilities that provide:</p> <ul style="list-style-type: none"> <li>• Access to an on-site Global Match Engine (and the patented MatchGrade module) that performs interactive lookups, transactional matching and batch matching against a client-centric common customer directory of matched customer records, unmatched customer records, matched D&amp;B records and a prospect universe of D&amp;B records</li> <li>• Access to local tables that store D&amp;B Marketing and (optional) Credit information to be used in sales, marketing, risk and decision support processes and applications</li> <li>• Access to D&amp;B Data Integration Batch and Data Integration Toolkit remote resolution services</li> <li>• Access to Maintenance Utilities that update the D&amp;B information stored in the local reference file and helps to ensure that the most recent and accurate D&amp;B D-U-N-S Number is assigned to the client's customer records.</li> </ul> <p>Data Integration Batch is a standard part of the Customer Integration Manager. Data Integration Toolkit is an optional component.</p>

<b>Investment</b>	<p>The investment costs for this product are based on a Value Solution Price. The price is based on the following variables:</p> <ul style="list-style-type: none"> <li>➤ Domestic or Global Solution</li> <li>➤ # of Customer Records</li> <li>➤ # of Disparate Systems</li> <li>➤ # of Users</li> </ul> <p>Note: We are trying to move all customers for this product into a multi-year environment.</p> <p>The price points listed below include:</p> <ul style="list-style-type: none"> <li>➤ Software (Access &amp; Matching Capabilities)</li> <li>➤ Data housed in a Common Customer Directory</li> <li>➤ Base Level Consulting</li> </ul>
<b>Definitions</b>	<p># of Customers: Total of Customer Supplied records regardless of source. Number is calculated as:</p> <p style="padding-left: 40px;">a) # of inserted records. or b) 70% of total customer base</p> <p># of Systems: Number of disparate systems that will be integrated into this solution.</p> <p><i>*Note: If customer is aggregating multiple systems prior to integration, than use 2 as minimum # of systems.</i></p>

**# of Systems**

Domestic One Year Solution Price										
# of Systems (up to)	# of Customers (upto)									
	<10,000	10,000	100,000	250,000	500,000	1,000,000	3,000,000	5,000,000	10,000,000	>10,000,000
>11	\$445,307.46	\$533,388.32	\$799,298.52	\$948,030.28	\$1,010,950.10	\$1,082,978.05	\$1,165,920.48	\$1,250,419.47	\$1,376,043.37	\$1,565,575.93
11	\$421,053.24	\$511,278.93	\$732,761.88	\$924,093.57	\$981,897.80	\$1,049,300.46	\$1,135,960.87	\$1,229,018.86	\$1,351,520.36	\$1,536,143.78
9	\$399,709.53	\$469,561.68	\$688,131.61	\$895,272.48	\$947,376.90	\$1,008,824.80	\$1,089,225.95	\$1,177,242.68	\$1,305,343.86	\$1,494,393.36
7	\$364,783.45	\$422,023.41	\$593,391.14	\$851,882.92	\$895,916.57	\$958,825.03	\$1,032,259.55	\$1,114,707.87	\$1,218,531.95	\$1,418,220.09
5	\$247,393.03	\$314,334.68	\$462,933.44	\$680,717.32	\$768,168.40	\$822,450.77	\$937,183.01	\$1,010,915.84	\$1,117,634.40	\$1,332,840.64
4	\$166,869.03	\$218,287.97	\$323,066.19	\$487,994.88	\$587,464.24	\$677,298.67	\$814,941.75	\$905,167.44	\$1,020,617.53	\$1,251,569.34
3	\$120,300.93	\$150,376.16	\$227,019.49	\$328,887.21	\$471,502.01	\$567,548.72	\$666,505.93	\$738,298.42	\$855,688.84	\$1,121,526.59
2	\$92,166.03	\$113,509.74	\$165,898.86	\$240,601.85	\$314,334.68	\$470,531.84	\$565,608.38	\$628,669.35	\$735,387.91	\$944,944.36
1	\$69,852.15	\$86,345.02	\$123,211.43	\$170,749.70	\$229,929.99	\$312,394.34	\$490,905.39	\$540,383.99	\$634,490.36	\$821,732.93

Global - One Year Solution Price										
# of Systems (up to)	# of Customers (upto)									
	<10,000	10,000	100,000	250,000	500,000	1,000,000	3,000,000	5,000,000	10,000,000	>10,000,000
>11	\$601,504.63	\$720,079.24	\$1,079,052.59	\$1,279,841.30	\$1,364,777.94	\$1,462,022.53	\$1,573,993.52	\$1,688,071.23	\$1,857,660.66	\$2,113,557.49
11	\$568,518.89	\$689,789.98	\$989,233.64	\$1,248,007.22	\$1,325,563.63	\$1,416,554.12	\$1,533,543.67	\$1,659,171.70	\$1,824,551.81	\$2,073,794.05
9	\$539,413.83	\$633,520.19	\$928,976.90	\$1,208,615.37	\$1,278,955.67	\$1,361,919.77	\$1,470,460.77	\$1,589,275.24	\$1,762,218.29	\$2,017,429.74
7	\$492,845.73	\$569,489.06	\$801,082.16	\$1,150,035.95	\$1,209,490.67	\$1,294,418.02	\$1,393,162.33	\$1,504,856.77	\$1,645,406.20	\$1,914,594.75
5	\$333,738.05	\$423,963.74	\$624,963.04	\$918,967.66	\$1,037,022.44	\$1,110,305.54	\$1,265,100.05	\$1,365,027.43	\$1,508,612.41	\$1,799,334.14
4	\$225,079.15	\$294,931.30	\$436,575.94	\$658,744.58	\$793,076.42	\$914,359.92	\$1,100,171.36	\$1,222,412.63	\$1,377,639.63	\$1,689,621.60
3	\$162,018.18	\$202,765.27	\$306,573.33	\$444,337.29	\$636,430.70	\$766,433.31	\$899,346.43	\$996,363.31	\$1,155,470.98	\$1,514,063.99
2	\$124,181.60	\$153,286.66	\$224,108.98	\$325,006.53	\$423,963.74	\$635,460.53	\$763,522.81	\$848,897.66	\$992,482.63	\$1,275,771.91
1	\$94,106.37	\$116,420.25	\$165,898.86	\$230,900.16	\$310,454.00	\$422,023.41	\$662,625.26	\$729,566.90	\$856,659.01	\$1,108,902.88

D&Bs multi year pricing for Integration Manager assumes that customers will enter into a contract with a three year base period. D&B will not honor multi year pricing for a base period plus one year option periods.

Multi-Year Pricing (3 Year Deals)										
Domestic										
Year One - Solution Price										
# of Systems (up to)	# of Customers (up to)									
	<10,000	10,000	100,000	250,000	500,000	1,000,000	3,000,000	5,000,000	10,000,000	>10,000,000
>11	\$378,559.85	\$456,076.33	\$683,677.92	\$839,487.02	\$900,510.63	\$967,355.26	\$1,044,871.74	\$1,121,515.08	\$1,224,644.01	\$1,357,363.10
11	\$357,895.25	\$434,635.60	\$626,729.01	\$802,426.57	\$863,450.19	\$927,772.38	\$1,007,714.28	\$1,089,402.49	\$1,182,538.69	\$1,332,623.80
9	\$339,753.10	\$399,127.42	\$586,369.99	\$764,492.98	\$813,971.58	\$870,823.47	\$940,966.67	\$1,019,259.29	\$1,122,388.23	\$1,297,212.64
7	\$310,065.93	\$358,768.40	\$506,331.07	\$727,335.51	\$764,492.98	\$818,046.29	\$877,420.62	\$948,339.95	\$1,035,752.16	\$1,232,890.45
5	\$210,332.59	\$267,184.47	\$394,179.56	\$581,422.13	\$655,640.04	\$701,820.07	\$796,605.56	\$859,278.46	\$949,989.24	\$1,160,321.83
4	\$141,838.67	\$185,593.28	\$274,654.77	\$414,844.16	\$499,733.92	\$576,474.27	\$692,700.49	\$769,440.84	\$867,524.90	\$1,092,701.06
3	\$102,255.79	\$127,868.24	\$192,966.56	\$279,602.63	\$400,776.71	\$482,464.92	\$566,578.55	\$627,602.16	\$727,335.51	\$981,325.69
2	\$78,389.64	\$96,531.79	\$141,062.54	\$204,511.57	\$267,184.47	\$400,000.58	\$480,815.63	\$534,368.95	\$625,079.73	\$803,202.71
1	\$59,374.33	\$73,441.77	\$104,778.23	\$145,137.25	\$195,489.00	\$265,535.19	\$417,269.58	\$459,374.90	\$539,316.81	\$698,521.50
Year Two - Solution Price										
# of Systems (up to)	# of Customers (up to)									
	<10,000	10,000	100,000	250,000	500,000	1,000,000	3,000,000	5,000,000	10,000,000	>10,000,000
>11	\$214,019.23	\$288,431.17	\$539,316.81	\$706,476.88	\$761,485.45	\$822,994.15	\$897,212.06	\$970,847.87	\$1,075,626.09	\$1,198,352.44
11	\$192,578.50	\$267,863.59	\$478,390.21	\$669,707.49	\$727,044.46	\$786,709.84	\$866,457.71	\$946,884.70	\$1,041,379.14	\$1,187,389.53
9	\$175,406.51	\$232,161.38	\$438,807.33	\$635,363.51	\$680,088.29	\$734,417.74	\$803,590.78	\$882,271.46	\$989,863.18	\$1,169,926.50
7	\$145,137.25	\$190,832.19	\$353,238.44	\$602,668.83	\$635,266.50	\$686,879.48	\$746,447.84	\$818,434.36	\$910,503.37	\$1,120,447.89
5	\$120,688.99	\$156,876.29	\$271,162.17	\$454,330.03	\$520,495.53	\$565,802.42	\$668,737.32	\$734,126.69	\$831,531.64	\$1,061,752.68
4	\$93,136.20	\$124,860.72	\$208,974.35	\$351,007.05	\$425,321.98	\$489,644.17	\$597,041.85	\$655,931.09	\$754,791.29	\$1,005,773.94
3	\$75,382.11	\$93,621.28	\$157,458.39	\$245,258.66	\$371,477.61	\$452,001.62	\$532,622.64	\$585,302.81	\$682,513.72	\$955,325.17
2	\$60,053.45	\$72,665.64	\$116,129.20	\$180,354.37	\$243,512.36	\$388,261.53	\$469,949.74	\$519,331.33	\$611,691.40	\$802,620.61
1	\$45,500.91	\$55,299.62	\$84,695.73	\$124,666.68	\$175,406.51	\$248,848.28	\$418,045.71	\$456,270.36	\$539,607.86	\$713,074.03
Year Three - Solution Price										
# of Systems (up to)	# of Customers (up to)									
	<10,000	10,000	100,000	250,000	500,000	1,000,000	3,000,000	5,000,000	10,000,000	>10,000,000
>11	\$235,459.96	\$317,245.18	\$593,258.19	\$777,105.17	\$837,643.70	\$905,264.46	\$986,952.67	\$1,067,961.76	\$1,183,217.81	\$1,318,168.28
11	\$211,884.86	\$294,640.25	\$526,219.53	\$736,649.13	\$799,710.10	\$865,390.53	\$953,093.78	\$1,041,573.17	\$1,145,478.24	\$1,306,138.19
9	\$192,966.56	\$255,348.42	\$482,658.95	\$698,909.57	\$748,097.12	\$807,859.52	\$883,920.75	\$970,459.80	\$1,088,820.39	\$1,286,928.85
7	\$159,689.78	\$209,944.52	\$388,552.58	\$662,916.31	\$698,812.55	\$755,567.42	\$821,053.81	\$900,316.60	\$1,001,602.22	\$1,232,502.38
5	\$132,719.09	\$172,593.02	\$298,326.89	\$499,733.92	\$572,593.60	\$622,363.25	\$735,581.95	\$807,568.47	\$914,675.10	\$1,167,889.14
4	\$102,449.82	\$137,375.90	\$229,832.98	\$386,127.16	\$467,815.37	\$538,637.69	\$656,707.23	\$721,514.50	\$830,270.42	\$1,106,380.44
3	\$82,949.43	\$103,031.92	\$173,175.12	\$269,803.93	\$408,635.08	\$497,211.48	\$585,884.91	\$643,803.98	\$750,813.60	\$1,050,886.79
2	\$66,068.49	\$79,941.91	\$127,771.22	\$198,399.51	\$267,863.59	\$427,068.28	\$516,905.91	\$571,235.36	\$672,909.05	\$882,853.56
1	\$50,060.71	\$60,829.58	\$93,136.20	\$137,181.86	\$192,966.56	\$273,781.62	\$459,859.99	\$501,868.29	\$593,549.24	\$784,381.43

D&Bs multi year pricing for Integration Manager assumes that customers will enter into a contract with a three year base period. D&B will not honor multi year pricing for a base period plus one year option periods.

Multi-Year Pricing (3 Year Deals)										
Global										
Year One - Solution Price										
# of Systems (up to)	# of Customers (upto)									
	<10,000	10,000	100,000	250,000	500,000	1,000,000	3,000,000	5,000,000	10,000,000	>10,000,000
>11	\$527,000.00	\$616,057.16	\$922,824.52	\$1,133,060.08	\$1,215,524.43	\$1,306,235.21	\$1,410,140.28	\$1,514,045.35	\$1,653,458.60	\$1,832,357.72
11	\$498,100.00	\$586,369.99	\$846,084.17	\$1,083,581.48	\$1,165,269.69	\$1,252,681.89	\$1,360,661.67	\$1,470,387.76	\$1,596,509.70	\$1,799,371.98
9	\$472,600.00	\$538,540.67	\$791,657.70	\$1,031,677.45	\$1,098,425.06	\$1,175,941.54	\$1,269,950.89	\$1,376,378.41	\$1,514,918.50	\$1,751,542.66
7	\$431,800.00	\$484,114.21	\$683,677.92	\$982,198.84	\$1,031,677.45	\$1,104,246.07	\$1,184,187.98	\$1,280,719.77	\$1,398,595.27	\$1,664,130.46
5	\$292,400.00	\$360,417.69	\$531,943.53	\$785,060.55	\$884,890.92	\$947,563.82	\$1,075,335.04	\$1,160,321.83	\$1,282,369.05	\$1,566,046.40
4	\$197,200.00	\$250,691.61	\$371,089.55	\$559,981.40	\$674,558.33	\$778,463.41	\$935,145.66	\$1,039,050.73	\$1,170,993.68	\$1,475,335.62
3	\$142,000.00	\$172,398.99	\$260,587.33	\$377,686.69	\$540,966.10	\$651,468.32	\$764,492.98	\$846,957.32	\$982,198.84	\$1,325,250.51
2	\$108,800.00	\$130,293.66	\$190,541.14	\$276,304.06	\$360,417.69	\$540,189.96	\$649,042.89	\$721,611.52	\$843,658.75	\$1,084,454.63
1	\$82,500.00	\$98,957.21	\$141,062.54	\$196,265.14	\$263,885.90	\$358,768.40	\$563,279.98	\$620,131.87	\$728,208.66	\$942,615.96

  

Year Two - Solution Price										
# of Systems (up to)	# of Customers (upto)									
	<10,000	10,000	100,000	250,000	500,000	1,000,000	3,000,000	5,000,000	10,000,000	>10,000,000
>11	\$289,013.27	\$389,328.72	\$728,111.65	\$953,772.90	\$1,027,990.81	\$1,111,037.25	\$1,211,255.68	\$1,310,697.98	\$1,452,148.59	\$1,617,756.39
11	\$260,005.23	\$361,581.89	\$645,841.34	\$904,197.28	\$981,616.74	\$1,062,043.73	\$1,169,732.46	\$1,278,294.35	\$1,405,871.54	\$1,602,912.81
9	\$236,818.19	\$313,364.51	\$592,482.06	\$857,726.19	\$918,070.69	\$991,415.45	\$1,084,842.70	\$1,190,979.16	\$1,336,310.44	\$1,579,434.73
7	\$195,974.09	\$257,676.82	\$476,837.94	\$813,583.51	\$857,532.16	\$927,287.29	\$1,007,714.28	\$1,104,828.17	\$1,229,203.81	\$1,512,590.10
5	\$162,891.33	\$211,787.84	\$366,044.67	\$613,340.68	\$702,693.23	\$763,813.86	\$902,742.02	\$991,027.38	\$1,122,582.26	\$1,433,424.33
4	\$125,830.89	\$168,518.31	\$282,125.07	\$473,927.43	\$574,242.88	\$661,072.99	\$806,016.20	\$885,570.04	\$1,018,968.24	\$1,357,848.18
3	\$101,770.70	\$126,315.97	\$212,563.97	\$331,118.59	\$501,480.23	\$610,139.13	\$719,089.08	\$790,105.43	\$921,369.26	\$1,289,645.32
2	\$81,106.11	\$98,181.08	\$156,779.27	\$243,512.36	\$328,790.19	\$524,085.16	\$634,490.36	\$701,140.96	\$825,710.62	\$1,083,484.46
1	\$61,411.68	\$74,702.99	\$114,382.90	\$168,324.28	\$236,818.19	\$335,969.44	\$564,444.18	\$615,960.14	\$728,499.71	\$962,698.45

  

Year Three - Solution Price										
# of Systems (up to)	# of Customers (upto)									
	<10,000	10,000	100,000	250,000	500,000	1,000,000	3,000,000	5,000,000	10,000,000	>10,000,000
>11	\$317,924.30	\$428,232.49	\$800,971.32	\$1,049,140.49	\$1,130,828.70	\$1,222,121.57	\$1,332,429.76	\$1,441,767.78	\$1,597,382.85	\$1,779,580.54
11	\$286,005.75	\$397,769.19	\$710,454.58	\$994,617.00	\$1,079,797.82	\$1,168,277.21	\$1,286,734.81	\$1,406,162.59	\$1,546,448.99	\$1,763,184.69
9	\$260,490.31	\$344,700.96	\$651,759.37	\$943,489.11	\$1,009,848.65	\$1,090,566.69	\$1,193,307.56	\$1,310,115.88	\$1,469,902.67	\$1,737,378.20
7	\$215,571.50	\$283,483.31	\$524,570.24	\$894,980.67	\$943,295.08	\$1,020,035.42	\$1,108,514.81	\$1,215,330.39	\$1,352,124.19	\$1,663,839.41
5	\$179,190.17	\$232,937.52	\$402,620.03	\$674,655.35	\$772,933.44	\$840,166.14	\$993,064.73	\$1,090,178.62	\$1,234,830.79	\$1,576,815.27
4	\$138,443.08	\$185,399.25	\$310,356.98	\$521,368.69	\$631,676.87	\$727,141.48	\$886,637.22	\$974,146.44	\$1,120,835.96	\$1,493,671.81
3	\$111,957.47	\$138,928.17	\$233,810.67	\$364,201.35	\$551,637.95	\$671,162.74	\$790,978.58	\$869,077.17	\$1,013,535.29	\$1,418,580.75
2	\$89,255.53	\$107,979.78	\$172,496.00	\$267,863.59	\$361,678.91	\$576,474.27	\$697,939.40	\$771,284.16	\$908,271.98	\$1,191,852.31
1	\$67,523.75	\$82,173.29	\$125,830.89	\$185,205.21	\$260,490.31	\$369,537.28	\$620,908.00	\$677,565.86	\$801,359.39	\$1,058,939.19

Domestic or Global  
Additional Charges:

Per User Charges	
2 - 499	\$145.53
500 - 999	\$116.42
1,000 - 1,999	\$97.02
2,000 - 2,999	\$87.32
3,000 - 3,999	\$77.61
4,000 - 4,999	\$72.76
5,000 - 7,499	\$67.91
7,500 - 9,999	\$58.21
10,000+	\$48.51

Data Integration Toolkit (Bundled Price) \$11,642.03  
 Additional Consulting (per day) \$ 1,940.34  
 Additional Data Append Book Price based on volume  
 Travel Expenses As incurred

## Integration Manager Reference File Options

Reference File	Description	GSA Price
US Active Records	All active U.S. records (Class 0, 1 & 2). <i>Approximately 26 million records</i>	Standard Price Per Domestic IM Matrix
U.S. All Records	All U.S. records including all active and inactive records. <i>Approximately 46 million records</i>	Incremental <b>\$58,210.13</b>
Canadian Active Records	All active Canadian records. <i>Approximately 1.5 million records</i>	Incremental <b>\$22,313.88</b>
Canadian All Records	All Canadian records including all active and inactive records. <i>Approximately 2.6 million records</i>	Incremental <b>\$32,015.57</b>
Global Active Records	All active Global records. <i>Approximately 82.5 million records</i>	Standard Price Per Global IM Matrix
Global All Records	All Global records including all active and inactive records. <i>Approximately 122 million records</i>	Incremental <b>\$82,464.34</b>
DUNS Decision Makers	Add executive names, which can augment the IM reference file to increase match performance. <i>Approximately 23 million unique names</i>	Incremental <b>\$43,657.59</b>
Executive Home Address	Add executive names and addresses, which can augment the IM reference file to increase match performance. <i>Approximately 8.5 million unique names</i>	Incremental <b>\$63,060.97</b>

Integration Manager License Only (no data or consulting) \$92,166.03

Monthly update script \$9,701.69

Separate IM Service Plan (Annual Fee)\* \$23,284.05

\*Incremental to all of the charges listed in the tables above, customers can elect to purchase a separate Service Plan for Integration Manager. For more details, refer to the Product Solutions Catalog.

## Data Integration Batch

**Description**

**The Product**

Data Integration Batch is designed to provide daily, weekly, monthly or quarterly batch D-U-N-S® numbering of customer records for use in other operational systems. In addition, the user has the option of retrieving additional D&B marketing, credit and purchasing data through the Batch process. This solution is recommended for customers preferring an automated solution.

Data Integration Batch takes advantage of one of the oldest and simplest utilities to transfer files back and forth between the customer and D&B over the Internet and TCP/IP enabled networks. The File Transfer Protocol (FTP) provides a cost-effective method of accessing and transferring data files from one computer system to another.

Data Integration Batch is sold as either a stand-alone product or as a component of Customer Integration Manager.

**Investment**

The investment costs for setting up a Data Integration Batch installation consist of a set-up profile/maintenance fee, matching fees, data costs and communications options.

**Profile Fees**

<b><u>Standard Input Layout</u></b>	
<b>Year 1</b>	
First Profile Setup / Maint.	\$7,276.27
Each Additional	\$3,395.59
<b>Year 2 and thereafter</b>	\$1,940.34
Each Profile Maint. Fee	
	<b><u>Custom Input Layout</u></b>
<b>Year 1</b>	
First Profile Setup / Maint.	\$11,156.94
Each Additional	\$7,276.27
<b>Year 2 and thereafter</b>	
Each Profile Maint. Fee	\$5,821.01

<b>Updates</b>	<b>Update Premium</b> (Daily, Weekly, Monthly, Quarterly and Semi-annually)	Standard GSA Update Premiums apply. Daily and Weekly Match Premium is <b>2X</b> .
<b>Data Price Subsequent D&amp;B Data Integration Batch Data Resolution</b>	Data Load – Volume based on the number of records in the initial data load and estimated annual batch volumes. Requirement that subsequent data load records need to be the same as the initial data load.	Standard GSA Price for Delivery of the Record and data element (Maximum price capped at 25,001 Record Price) <i>times</i> Daily or Weekly Match Premium ( <b>2X</b> ).
<b>Profiles</b>	All profiles are Custom created with a Program Manager and can include any available base records, single elements or data suites.	
<b>Communication Options</b> (Estimates – Contact Government Customer Manager for Specific Quote)	Internet Frame Relay T1 VPN	No charge  Contact S&MS Product Pricing

<b>Consulting Pricing</b>		
<b>Labor Rates</b>	<b>Position</b>	<b>Daily Rate</b>
	Senior Consultant	\$1,560.21
	Program Manager	\$1,461.95
	Information Consultant	\$1,461.95
	Senior System Architect	\$1,461.95
	Business Application Engineer	\$1,461.95
	Matching Specialist	\$1,266.43
	Network Consultant	\$1,170.16
	Fulfillment Specialist	\$974.64

# **D&B Data Integration Toolkit**

## ***License Fee & Marketing Packets***

### **The Product**

The Data Integration Toolkit Marketing Packets allow your customers to identify new customers, plan and execute highly targeted campaigns, and optimize new sales opportunities by leveraging corporate family relationships. Packets available are:

#### ***WorldBase Marketing ID***

The most efficient way to gain basic marketing information about a potential prospect such as business name, address, D&B® D-U-N-S® Number, fax, phone and trade style.

#### ***WorldBase Marketing Plus***

The same information included in D&B WorldBase Marketing ID plus business intelligence such as executive names and titles, financials, number of employees, import or export code, branch indicator, and more.

#### ***WorldBase Marketing Plus with Linkage***

The same information included in D&B WorldBase Marketing Plus, with the addition of corporate family relationships.

#### ***Linkage Packet***

This is a packet that includes all available linkage information on a specific DUNS #.

#### ***Business Verification***

Identify a company and check its location with background information such as primary name, address, phone number, SIC code, branch indicator and D-U-N-S® Number.

#### ***US Tax identification (FEIN)***

The US Tax Identification or Federal Employer Identification Number (FEIN) provides the customers with the Federal Employer Identification Number that can be used to verify a customer prior to setting up an account.

#### ***US Industry Classification***

Helps you migrate from the Standard Industrial Classification (SIC codes) system to its replacement for the region the North American Industry Classification System (NAICS).

#### ***Geo Point***

Provides access to geographic information (latitude and longitude co-ordinates) for use in your pre-screening marketing and sales processes. Available on businesses across the US, Canada, Germany and the UK.

#### ***Duns # Pricing***

Transactional pricing of D&B® D-U-N-S® number assignment is now available at a step-down charge per lookup.

**Investment**

The investment costs for utilizing these packets includes the license fee for the Data Integration Toolkit, plus a charge for each individual packet.
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<b>Profiles</b>	<b>Price</b>
Standard License Fee	\$27,164.73
Enterprise License (up to 10 licenses)	\$145,525.31
SAP, Siebel or PeopleSoft Module*	\$11,642.03
Monitoring Module**	\$9,701.69
Transactional Name and Address Standardization (TAS) Module	\$12,127.11
Transactional Name and Address Standardization (TAS) Module renewal	\$12,127.11

\* Pre-built modules, no access to the toolkit code

\*\* The only S&MS Packets available for monitoring are the Linkage Packet and Business Verification. The WorldBase Packets are **NOT** eligible for monitoring.

<b>Data Integration Toolkit Name and Address Standardization</b>
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<b>Description</b>	<p><b>The Product</b></p> <p>Name and Address Standardization, a module of the Data Integration Toolkit allows customers to standardize and correct name and address information in real time, thus improving the quality of the data in any business system or data warehouse.</p> <p>Standardized addresses can be added to any Match request initiated via the toolkit to increase the MatchGrade score to one that is more apt to fall within acceptable range.</p>
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**Investment**

The investment costs include a Name and Address Standardization license fee plus a prepaid transaction fee. (Note: Customers must purchase the Data Integration Toolkit to access the Name and Address Standardization Module.)
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**Pricing**

<b># of Records</b>	<b>Step-Down Price Per Record</b>
1 - 10,000	\$0.1261
10,001 - 100,000	\$0.1164
100,001 - 250,000	\$0.1067
250,001 - 1,000,000	\$0.0970
> 1,000,000	\$0.0873

**Data Integration Toolkit Packet Pricing – See Service Discount Plan or Monthly Discount Plan Tables**

## Small Business Risk Portfolio Solution

- Small Business Risk Portfolio Score scaled to Fair Isaac's SBSS 6.0
- D-U-N-S® Numbering Process
- Segmentation and Reason Codes
- Consumer Data from Trans Union

Standard SBRPS and SBRI-Powered SBRPS\* Pricing Table(s)

Record Volume	Refreshment Period			
	One Time	Semi-Annual	Quarterly	Monthly
Under 10,000	\$5.11	\$6.13	\$6.64	\$8.93
10,000 - < 25,000	\$3.91	\$4.69	\$5.08	\$6.84
25,000 - < 50,000	\$3.62	\$4.34	\$4.70	\$6.32
50,000 - < 75,000	\$3.49	\$4.19	\$4.54	\$6.11
Over 75,000	Custom			

·\$2,910.51 minimum charge

·Price is driven by number of accounts processed, not by DUNS Number

·A \$3,880.68 fee applies if file formatting services are required (if customer file is not per specifications)

·If a re-run is required, a \$2,425.42 processing fee will be applied

NOTE: SBRI-Powered SBRPS is priced at a 16.5% premium over the above price, with the premium being applied to the appropriate SBRI product codes.

## Fraud Risk Score

The Fraud Risk Score is a statistically-based, easy-to-interpret, early-warning commercial fraud risk screening system. This predictive score was designed to help agencies easily assess fraud risk at the point of loan origination or application. The score detects and analyzes matched application data to behaviors and characteristics of previously confirmed frauds.

The objective of the Fraud Risk Score is to identify a small subset of the applicant population which has elevated risk for fraud.

The Fraud Risk Score uses the following relational data matching and screening process:

- 1) Historical search database – the Fraud Risk Score begins by matching and analyzing the applicant data to D&B’s Historical Search Database
- 2) D&B Misrepresentation File – next, the model searches for matching data in D&B’s file of over 5,000 businesses that have previously misrepresented data to D&B
- 3) High Risk Identifiers – finally, the Fraud Risk Score leverages several additional sources of fraud risk predictive address data, including address type and quality and risk of address provided
- 4) The Fraud Risk Score – the output of this score model is a highly predictive Fraud Risk Score. The Fraud Risk Score data packet and report include:
  - Fraud Risk Score (2001-2999)
  - Fraud Risk Score Class (1-5)
  - Score Reasons Codes
  - Attributes, including the Historical Search Data

**Transactional  
Pricing -  
See  
SDP/MDP  
Price List**

**Batch Pricing**

<b>VOLUME</b>	<b>One-Time</b>
<5000	\$0.6792
5000-9999	\$0.5433
10000-24999	\$0.4415
25000-49999	\$0.3735
50000-99999	\$0.3370
100000-199999	\$0.3056
200000-299999	\$0.2716
300000-499999	\$0.2377
>=500000	\$0.2038
Minimum	\$970.17

More frequent delivery than monthly is based on on-line pricing  
 Semi-Annual is at 160% of one-time.  
 Quarterly is at 200% of one-time  
 Monthly is at 250% of one-time

# Supply Management Solutions

<b>SMS Combination Data Packages<sup>1</sup></b>	<b>Per U.S. Input Record Price</b>	<b>Per non-U.S. Input Record Price</b>
Data Rationalization <sup>2</sup>	\$1.26	\$1.26
Supplier Diversity <sup>3,8</sup>	\$1.70	\$1.26
Enhanced Green <sup>4</sup>	\$0.97	N/A
Spend Analytics and Compliance <sup>6</sup>	\$3.40	\$2.98
Risk Management <sup>7,10</sup>	\$4.51	\$2.98
Supply Management Complete <sup>9,10</sup>	\$5.77	\$5.77

<sup>1</sup> Additional data block pricing is available.

<sup>2</sup> Data Rationalization includes DUNSRight® and Identification and Demographics

<sup>3</sup> Supplier Diversity includes Data Rationalization and Enhanced Diversity Information

<sup>4</sup> Business Verification Data Block and Green Business Information

<sup>6</sup> Spend Analytics & Compliance includes Data Rationalization, Linkage and Enhanced Diversity Information

<sup>7</sup> Risk Management includes Data Rationalization, Linkage, Enhanced Diversity and Enhanced Risk Information

<sup>8</sup> Includes Diversity Classification Resolution Detail Reports

<sup>9</sup> Supply Management Complete includes Risk Management Combination Package.

<sup>10</sup> Does not contain Financial Information and Risk Scores outside the US

<b>Refresh Schedule</b>	<b>Refresh Cost</b>
Up to One (1)	16.0%
Up to Three (3)	32.0%
Up to five (5) *	50.0%
Monthly *	70.0%

\* Not Available with Supply Base Analysis Module without SMS Product Manager's alignment

<b>SMS Basic Data Blocks</b>	<b>Per U.S. Input Record Price</b>	<b>Per non-U.S. Input Record Price</b>
Business Verification <sup>1</sup>	\$0.58	\$0.58
Diversity - Identification	\$0.19	N/A
Diversity - Enhanced <sup>1,2</sup>	\$0.49	N/A
Diversity - Enhanced Plus <sup>3</sup>	\$0.97	N/A
Green - Identification ***	\$0.39	N/A
Green - Enhanced ****	\$0.97	N/A
Corporate Linkage - Identification	\$1.16	\$1.16
Corporate Linkage - Enhanced	\$1.77	\$1.77
Risk Scores	\$1.46	N/A

<sup>1</sup> Includes the DUNSRight® Process

<sup>2</sup> Electronic match only, returns only Diverse businesses

<sup>3</sup> Electronic match only, returns only Diverse and Green businesses

\*\*\* Maximum price for Green ID file is based on Green file size

\*\*\*\* Maximum price for Enhanced Green File is based on Green file size

<b>SMS Single Element Data Block</b>	<b>Per U.S. Input Record Price</b>	<b>Per non-U.S. Input Record Price</b>
DUNS Number Only – Includes the DUNSRight® process	\$0.19	\$0.20
Business Ownership – Legal Status	\$0.33	\$0.33
Out of Business Indicator	\$0.15	\$0.15
Contact Name and Title (per name)	\$0.04	\$0.04
Ticker Symbol	\$0.15	\$0.15
URL	\$0.15	\$0.15
Employees	\$0.15	\$0.15
Sales Information	\$0.15	\$0.15
SIC codes and Descriptions	\$0.15	\$0.15
NAICS codes and Descriptions	\$0.15	\$0.15
FEIN – Tax ID – National ID	\$0.15	\$0.15
One Up Linkage	\$0.42	\$0.42
Domestic Upward Linkage	\$0.49	\$0.49
Global Upward Linkage	\$0.56	\$0.56
Patriot Act Indicators (does not include Screening)	\$0.91	N/A
Debarment ID	\$0.10	N/A
Rating	\$1.16	N/A
Paydex	\$1.16	N/A
Credit Score	\$1.46	N/A
FSS	\$1.46	N/A
SER Score	\$1.36	N/A
Retro Scores (SER or FSS) up to 2 years	\$2.04	N/A
Financial Overview	\$1.46	N/A
Franchise Type*	\$0.17	N/A
Suits, Liens, Judgment indicators	\$0.10	N/A
Bankruptcy Indicator	\$0.10	N/A
HR-BD Indicators	\$1.07	N/A
Global Risk Scores	N/A	Per Non-US Bid Process

\* Maximum price for Franchise Type

\$20,858.63

<b>Input Records*</b>	<b>Volume Adjustment</b>
25,000 - 49,999	12.50%
50,000 - 74,999	25.00%
75,000 - 99,999	37.50%
100,000 - 249,999	50.00%
250,000 - 499,999	62.50%
500,000 - 749,999	75%
750,000+	Custom

\*No volume adjustments when pricing on Unique DUNS appends

## Supplier Risk Manager – State & Local Government Pricing

### Supplier Risk Manager

An integrated set of solutions that provides customers with focused and predictive insights to help certify, monitor and analyze suppliers - and mitigate risk.

Supplier Risk Manager (SR Manager) has three bundled solution sets.

- **SR Manager** is comprised of a set of core functionality as well as the Alerts, Locator and Surveys modules.
- **SR Manager Premium** includes all modules in SR Manager in addition to the Certification module (Supplier Portal) and initial GCL Screening.
- **SR Manager Premium XL** includes all modules in SR Manager Premium, Assessments and Scorecard modules.

(see diagram below for brief list of capabilities in each module)

SR Manager pricing is based on established Rate Cards. The Rate Cards are defined by size of Company based on Annual Sales and size of Supply Base mapped to structured bands.

### Supplier Risk Manager Core Functionality and Modules – Summary Capabilities

Core Functionality	Alerts	Surveys	Locator	Certification	Assessments	Scorecard
<ul style="list-style-type: none"> <li>• Supplier Profiles</li> <li>• Search/Look-up</li> <li>• Research and Notes</li> <li>• Supply Data Service Business Ver file for D-U-N-S Numbered records</li> <li>• Supplier Qualifier Reports on U.S. supplier only</li> </ul>	<ul style="list-style-type: none"> <li>• Supplier monitoring</li> <li>• Email alerts</li> <li>• Folders to manage supplier groups</li> <li>• Supply Base and Watch list Reports</li> </ul>	<ul style="list-style-type: none"> <li>• Standard and custom survey options</li> <li>• Email notification of completed surveys</li> <li>• Results housed in SR Mgr</li> </ul>	<ul style="list-style-type: none"> <li>• Criteria-based supplier search against SR Mgr supply base or D&amp;B database</li> <li>• Downloadable search results</li> <li>• Access SQR in US for more info</li> </ul>	<ul style="list-style-type: none"> <li>• Supplier portal w customer's custom branding</li> <li>• Custom questionnaires</li> <li>• Document storage</li> <li>• GCL processing</li> </ul>	<ul style="list-style-type: none"> <li>• Virtual supplier assessments</li> <li>• Status tracking</li> <li>• Reports</li> </ul>	<ul style="list-style-type: none"> <li>• Composite scorecard</li> <li>• Supplier scorecard</li> <li>• Supplier comparison</li> <li>• Scorecard config mgmt</li> </ul>

Supplier Risk  
Manager and  
Supply Base  
Analysis Stand-  
Alone Price  
Parameters

There are two primary price driving parameters of SR Manager and SBA.

1. Government Classification

Rate Card	Classification
1	Local (non-State) Government Agency
2	State Government Agency

- Government Classifications:
  - Local - Rate Card 1
  - State - Rate Card 2

2. Supplier Band limits equal to the Number of Suppliers

Band #	From	To
Band 1	1	500
Band 2	501	2,000
Band 3	2,001	5,000
Band 4	5,001	10,000
Band 5	10,001	25,000
Band 6	25,001	50,000
Band 7	50,001	1,000,000

For customers at the top of their band, additional bundles of 50 suppliers each can be purchased for:

- Rate Card 1: \$ 350\*\*
- Rate Card 2: \$1,000\*\*

\*\*Cap at 4 bundles, or 200 total suppliers per customer.

**Rate  
Card  
Pricing**

There are two Rate Cards based on the pricing parameters above. They are Local Government = Rate Card 1, State Government = Rate Card 2

**Rate Card 1 – Local Government**

Band	SR Manager	SR Manager Premium	SR Manager Premium XL
Band 1	\$ 20,000	\$ 42,500	\$ 65,000
Band 2	\$ 30,000	\$ 63,750	\$ 97,500
Band 3	\$ 40,500	\$ 86,063	\$ 131,625
Band 4	\$ 51,000	\$ 108,375	\$ 165,750

Band 5	\$ 68,850	\$ 146,307	\$ 223,763
Band 6	\$ 86,700	\$ 184,238	\$ 281,775
Band 7	\$ 147,390	\$ 313,204	\$ 479,018

## Rate Card 2 – State Government

Band	SR Manager	SR Manager Premium	SR Manager Premium XL
Band 1	\$ 27,500	\$ 57,500	\$ 80,000
Band 2	\$ 46,750	\$ 97,750	\$ 136,000
Band 3	\$ 63,113	\$ 131,963	\$ 183,600
Band 4	\$ 79,475	\$ 166,175	\$ 231,200
Band 5	\$ 107,292	\$ 207,719	\$ 289,000
Band 6	\$ 135,108	\$ 249,263	\$ 346,800
Band 7	\$ 229,683	\$ 373,894	\$ 520,200

Contract Duration Discounts apply

- a) 10% for two year commitment with 5% increase in year two
- b) 20% for three year commitment with 5% increase in year two and another 5% increase in year three

## Rate Card – Supply Base Analysis (SBA) Stand-Alone

Band	1	2
Band 1	\$ 30,000	\$ 41,250
Band 2	\$ 45,000	\$ 70,125
Band 3	\$ 60,750	\$ 84,735
Band 4	\$ 76,500	\$ 99,344
Band 5	\$ 92,438	\$ 134,115
Band 6	\$ 108,375	\$ 168,885
Band 7	\$ 169,499	\$ 252,651

Contract Duration Discounts apply

- a) 10% for two year commitment with 5% increase in year two
- b) 20% for three year commitment with 5% increase in year two and another 5% increase in year three

Alerts for  
International  
Suppliers

When a customer purchases SR Manager, a standard allotment of up to 10% of the supplier Band may be applied toward alert monitoring of International companies and is included in the Rate Card price.

If the customer needs additional International Alerts above the standard allotment, they can purchase the Cross Border Subscription Pricing option. This option, XBSP, will increase the Rate Card price by a factor of 50%

**Add-On  
Modules  
and  
Options**

- **Standard Scorecard** Module is available as an add-on to SR Manager and SR Manager Premium bundles.
  - Price for Bands 1 & 2 and 3 is \$35,000
  - Price for Band 4 and 5 is \$50,000
  - Price for Band 6 and 7 is \$65,000
- **Custom Scorecard** Module is available but must be scoped and approved by SMS Product prior to pricing. The initial programming and maintenance fees will be added to the standard scorecard price above based on Band.
- **Assessments Module** is only available as an add-on for legacy customers and is custom priced based on Rate Card.
- **Supply Base Analysis (SBA) Module** is available as an add-on to any bundle for \$43,500 and limited to file size based on the SR Manager Band. If additional records outside of the SR Manager Band are loaded into the SBA, then additional Data Services fees will apply.
- **Country Risk Module** is available as an add-on to any bundle. It provides Country Risk Scores and comprehensive political and economic analysis on 132 countries worldwide, to help understand the markets customers are either sourcing from, or are considering in the future. Priced based on Rate card and Band. See below.

<b>Country Risk Module</b>	<b>Rate Card 1</b>	<b>Rate Card 2</b>
Band 1	\$ 8,000	\$ 15,000
Band 2	\$ 10,000	\$ 18,000
Band 3	\$ 12,000	\$ 21,500
Band 4	\$ 14,000	\$ 25,000
Band 5	\$ 16,000	\$ 32,500
Band 6	\$ 18,000	\$ 40,000
Band 7	\$ 20,000	\$ 50,000

## Add-On Modules and Options - continued

- **Application Fee for Data File delivery of SR Manager Database.**  
A flat file delivery of the records loaded into SR Manager, enriched with D&B data available from SR Manager (Supply Risk Manager Combination Package) can be requested as a “Duplicate Sets of Embedding Information” to be loaded into an Additional Data Warehouse. The fee charged is an Application License fee based on the number of applications embedded by the Supply Risk Manager data.
  - First Set, 10% of Rate Card price
  - Each Additional Set, 5% of Rate Card price

## Document Management

Document Management is the evaluation of SRManager Portal customer’s suppliers’ uploaded documents. These documents will be reviewed on a monthly basis for near or expired dates.

(a) Documents that suppliers upload into the SRManager Supplier Portal will be reviewed on a monthly basis and flagged when they are within 30 days from expiration provided that the expiration date is supplied.

(b) An email will be sent to the supplier on behalf of the customer that the document has or will expire.

Price for Document Management Service is \$10.00 per supplier.

## Center Of Excellence

The Center of Excellence (COE) is the research unit that monitors and evaluates critical suppliers for SR Manager customers. The COE services complement and support SR Manager to assist customers with actionable risk mitigation strategies. Services offered by the COE include:

(a) Comprehensive written analyses of individual supplier's risk. The research reports include commentary on: financials, operations, special news events, parent company or private equity partners, industry and competitive trends, and suggested action items to further assess or mitigate the supplier risk.

(b) Monitor SR Manager alerts as well as key operational and strategic initiatives occurring at critical suppliers and thereby partner with customers in their supply risk management initiative. All suppliers monitored by the COE team must be a registered supplier in SR Manager on the customers watch list.

Price for the COE Service is \$100.00 per supplier.

## Central Contractor Registration Services

D&B's Central Contractor Registration (CCR) Synchronization Service facilitates agency efforts to compare and exchange information between ERP, procurement, financial and grants management systems and the CCR. This service, which leverages D&B's patent-pending DUNSRight process and our longstanding support of the CCR registration process for vendors and, more recently, grantees, entails an electronic match of agency vendor and grantee records against D&B's global business database, followed by the assigning of D-U-N-S Numbers and appending of value-added D&B business intelligence to matched records.

Agencies may select from either a basic or enhanced D&B data packet. With the former, D&B will return a D-U-N-S Number, legal business name, tradestyle(s), physical and mailing addresses, phone number, Taxpayer Identification Number (TIN), legal status (e.g. corporation, sole proprietorship, partnership) and out of business indicator on unique, matched agency records.

In the case of the enhanced packet, D&B will also deliver corporate linkage (company name, address and D-U-N-S Number for parent/HQ, domestic and global ultimate family members) and two predictive scores from D&B's USA Patriot Act Compliance solution assigned by D&B after a pre-screening against over 25 different "Watch Lists" maintained by U.S. and foreign government entities. The Compliance Risk Index is a numeric value representing an aggregation of weighted risk flags assigned using a proprietary, rules-based algorithm, while the Compliance Risk Class categorizes the Index values according to "low", "medium" and "high" risk. Agency vendor/grantee records will be returned in a fixed-fielded, flat file format (e.g. Excel). Agencies with custom data requirements should contact their D&B Government Customer Manager.

As part of this service, D&B will ensure the patented Match Grade and Confidence Codes used during the agency synchronization process are tuned to the same levels as the CCR DUNS Number validation process. This will ensure a DUNS-to-DUNS synchronicity between agency databases and CCR. Furthermore, D&B can flag vendors and grantees not already registered in CCR, thereby enabling agencies to proactively notify those organizations about the CCR registration requirement. By ensuring the currency, integrity and comprehensiveness of vendor and grantee information, the CCR Synchronization Service will enable agencies to more easily compare information maintained within their systems to that stored in CCR. Agencies can also leverage the business intelligence returned by D&B to aggregate spend among related vendors and better leverage their purchasing power (through corporate linkage) and facilitate the federal payment and reporting processes (through TIN and legal status information).

## Basic Data Packet

<b>Input Records</b>	<b>Per Input Record Price</b>
1-25,000	\$2.23
25,001-50,000	\$1.89
50,001-100,000	\$1.49
100,001+	Custom pricing

## Enhanced Data Packet

<b>Input Records</b>	<b>Per Input Record Price</b>
1-25,000	\$3.67
25,001-50,000	\$3.18
50,001-100,000	\$2.78
100,001+	Custom pricing

## Upward Linkage

D&B's Central Contractor Registration (CCR) Upward Linkage Service entails a batch append of D-U-N-S Number, name and address information for the Parent/Headquarters, Domestic and Global Ultimate members of a CCR registrant's corporate family.

This service, which may be delivered via Data Integration Batch or in a fixed-fielded, flat file (e.g. Excel) format, leverages D&B's unique ability to identify and track corporate affiliations on a cross-border basis. Our U.S. and global business databases link by ownership 7.6 million records globally, 2.7 million of which are U.S.-based.

<b>Records</b>	<b>Per Record Price</b>
1-50,000	\$6.57
50,001-100,000	\$6.20
100,001-250,000	\$5.79
250,001+	\$5.31

## USA Patriot Act Compliance Solution – Enterprise

<b>Service Option</b>	<b>Per Record Price</b>
Batch	\$1.58
Transactional	\$2.19

## Global Reference Solution (GRS)

Service Options	<p>Global Reference Solution (GRS) consists of an interactive, web-based portal that offers agency customers easy and direct access to D&amp;B's 100-million record global business database.</p> <p>GRS facilitates agency efforts to:</p> <ul style="list-style-type: none"><li>▪ Assess risk by verifying the existence and background of businesses anywhere in the world</li><li>▪ Search D&amp;B's global business database more efficiently by using key executive, business name, address, geography, corporate structure, business size and industry</li><li>▪ "Pierce the corporate veil" by uncovering hidden relationships among companies</li><li>▪ Source for new suppliers</li><li>▪ Increase the effectiveness of outreach campaigns by targeting specific subsets of the business universe</li></ul>
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**Pricing**

**Subscription Pricing Schedule:**

<b>Number of seats:</b>	<b>Included # of Credits</b>	<b>Price View/Read/Print/Export</b>
1	100,000	\$85,374.85
2	190,000	\$144,555.14
3	285,000	\$200,824.93
4	380,000	\$256,124.55
5	475,000	\$310,454.00
6	545,000	\$357,022.10
7	635,000	\$409,411.21
8	725,000	\$463,740.66
9	815,000	\$516,129.78
10	905,000	\$568,518.89
Up to 15	1,315,000	\$805,240.06
Up to 20	1,660,000	\$1,003,154.49

<b>Additional Credits</b>	
<b># of credits</b>	<b>Package Price</b>
1,000	\$780.11
5,000	\$3,705.00
10,000	\$6,922.69
15,000	\$9,751.31
20,000	\$12,185.21
50,000	\$26,620.84
100,000	\$45,636.14

<b>Action</b>	<b># of Credits Charged</b>
Search & View	0
Print/Export a Record	1
Print/Export a tree	20

## D&B Market Insight

D&B Market Insight has been created to offer clients easy access to the businesses D&B tracks on a daily basis. The Market Insight application that is pre-loaded with D&B's globally linked marketing file of 25M North American-based businesses. With access to D&B's file, it allows our customers to analyze and profile their markets and enhance their research and analysis processes, and ultimately select and download data for tactical planning and business development activity via the browser.

Market Insight is a powerful, cost effective and quick-to-implement tool that combines your "customer" information with D&B demographic profiling data in a single web enabled data source. Our hosted application lowers our customer's total cost of ownership for managing 25M records. D&B data is updated monthly and customer uploaded data is updated quarterly.

D&B Market Insight offers access to three different D&B demographic records: *Strategic Database Marketing Record*, *Strategic Marketing Record* and *Prospect Record*. Additionally, Market Insight enables access to 15M U.S., 1.3M Canadian and 7.6M Global records as well as access to side files and other optional data appends to meet specific research and analysis needs.

In summary, D&B Market Insight provides the most holistic view of the business environment - globally, nationally and in New York State - that can balance D&B's intelligence with the State's own knowledge of the business community (leveraging Market Insight's ability to store data from internal systems). Market Insight is a scalable system with a flexible and easy-to-use user interface (UI) and the solution that the State can best leverage and manage a database of over 1.6M companies in NY and 24M in total.

These features combined with the world's most comprehensive business database will allow the State to maximize its sales and marketing research and analysis activities for the strategic planning for future growth, while taking advantage of D&B's DUNSRight™ process for accurate, complete, timely and consistent business information.

**D&B Market Insight Pricing**

<b>Level 1</b>	
<b>Full Access<sup>1</sup> up to 75,000 records, unlimited Limited Access Database Downloads<sup>2</sup> and up to 45,000 Customer Upload Records<sup>3</sup></b>	
<b>Record Type</b>	<b>OGS Price</b>
Domestic or Global Bundle - Strategic Database Marketing Record	\$ 96,525.00
Domestic or Global Bundle - Strategic Marketing Record	\$ 80,925.00 Domestic or
Global Bundle -	
<b>Level 2</b>	
<b>Full Access<sup>1</sup> up to 125,000 records, unlimited Limited Access Database Downloads<sup>2</sup> and up to 75,000 Customer Upload Records<sup>3</sup></b>	
<b>Record Type</b>	<b>OGS Price</b>
Domestic or Global Bundle - Strategic Database Marketing Record	\$ 112,125.00
Domestic or Global Bundle - Strategic Marketing Record	\$ 96,525.00 Domestic or
Global Bundle -	
<b>Level 3</b>	
<b>Full Access<sup>1</sup> up to 250,000 records, unlimited Limited Access Database Downloads<sup>2</sup> and up to 150,000 Customer Upload Records<sup>3</sup></b>	
<b>Record Type</b>	<b>OGS Price</b>
Domestic or Global Bundle - Strategic Database Marketing Record	\$ 165,750.00
Domestic or Global Bundle - Strategic Marketing Record	\$ 151,125.00 Domestic or
Global Bundle -	
<b>Level 4</b>	
<b>Full Access<sup>1</sup> up to 500,000 records, unlimited Limited Access Database Downloads<sup>2</sup> and up to 300,000 Customer Upload Records<sup>3</sup></b>	
<b>Record Type</b>	<b>OGS Price</b>
Domestic or Global Bundle - Strategic Database Marketing Record	\$ 248,625.00
Domestic or Global Bundle - Strategic Marketing Record	\$ 219,375.00 Domestic or
Global Bundle -	
<b>Level 5</b>	
<b>Full Access<sup>1</sup> up to 1,000,000 records, unlimited Limited Access Database Downloads<sup>2</sup> and up to 600,000 Customer Upload Records<sup>3</sup></b>	
<b>Record Type</b>	<b>OGS Price</b>
Domestic or Global Bundle - Strategic Database Marketing Record	\$ 399,750.00
Domestic or Global Bundle - Strategic Marketing Record	\$ 370,500.00 Domestic or
Global Bundle -	
<b>Custom Pricing</b>	
<b>Customers needing full access to more than 1M records and/or &gt; 600K Customer Upload Records, please call your representative</b>	

### D&B Market Insight Pricing (cont)

**Included with Market Insight**

- Market Insight Software License
- Two (2) User Seat Licenses

**Not Included with Market Insight**

- Should customer input records exceed thresholds set, i.e., 45,000 for Level 1, then D&B Optimizer Pricing will apply to the incremental customer records (see "Optimize", page 81, OGS Price Book)

**Additional Services / Costs**

- OGS User Seat Licenses = \$585.00 / seat
- D&B Data Elements<sup>4</sup> not contained in Domestic or Global Bundles

<sup>1</sup> Full access includes either Strategic Database Marketing Record, Strategic Marketing Record or Prospect Record

<sup>2</sup> Unlimited "Limited Access Database Downloads" include any D&B data element except one or more of following: Telephone, Physical Street Address Line 1, Mail Street Address Line 1, Mail Zip and CEO Last Name.

<sup>3</sup> Customer Upload Records include quarterly cleanse, match and append of customer supplied records using D&B Optimizer Processing

<sup>4</sup> Base price/thousand<sup>i</sup> X number of records<sup>ii</sup> X 1.3<sup>iii</sup> X 80% Discount<sup>iv</sup> = Final Price

<sup>i</sup> See OGS Price Book for pricing details

<sup>ii</sup> Variable dependant on counts from D&B database

<sup>iii</sup> Market Insight Monthly Update multiplier = 1.3

<sup>iv</sup> Market Insight Limited Access Discount = 80%

### D&B Market Insight Pricing Example

Customer Purchases Level 1 with "Domestic or Global Bundle - Strategic Database Marketing Record"	<b>OGS Price</b>
	\$ 96,525.00
<b>Subtotal</b>	<b>\$ 96,525.00</b>

Customer Purchases additional data elements including:	OGS Price Book Page reference	# Records	Price Per 1,000	Subtotal	Monthly Update Multiplier	Discount	OGS Price
1. Marketing Prescreen Score	18	500,000	\$ 195.03	\$ 97,515.00	1.3	80%	\$ 25,353.90
2. Financial Stress Score	43	500,000	\$ 332.52	\$ 166,260.00	1.3	80%	\$ 43,227.60
3. Census Data Suite	57	1,600,000	\$ 47.52	\$ 76,032.00	1.3	80%	\$ 19,768.32
<b>Subtotal</b>							<b>\$ 88,349.82</b>
<b>Grand Total</b>							<b>\$ 184,874.82</b>

## Hoover's/First Research

Per User Per Year

Named Users	OGS Price	Prospector-Level 2 (Premium Select, all Regions & Targets, 10k DLs) OGS Price	Relationship Manager-Level 3 (Premium Select, all Regions & Targets, Family Tree, 250k DLs) OGS Price	Family Tree (FT) Add-On OGS Price	First Research (FR) Add-On OGS Price	Access Hoover's Add-On			Access Hoover's Stand-Alone (with FT, FR) OGS Price	First Research Stand-Alone OGS Price	Add-Ons that are Independent of Seats	
						w/FT, FR for Level 1 OGS Price	w/FT, FR for Level 2 OGS Price	w/FT, FR for Level 3 OGS Price			Downloads	Price
Single user	\$ 1,741									\$ 1,698		
3-4	\$ 839	\$ 1,389	\$ 1,939	\$ 404	\$ 631					\$ 728	\$ 3,000	Per 100k
5-9	\$ 581	\$ 1,009	\$ 1,474	\$ 340	\$ 626	\$ 582	\$ 291	\$ 175	\$ 1,100	\$ 713	ConnectMail#	Price for each
10-14	\$ 417	\$ 766	\$ 1,406	\$ 330	\$ 621	\$ 465	\$ 165	\$ 113	\$ 812	\$ 679	200-499	\$1.15
15-19	\$ 383	\$ 752	\$ 1,310	\$ 320	\$ 616	\$ 464	\$ 146	\$ 98	\$ 782	\$ 646	500-999	\$1.04
20-29	\$ 374	\$ 732	\$ 1,237	\$ 310	\$ 611	\$ 439	\$ 135	\$ 90	\$ 755	\$ 628	1,000-1,499	\$1.02
30-49	\$ 354	\$ 703	\$ 1,164	\$ 301	\$ 609	\$ 420	\$ 122	\$ 81	\$ 719	\$ 623	1,500-2,999	\$0.89
50-74	\$ 344	\$ 655	\$ 1,116	\$ 291	\$ 606	\$ 359	\$ 109	\$ 71	\$ 664	\$ 611	3,000-5,999	\$0.87
75-99	\$ 305	\$ 580	\$ 988	\$ 257	\$ 537	\$ 316	\$ 96	\$ 61	\$ 586	\$ 542	6,000-9,999	\$0.79
100-149	\$ 279	\$ 532	\$ 906	\$ 237	\$ 493	\$ 290	\$ 88	\$ 55	\$ 536	\$ 498	10,000-19,999	\$0.79
150-199	\$ 230	\$ 438	\$ 746	\$ 189	\$ 401	\$ 238	\$ 74	\$ 45	\$ 441	\$ 405	20,000-29,999	\$0.77
200-249	\$ 200	\$ 381	\$ 650	\$ 161	\$ 346	\$ 207	\$ 66	\$ 39	\$ 384	\$ 349	30,000-74,999	\$0.78
250-299	\$ 180	\$ 342	\$ 584	\$ 142	\$ 309	\$ 185	\$ 61	\$ 35	\$ 344	\$ 312	75,000-149,999	\$0.71
300-399	\$ 165	\$ 314	\$ 535	\$ 128	\$ 281	\$ 170	\$ 57	\$ 32	\$ 315	\$ 284	150,000-299,999	\$0.67
400-499	\$ 144	\$ 273	\$ 466	\$ 109	\$ 243	\$ 148	\$ 51	\$ 27	\$ 274	\$ 245	300,000-599,999	\$0.65
500-999	\$ 130	\$ 246	\$ 419	\$ 97	\$ 217	\$ 132	\$ 47	\$ 25	\$ 247	\$ 219	600,000-749,999	\$0.62
>1000											>750000	\$0.58

**OGS**

**MyDNB.com Products & Services Price List**

**D&B Subscription Discount Plan (SDP) Price Guide**

Price Discount Schedule

Annual Upfront \$ Commitment*	Annual Discount	Band Discount
\$1,000-\$1,999	0.00%	Band 1
\$2,000-\$2,999	6.00%	Band 2
\$3,000-\$9,999	24.00%	Band 3
\$10,000-\$24,999	28.00%	Band 4
\$25,000-\$99,999	30.00%	Band 5
\$100,000-\$1,999,999	35.00%	Band 6
\$2,000,000 +	Custom	Band 7

Prices include a base discount of 2.25% or more in addition to the band discounts above.

The price per product will vary depending upon your volume commitment, billing option (One Time, Effective Date/30/60, Quarterly, or Monthly) and overrun premium. The annual upfront commitment amount excludes reference service options and annual service fees.

Discount Schedule Based On Annual Upfront Commitment

	OGS Price	Band 1 \$1,000-\$1,999	Band 2 \$2,000-\$2,999	Band 3 \$3,000-\$9,999	Band 4 \$10,000-\$24,999	Band 5 \$25,000-\$99,999	Band 6 \$100,000-\$1,999,999
<b>Advanced Scoring Report</b>	\$59.78	\$59.78	\$56.19	\$45.43	\$43.04	\$41.85	\$38.86
<b>Business Background Report</b>	\$18.63	\$18.63	\$17.51	\$14.16	\$13.41	\$13.04	\$12.11
<b>Business Information Report</b>							
U.S., Puerto Rico, Virgin Islands	\$74.44	\$74.44	\$69.97	\$56.58	\$53.60	\$52.11	\$48.39
Asia/Pacific, Africa/Middle East	\$477.65	\$477.65	\$448.99	\$363.02	\$343.91	\$334.36	\$310.47
Canada	\$132.14	\$132.14	\$124.21	\$100.42	\$95.14	\$92.50	\$85.89
Europe	\$309.81	\$309.81	\$291.22	\$235.46	\$223.07	\$216.87	\$201.38
Latin America/Caribbean	\$365.73	\$365.73	\$343.79	\$277.96	\$263.33	\$256.01	\$237.73
<b>Comprehensive Report--U.S.</b>	\$102.43	\$102.43	\$96.28	\$77.85	\$73.75	\$71.70	\$66.58
<b>Federal Information Report</b>	\$95.78	\$95.78	\$90.04	\$72.80	\$68.97	\$67.05	\$62.26
<b>International Services</b>							
<b>Africa/Middle East</b>							
Business Information Report	\$477.65	\$477.65	\$448.99	\$363.02	\$343.91	\$334.36	\$310.47
<b>Asia/Pacific</b>							
Business Information Report	\$477.65	\$477.65	\$448.99	\$363.02	\$343.91	\$334.36	\$310.47
Comprehensive Report	\$558.73	\$558.73	\$525.21	\$424.63	\$402.29	\$391.11	\$363.17
<b>Canada</b>							
Business Information Report	\$132.14	\$132.14	\$124.21	\$100.42	\$95.14	\$92.50	\$85.89
Comprehensive Report	\$216.72	\$216.72	\$203.71	\$164.70	\$156.04	\$151.70	\$140.87
Payment Analysis Report	\$132.14	\$132.14	\$124.21	\$100.42	\$95.14	\$92.50	\$85.89
<b>Europe</b>							
Business Information Report	\$309.81	\$309.81	\$291.22	\$235.46	\$223.07	\$216.87	\$201.38
Compact Report	\$249.59	\$249.59	\$234.61	\$189.69	\$179.70	\$174.71	\$162.23
Comprehensive Report	\$371.75	\$371.75	\$349.44	\$282.53	\$267.66	\$260.22	\$241.64
<b>Latin America/Caribbean</b>							
Business Information Report	\$365.73	\$365.73	\$343.79	\$277.96	\$263.33	\$256.01	\$237.73
<b>International Solutions Center (In addition to report charge)</b>							
Search and Access	\$27.88	\$27.88	\$26.21	\$21.19	\$20.08	\$19.52	\$18.12
<b>Country Risk &amp; Export Services*</b>							
Country Report	\$594.57	\$594.57	\$558.89	\$451.87	\$428.09	\$416.20	\$386.47
Country RiskLine Report	\$81.79	\$81.79	\$76.89	\$62.16	\$58.89	\$57.26	\$53.17
<b>Country Risk Services for the Internet</b>							
Africa	\$5,077.86	\$5,077.86	\$4,773.19	\$3,859.18	\$3,656.06	\$3,554.50	\$3,300.61
Middle East	\$5,077.86	\$5,077.86	\$4,773.19	\$3,859.18	\$3,656.06	\$3,554.50	\$3,300.61
East Europe	\$6,415.73	\$6,415.73	\$6,030.78	\$4,875.95	\$4,619.32	\$4,491.01	\$4,170.22
Asia Pacific	\$6,415.73	\$6,415.73	\$6,030.78	\$4,875.95	\$4,619.32	\$4,491.01	\$4,170.22
Americas	\$6,415.73	\$6,415.73	\$6,030.78	\$4,875.95	\$4,619.32	\$4,491.01	\$4,170.22
West Europe	\$6,415.73	\$6,415.73	\$6,030.78	\$4,875.95	\$4,619.32	\$4,491.01	\$4,170.22
Global	\$32,096.09	\$32,096.09	\$30,170.33	\$24,393.03	\$23,109.19	\$22,467.26	\$20,862.46

\*Additional discount not available

Commercial Credit Scoring Report - Industry Specific

	Discount Schedule Based On Annual Upfront Commitment						
	Band 1	Band 2	Band 3	Band 4	Band 5	Band 6	
OGS Price	\$1,000-\$1,999	\$2,000-\$2,999	\$3,000-\$9,999	\$10,000-\$24,999	\$25,000-\$99,999	\$100,000-\$1,999,999	
<i>Apparel, Computers, Construction, Office Products, Trucking, Small Ticket Leasing, Wireless Standard</i>	\$44.99	\$44.99	\$42.29	\$34.19	\$32.39	\$31.49	\$29.24
<b>Investigation Services - International Companies (In addition to report charge)</b>							
Standard Investigation							
Priority Investigation	\$257.07	\$257.07	\$241.64	\$195.37	\$185.09	\$179.95	\$167.09
<b>Investigation Services - U.S. Companies (In addition to report charge)</b>							
Standard Investigation							
Priority Investigation	\$99.09	\$99.09	\$93.15	\$75.31	\$71.35	\$69.37	\$64.41
<b>MyDNB.com Customizations</b>							
Advanced Paydex & Credit Limit Rec	\$74.93	\$74.93	\$70.43	\$56.94	\$53.95	\$52.45	\$48.70
Business History Customization	\$2.49	\$2.49	\$2.34	\$1.89	\$1.80	\$1.75	\$1.62
Business Information Customization	\$14.95	\$14.95	\$14.05	\$11.36	\$10.76	\$10.47	\$9.72
Commercial Credit Score Customization	\$34.88	\$34.88	\$32.78	\$26.51	\$25.11	\$24.41	\$22.67
Family Tree Customization	\$6.77	\$6.77	\$6.37	\$5.15	\$4.88	\$4.74	\$4.40
Federal Information Customization	\$49.82	\$49.82	\$46.83	\$37.86	\$35.87	\$34.87	\$32.38
Financial Statements Customization	\$12.76	\$12.76	\$11.99	\$9.70	\$9.19	\$8.93	\$8.29
Financial Stress Score Customization	\$34.88	\$34.88	\$32.78	\$26.51	\$25.11	\$24.41	\$22.67
Government Data Customization	\$0.70	\$0.70	\$0.66	\$0.53	\$0.50	\$0.49	\$0.45
Industry Data Customization	\$0.40	\$0.40	\$0.37	\$0.30	\$0.29	\$0.28	\$0.26
Operations Data Customization	\$2.49	\$2.49	\$2.34	\$1.89	\$1.80	\$1.75	\$1.62
Paydex Customization	\$45.53	\$45.53	\$42.80	\$34.60	\$32.78	\$31.87	\$29.59
Public Data - Full Filings Customization	\$2.19	\$2.19	\$2.06	\$1.67	\$1.58	\$1.53	\$1.43
Public Data - Indicators Customization	\$1.99	\$1.99	\$1.87	\$1.51	\$1.43	\$1.39	\$1.29
Special Events Customization	\$2.89	\$2.89	\$2.72	\$2.20	\$2.08	\$2.02	\$1.88
Supply Information Customization	\$29.89	\$29.89	\$28.10	\$22.72	\$21.52	\$20.92	\$19.43
US Patriot Act Data Customization	\$18.73	\$18.73	\$17.61	\$14.24	\$13.49	\$13.11	\$12.18
<b>Patriot Act Compliance</b>							
Africa / Middle East	\$24.35	\$24.35	\$22.89	\$18.51	\$17.53	\$17.05	\$15.83
Asia Pacific	\$24.35	\$24.35	\$22.89	\$18.51	\$17.53	\$17.05	\$15.83
Canada	\$6.72	\$6.72	\$6.32	\$5.11	\$4.84	\$4.71	\$4.37
Europe	\$15.79	\$15.79	\$14.85	\$12.00	\$11.37	\$11.06	\$10.27
Latin America	\$18.65	\$18.65	\$17.53	\$14.17	\$13.43	\$13.05	\$12.12
<b>Patriot Act Compliance Plus</b>							
United States	\$15.79	\$15.79	\$14.85	\$12.00	\$11.37	\$11.06	\$10.27
Africa / Middle East	\$107.68	\$107.68	\$101.22	\$81.84	\$77.53	\$75.38	\$69.99
Asia Pacific	\$107.68	\$107.68	\$101.22	\$81.84	\$77.53	\$75.38	\$69.99
Canada	\$29.75	\$29.75	\$27.96	\$22.61	\$21.42	\$20.82	\$19.33
Europe	\$69.78	\$69.78	\$65.60	\$53.04	\$50.24	\$48.85	\$45.36
Latin America	\$82.51	\$82.51	\$77.56	\$62.71	\$59.41	\$57.76	\$53.63
<b>Payment Profile Report</b>	<b>\$84.00</b>	<b>\$84.00</b>	<b>\$78.96</b>	<b>\$63.84</b>	<b>\$60.48</b>	<b>\$58.80</b>	<b>\$54.60</b>
<b>Public Records</b>							
Public Records Search Summary	\$59.78	\$59.78	\$56.19	\$45.43	\$43.04	\$41.85	\$38.86
Search 1 State							
Business Registrations	\$34.16	\$34.16	\$32.11	\$25.96	\$24.59	\$23.91	\$22.20
UCC Filings	\$34.16	\$34.16	\$32.11	\$25.96	\$24.59	\$23.91	\$22.20
Suits/ Liens/ Judgments	\$36.40	\$36.40	\$34.22	\$27.66	\$26.21	\$25.48	\$23.66
Bankruptcies	\$36.40	\$36.40	\$34.22	\$27.66	\$26.21	\$25.48	\$23.66
Search 2 States							
Business Registrations	\$68.32	\$68.32	\$64.22	\$51.92	\$49.19	\$47.82	\$44.41
UCC Filings	\$68.32	\$68.32	\$64.22	\$51.92	\$49.19	\$47.82	\$44.41
Suits/ Liens/ Judgments	\$72.80	\$72.80	\$68.43	\$55.33	\$52.42	\$50.96	\$47.32
Bankruptcies	\$72.80	\$72.80	\$68.43	\$55.33	\$52.42	\$50.96	\$47.32

	Discount Schedule Based On Annual Upfront Commitment						
		Band 1	Band 2	Band 3	Band 4	Band 5	Band 6
	OGS Price	\$1,000-\$1,999	\$2,000-\$2,999	\$3,000-\$9,999	\$10,000-\$24,999	\$25,000-\$99,999	\$100,000-\$1,999,999
<b>Search 3 States</b>							
Business Registrations	\$102.48	\$102.48	\$96.33	\$77.88	\$73.78	\$71.74	\$66.61
UCC Filings	\$102.48	\$102.48	\$96.33	\$77.88	\$73.78	\$71.74	\$66.61
Suits/ Liens/ Judgments	\$109.20	\$109.20	\$102.65	\$82.99	\$78.63	\$76.44	\$70.98
Bankruptcies	\$109.20	\$109.20	\$102.65	\$82.99	\$78.63	\$76.44	\$70.98
<b>Search 4 or more States</b>							
Business Registrations	\$136.64	\$136.64	\$128.44	\$103.85	\$98.38	\$95.65	\$88.82
UCC Filings	\$136.64	\$136.64	\$128.44	\$103.85	\$98.38	\$95.65	\$88.82
Suits/ Liens/ Judgments	\$145.60	\$145.60	\$136.87	\$110.66	\$104.83	\$101.92	\$94.64
Bankruptcies	\$145.60	\$145.60	\$136.87	\$110.66	\$104.83	\$101.92	\$94.64
Processing Charges per 100 filings (when total filings exceed 100)	\$47.30	\$47.30	\$44.46	\$35.94	\$34.05	\$33.11	\$30.74
Rating or Reference Lookup	\$11.66	\$11.66	\$10.96	\$8.86	\$8.40	\$8.16	\$7.58
Search Fee	\$10.88	\$10.88	\$10.22	\$8.27	\$7.83	\$7.61	\$7.07
<i>Applies only to users of DunsVoice and D&amp;B Solution Center when a business is confirmed but no products are purchased</i>							
<b>Service Fees (Annual fee)</b>							
<b>Basic Single Locations and Originating Points</b>							
Basic Participating Points	\$469.56	\$469.56	\$441.39	\$356.87	\$338.08	\$328.69	\$305.22
myDNB.com Extended Archive - Per Report	\$157.17	\$157.17	\$147.74	\$119.45	\$113.16	\$110.02	\$102.16
Report	\$1.93	\$1.93	\$1.81	\$1.47	\$1.39	\$1.35	\$1.25
<b>Supplier Analysis Report</b>							
U.S. , Puerto Rico, Virgin Islands	\$102.43	\$102.43	\$96.28	\$77.85	\$73.75	\$71.70	\$66.58
<b>Supplier Qualifier Report</b>							
Asia/Pacific, Africa/Middle East	\$557.17	\$557.17	\$523.74	\$423.45	\$401.16	\$390.02	\$362.16
Canada	\$154.14	\$154.14	\$144.89	\$117.15	\$110.98	\$107.90	\$100.19
Europe	\$361.38	\$361.38	\$339.70	\$274.65	\$260.19	\$252.96	\$234.90
Latin America/Caribbean	\$426.62	\$426.62	\$401.02	\$324.23	\$307.17	\$298.64	\$277.30

See tab one of this Excel file for important information about D&B's policies with respect to these offers

\*\*\*\*Prices subject to change without notice. Reference products are licensed on an annual lease basis, are not purchased or owned, and must be returned when a new edition is shipped

**OGS**

**MyDNB.com Products & Services Price List**

**D & B Monthly Discount Plan (MDP) Price Guide**

Price Discount Schedule

Qualifying Monthly Purchase @ List Price	Monthly Discount	Band Discount
\$200-\$279	0.00%	Band 1
\$280-\$369	0.00%	Band 2
\$370-\$3,999	0.00%	Band 3
\$4,000-\$9,349	11.50%	Band 4
\$9,350-\$37,399	13.50%	Band 5
\$37,400-\$199,999	15.50%	Band 6
\$200,000+	19.50%	Band 7

Prices include a base discount of 2.25% or more in addition to the band discounts above.

The monthly bill depends on the types and quantities of products purchased each month from D&B. Most products listed in this price guide are eligible for 0.0% to 19.50% discounts off their list prices. List and discounted prices are shown or discount-eligible products to help you determine net price based on your monthly purchase volume. At month's end, the amounts of all discount-eligible products will be totaled, and a final discount and net cost calculated. This discount will be recalculated each month based on your purchases during that month. You can also purchase other products from D&B that are sold at standard prices to all customers. These products and services do not qualify for additional discounts, nor can their purchase price be applied to other discount-

Discount Schedule Based On Annual Upfront Commitment

		Band 1	Band 2	Band 3	Band 4	Band 5	Band 6	Band 7
	OGS Price	\$200-\$279	\$280-\$369	\$370-\$3,999	\$4,000-\$9,349	\$9,350-\$37,399	\$37,400-\$199,999	\$200,000+
Advanced Scoring Report	\$59.78	\$59.78	\$59.78	\$59.78	\$52.91	\$51.71	\$50.52	\$48.12
Business Background Report	\$18.63	\$18.63	\$18.63	\$18.63	\$16.49	\$16.11	\$15.74	\$14.99
Business Information Report								
U.S., Puerto Rico, Virgin Islands	\$74.44	\$74.44	\$74.44	\$74.44	\$65.88	\$64.39	\$62.90	\$59.93
Asia/Pacific, Africa/Middle East	\$477.65	\$477.65	\$477.65	\$477.65	\$422.72	\$413.17	\$403.62	\$384.51
Canada	\$132.14	\$132.14	\$132.14	\$132.14	\$116.94	\$114.30	\$111.66	\$106.37
Europe	\$309.81	\$309.81	\$309.81	\$309.81	\$274.19	\$267.99	\$261.79	\$249.40
Latin America/Caribbean	\$365.73	\$365.73	\$365.73	\$365.73	\$323.67	\$316.36	\$309.05	\$294.42
Comprehensive Report--U.S.	\$102.43	\$102.43	\$102.43	\$102.43	\$90.65	\$88.60	\$86.55	\$82.46
Federal Information Report	\$95.78	\$95.78	\$95.78	\$95.78	\$84.77	\$82.85	\$80.94	\$77.11
International Services								
Africa/Middle East								
Business Information Report	\$477.65	\$477.65	\$477.65	\$477.65	\$422.72	\$413.17	\$403.62	\$384.51
Asia/Pacific								
Business Information Report	\$477.65	\$477.65	\$477.65	\$477.65	\$422.72	\$413.17	\$403.62	\$384.51
Comprehensive Report	\$558.73	\$558.73	\$558.73	\$558.73	\$494.48	\$483.30	\$472.13	\$449.78
Canada								
Business Information Report	\$132.14	\$132.14	\$132.14	\$132.14	\$116.94	\$114.30	\$111.66	\$106.37
Comprehensive Report	\$216.72	\$216.72	\$216.72	\$216.72	\$191.79	\$187.46	\$183.13	\$174.46
Payment Analysis Report	\$132.14	\$132.14	\$132.14	\$132.14	\$116.94	\$114.30	\$111.66	\$106.37
Europe								
Business Information Report	\$309.81	\$309.81	\$309.81	\$309.81	\$274.19	\$267.99	\$261.79	\$249.40
Compact Report	\$249.59	\$249.59	\$249.59	\$249.59	\$220.88	\$215.89	\$210.90	\$200.92
Comprehensive Report	\$371.75	\$371.75	\$371.75	\$371.75	\$329.00	\$321.56	\$314.13	\$299.26
Latin America/Caribbean								
Business Information Report	\$365.73	\$365.73	\$365.73	\$365.73	\$323.67	\$316.36	\$309.05	\$294.42
International Solutions Center (In addition to report charge)								
Search and Access	\$27.88	\$27.88	\$27.88	\$27.88	\$24.68	\$24.12	\$23.56	\$22.45
Country Risk & Export Services*								
Country Report	\$594.57	\$594.57	\$594.57	\$594.57	\$526.19	\$514.30	\$502.41	\$478.63
Country RiskLine Report	\$81.79	\$81.79	\$81.79	\$81.79	\$72.39	\$70.75	\$69.12	\$65.84
Country Risk Services for the Internet								
Africa	\$5,077.86	\$5,077.86	\$5,077.86	\$5,077.86	\$4,493.91	\$4,392.35	\$4,290.79	\$4,087.68
Middle East	\$5,077.86	\$5,077.86	\$5,077.86	\$5,077.86	\$4,493.91	\$4,392.35	\$4,290.79	\$4,087.68
East Europe	\$6,415.73	\$6,415.73	\$6,415.73	\$6,415.73	\$5,677.92	\$5,549.60	\$5,421.29	\$5,164.66
Asia Pacific	\$6,415.73	\$6,415.73	\$6,415.73	\$6,415.73	\$5,677.92	\$5,549.60	\$5,421.29	\$5,164.66
Americas	\$6,415.73	\$6,415.73	\$6,415.73	\$6,415.73	\$5,677.92	\$5,549.60	\$5,421.29	\$5,164.66
West Europe	\$6,415.73	\$6,415.73	\$6,415.73	\$6,415.73	\$5,677.92	\$5,549.60	\$5,421.29	\$5,164.66
Global	\$32,096.09	\$32,096.09	\$32,096.09	\$32,096.09	\$28,405.04	\$27,763.12	\$27,121.20	\$25,837.35

\*Additional discount not available

Commercial Credit Scoring Report - Industry Specific

Apparel, Computers, Construction, Office Products, Trucking, Small Ticket Leasing, Wireless

Standard	\$44.99	\$44.99	\$44.99	\$44.99	\$39.81	\$38.91	\$38.01	\$36.21
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Investigation Services - International Companies (In addition to report charge)

Standard Investigation

	Discount Schedule Based On Annual Upfront Commitment							
		Band 1	Band 2	Band 3	Band 4	Band 5	Band 6	Band 7
	OGS Price	\$200-\$279	\$280-\$369	\$370-\$3,999	\$4,000-\$9,349	\$9,350-\$37,399	\$37,400-\$199,999	\$200,000+
Priority Investigation	\$44.99	\$44.99	\$44.99	\$44.99	\$39.81	\$38.91	\$38.01	\$36.21
Investigation Services - U.S. Companies (In addition to report charge)								
Standard Investigation								
Priority Investigation	\$44.99	\$44.99	\$44.99	\$44.99	\$39.81	\$38.91	\$38.01	\$36.21
MyDNB.com Customizations								
Advanced Paydex & Credit Limit Rec	\$74.93	\$74.93	\$74.93	\$74.93	\$66.31	\$64.81	\$63.31	\$60.32
Business History Customization	\$2.49	\$2.49	\$2.49	\$2.49	\$2.21	\$2.16	\$2.11	\$2.01
Business Information Customization	\$14.95	\$14.95	\$14.95	\$14.95	\$13.23	\$12.93	\$12.63	\$12.03
Commercial Credit Score Customization	\$34.88	\$34.88	\$34.88	\$34.88	\$30.87	\$30.17	\$29.47	\$28.08
Family Tree Customization	\$6.77	\$6.77	\$6.77	\$6.77	\$5.99	\$5.86	\$5.72	\$5.45
Federal Information Customization	\$49.82	\$49.82	\$49.82	\$49.82	\$44.09	\$43.09	\$42.10	\$40.10
Financial Statements Customization	\$12.76	\$12.76	\$12.76	\$12.76	\$11.29	\$11.04	\$10.78	\$10.27
Financial Stress Score Customization	\$34.88	\$34.88	\$34.88	\$34.88	\$30.87	\$30.17	\$29.47	\$28.08
Government Data Customization	\$0.70	\$0.70	\$0.70	\$0.70	\$0.62	\$0.60	\$0.59	\$0.56
Industry Data Customization	\$0.40	\$0.40	\$0.40	\$0.40	\$0.35	\$0.34	\$0.34	\$0.32
Operations Data Customization	\$2.49	\$2.49	\$2.49	\$2.49	\$2.21	\$2.16	\$2.11	\$2.01
Paydex Customization	\$45.53	\$45.53	\$45.53	\$45.53	\$40.29	\$39.38	\$38.47	\$36.65
Public Data - Full Filings Customization	\$2.19	\$2.19	\$2.19	\$2.19	\$1.94	\$1.90	\$1.85	\$1.77
Public Data - Indicators Customization	\$1.99	\$1.99	\$1.99	\$1.99	\$1.76	\$1.72	\$1.68	\$1.60
Special Events Customization	\$2.89	\$2.89	\$2.89	\$2.89	\$2.56	\$2.50	\$2.44	\$2.33
Supply Information Customization	\$29.89	\$29.89	\$29.89	\$29.89	\$26.45	\$25.86	\$25.26	\$24.06
US Patriot Act Data Customization	\$18.73	\$18.73	\$18.73	\$18.73	\$16.58	\$16.20	\$15.83	\$15.08
Patriot Act Compliance								
Africa / Middle East	\$24.35	\$24.35	\$24.35	\$24.35	\$21.55	\$21.06	\$20.58	\$19.60
Asia Pacific	\$24.35	\$24.35	\$24.35	\$24.35	\$21.55	\$21.06	\$20.58	\$19.60
Canada	\$6.72	\$6.72	\$6.72	\$6.72	\$5.95	\$5.82	\$5.68	\$5.41
Europe	\$15.79	\$15.79	\$15.79	\$15.79	\$13.98	\$13.66	\$13.35	\$12.71
Latin America	\$18.65	\$18.65	\$18.65	\$18.65	\$16.50	\$16.13	\$15.76	\$15.01
Patriot Act Compliance Plus								
United States	\$15.79	\$15.79	\$15.79	\$15.79	\$13.98	\$13.66	\$13.35	\$12.71
Africa / Middle East	\$107.68	\$107.68	\$107.68	\$107.68	\$95.30	\$93.14	\$90.99	\$86.68
Asia Pacific	\$107.68	\$107.68	\$107.68	\$107.68	\$95.30	\$93.14	\$90.99	\$86.68
Canada	\$29.75	\$29.75	\$29.75	\$29.75	\$26.32	\$25.73	\$25.13	\$23.95
Europe	\$69.78	\$69.78	\$69.78	\$69.78	\$61.76	\$60.36	\$58.97	\$56.18
Latin America	\$82.51	\$82.51	\$82.51	\$82.51	\$73.02	\$71.37	\$69.72	\$66.42
Payment Profile Report	\$84.00	\$84.00	\$84.00	\$84.00	\$74.34	\$72.66	\$70.98	\$67.62
Public Records								
Public Records Search Summary	\$15.70	\$15.70	\$15.70	\$15.70	\$13.89	\$13.58	\$13.26	\$12.64
Search 1 State								
Business Registrations	\$34.16	\$34.16	\$34.16	\$34.16	\$30.23	\$29.55	\$28.86	\$27.50
UCC Filings	\$34.16	\$34.16	\$34.16	\$34.16	\$30.23	\$29.55	\$28.86	\$27.50
Suits/ Liens/ Judgments	\$36.40	\$36.40	\$36.40	\$36.40	\$32.21	\$31.49	\$30.76	\$29.30
Bankruptcies	\$36.40	\$36.40	\$36.40	\$36.40	\$32.21	\$31.49	\$30.76	\$29.30
Search 2 States								
Business Registrations	\$68.32	\$68.32	\$68.32	\$68.32	\$60.46	\$59.10	\$57.73	\$55.00
UCC Filings	\$68.32	\$68.32	\$68.32	\$68.32	\$60.46	\$59.10	\$57.73	\$55.00
Suits/ Liens/ Judgments	\$72.80	\$72.80	\$72.80	\$72.80	\$64.43	\$62.97	\$61.52	\$58.61
Bankruptcies	\$72.80	\$72.80	\$72.80	\$72.80	\$64.43	\$62.97	\$61.52	\$58.61
Search 3 States								
Business Registrations	\$102.48	\$102.48	\$102.48	\$102.48	\$90.69	\$88.64	\$86.59	\$82.50
UCC Filings	\$102.48	\$102.48	\$102.48	\$102.48	\$90.69	\$88.64	\$86.59	\$82.50
Suits/ Liens/ Judgments	\$109.20	\$109.20	\$109.20	\$109.20	\$96.64	\$94.46	\$92.28	\$87.91
Bankruptcies	\$109.20	\$109.20	\$109.20	\$109.20	\$96.64	\$94.46	\$92.28	\$87.91
Search 4 or more States								
Business Registrations	\$136.64	\$136.64	\$136.64	\$136.64	\$120.93	\$118.19	\$115.46	\$109.99
UCC Filings	\$136.64	\$136.64	\$136.64	\$136.64	\$120.93	\$118.19	\$115.46	\$109.99

	Discount Schedule Based On Annual Upfront Commitment								
	OGS Price	Band 1	Band 2	Band 3	Band 4	Band 5	Band 6	Band 7	
					\$4,000- \$9,349	\$9,350- \$37,399	\$37,400- \$199,999	\$200,000+	
Suits/ Liens/ Judgments	\$145.60	\$200-\$279	\$280-\$369	\$370-\$3,999	\$145.60	\$128.86	\$125.95	\$123.03	\$117.21
Bankruptcies	\$145.60	\$145.60	\$145.60	\$145.60	\$128.86	\$125.95	\$123.03	\$117.21	
Processing Charges per 100 filings (when total filings exceed 100)	\$47.30	\$47.30	\$47.30	\$47.30	\$41.86	\$40.91	\$39.96	\$38.07	
Rating or Reference Lookup	\$11.66	\$11.66	\$11.66	\$11.66	\$10.32	\$10.09	\$9.85	\$9.39	
Search Fee	\$10.88	\$10.88	\$10.88	\$10.88	\$9.62	\$9.41	\$9.19	\$8.75	
<i>Applies only to users of DunsVoice and D&amp;B Solution Center when a business is confirmed but no products are purchased</i>									
<b>Service Fees (Annual fee)</b>									
Basic Single Locations and Originating Points	\$469.56	\$469.56	\$469.56	\$469.56	\$415.56	\$406.17	\$396.78	\$378.00	
Basic Participating Points	\$157.17	\$157.17	\$157.17	\$157.17	\$139.09	\$135.95	\$132.81	\$126.52	
myD&B.com Extended Archive - Per Report	\$1.93	\$1.93	\$1.93	\$1.93	\$1.71	\$1.67	\$1.63	\$1.55	
<b>Supplier Analysis Report</b>									
U.S. , Puerto Rico, Virgin Islands	\$102.43	\$102.43	\$102.43	\$102.43	\$90.65	\$88.60	\$86.55	\$82.46	
<b>Supplier Qualifier Report</b>									
Asia/Pacific, Africa/Middle East	\$557.17	\$557.17	\$557.17	\$557.17	\$493.09	\$481.95	\$470.81	\$448.52	
Canada	\$154.14	\$154.14	\$154.14	\$154.14	\$136.41	\$133.33	\$130.25	\$124.08	
Europe	\$361.38	\$361.38	\$361.38	\$361.38	\$319.82	\$312.59	\$305.36	\$290.91	
Latin America/Caribbean	\$426.62	\$426.62	\$426.62	\$426.62	\$377.56	\$369.03	\$360.50	\$343.43	

See tab one of this Excel file for important information about D&B's policies with respect to these offers

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