GLEMNET
CLOUD COMMUNICATIONS SOLUTIONS

Glemnet DocuSign Price List 2018
PLEASE NOTE: PRICES ARE PER LICENCE, WITHOUT VAT AND ARE SUBJECT TO CHANGE WITHOUT PRIOR NOTICE.

IM SKU	Product Names and Editions	Product Code	Use Case / Description / Restrictions / Requirements	GBP Per Seat / Annually	
	DocuSign Base Product Subscriptions (Seats)				
	DocuSign Standard Edition - Seat Subscription - Annual Commitment				
	Product code: APT-0270				
3M40040	5 - 9 Seats	APT-0270-1	Transaction Completion - Professional signing experience; Includes 100 transactions per user per year, pooled at the account level. No overages in year one; Includes DocuSign integrations to Microsoft Office 365 (Outlook, Word); DocuSign Premier Support Must Be Added Minimum of 5 Seats required for new subscriptions	£	240.00
3M40041	10 - 19 Seats	APT-0270-2		£	228.00
3M40042	20 - 49 Seats	APT-0270-3		£	204.00
3M40043	50 - 99 Seats	APT-0270-4		£	192.00
3M40044	100 - 499 Seats	APT-0270-5		£	168.00
	500 Seats or more	APT-0270-6		Contact us for Pricing	
	DocuSign Business Pro Edition - Seat Subscription - Annual Commitment				
	Product Code: APT-0271				
3M40045	5 - 9 Seats	APT-0271-1	Business Process Automation - Customizable signing experience; Includes 100 transactions per user per year, pooled at the account level. No overages in year one; Includes DocuSign integrations to Microsoft Office 365 (Outlook, Word); DocuSign Premier Support Must Be Added Minimum of 5 Seats required for new subscriptions	£	396.00
3M40046	10 - 19 Seats	APT-0271-2		£	376.20
3M40047	20 - 49 Seats	APT-0271-3		£	336.60
3M40048	50 - 99 Seats	APT-0271-4		£	316.80
3M40049	100 - 499 Seats	APT-0271-5		£	277.20
	500 Seats or more	APT-0271-6		Contact us for Pricing	
	DocuSign Business Pro Edition *for Salesforce* - Seat Subscription - Annual Commitment				
	Product Code: APT-0384				
3M40050	5 - 9 Seats	APT-0384-1	Business Process Automation - Customizable signing experience; Send, sign and take action from within Salesforce.com; Includes 100 transactions per user per year, pooled at the account level. No overages in year one; Includes DocuSign integrations to Microsoft Office 365 (Outlook, Word); DocuSign Premier Support Must Be Added Minimum of 5 Seats required for new subscriptions	£	468.00
3M40051	10 - 19 Seats	APT-0384-2		£	444.60
3M40052	20 - 49 Seats	APT-0384-3		£	397.80
3M40053	50 - 99 Seats	APT-0384-4		£	374.40
3M40054	100 - 499 Seats	APT-0384-5		£	327.60
	500 Seats or more	APT-0384-6		Contact us for Pricing	
	DocuSign Enterprise Pro Edition - Seat Subscription - Annual Commitment (requires involvement of DocuSign to scope correctly)				
	Product Code: APT-0272				
	5 - 9 Seats	APT-0272-1	Business Transformation - Sophisticated workflows and compliance.; Includes 100 transactions per user per year, pooled at the account level. No overages in year one; Includes DocuSign integrations to Microsoft Office 365 (Outlook, Word); DocuSign Premier Support Must Be Added Minimum of 5 Seats required for new subscriptions	Contact us for Pricing	
	10 - 19 Seats	APT-0272-2			
	20 - 49 Seats	APT-0272-3			
	50 - 99 Seats	APT-0272-4			
	100 - 499 Seats	APT-0272-5			
	500 Seats or more	APT-0272-6			
	DocuSign Base Product Subscriptions (Envelopes)				
	DocuSign Standard Edition - Envelope Subscription - Annual Commitment				
	Product Code: APT-0461				
3M40055	500 to less than 1000 Envelopes	APT-0461-1	Transaction Completion - Professional signing experience; DocuSign Standard Edition, sold by the envelope. No seat limits. Includes DocuSign integrations to Microsoft Office 365 (Outlook, Word); DocuSign Premier Support Must Be Added Minimum of 500 envelopes required for new subscriptions	£	2.40
3M40056	1000 to less than 2000 Envelopes	APT-0461-2		£	2.28
3M40057	2000 to less than 5000 Envelopes	APT-0461-3		£	2.04
3M40058	5,000 to less than 10,000 Envelopes	APT-0461-4		£	1.92
3M40059	10,000 to less than 50,000 Envelopes	APT-0461-5		£	1.68
	50,000 Envelopes or more	APT-0461-6		Contact us for Pricing	
	DocuSign Business Pro Edition - Envelope Subscription - Annual Commitment				
	Product Code: APT-0462				
3M40060	500 to less than 1000 Envelopes	APT-0462-1	Business Process Automation - Customizable signing experience; DocuSign Business Pro Edition, sold by the envelope. No seat limits.; Includes DocuSign integrations to Microsoft Office 365 (Outlook, Word); DocuSign Premier Support Must Be Added Minimum of 500 envelopes required for new subscriptions	£	3.96
3M40061	1000 to less than 2000 Envelopes	APT-0462-2		£	3.76
3M40062	2000 to less than 5000 Envelopes	APT-0462-3		£	3.37
3M40063	5,000 to less than 10,000 Envelopes	APT-0462-4		£	3.17
3M40064	10,000 to less than 50,000 Envelopes	APT-0462-5		£	2.77
	50,000 Envelopes or more	APT-0462-6		Contact us for Pricing	
	DocuSign Business Pro Edition *for Salesforce* - Envelope Subscription - Annual Commitment				
	Product Code: APT-0465				
3M40065	500 to less than 1000 Envelopes	APT-0465-1	Business Process Automation - Customizable signing experience; Send, sign and take action from within Salesforce.com; DocuSign Business Pro Edition for Salesforce, sold by the envelope. No seat limits.; DocuSign Premier Support Must Be Added Minimum of 500 envelopes required for new subscriptions	£	4.68
3M40066	1000 to less than 2000 Envelopes	APT-0465-2		£	4.45
3M40067	2000 to less than 5000 Envelopes	APT-0465-3		£	3.98
3M40069	5,000 to less than 10,000 Envelopes	APT-0465-4		£	3.74
3M40070	10,000 to less than 50,000 Envelopes	APT-0465-5		£	3.28
	50,000 Envelopes or more	APT-0465-6		Contact us for Pricing	
	DocuSign Enterprise Pro Edition - Envelope Subscription - Annual Commitment (requires involvement of DocuSign to scope correctly)				
	Product Code: APT-0463				
	500 to less than 1000 Envelopes	APT-0463-1	Business Transformation - Sophisticated workflows and compliance.; DocuSign Enterprise Pro Edition, sold by the envelope. No seat limits.; Includes DocuSign integrations to Microsoft Office 365 (Outlook, Word); DocuSign Premier Support Must Be Added Minimum of 500 envelopes required for new subscriptions	Contact us for Pricing	
	1000 to less than 2000 Envelopes	APT-0463-2			
	2000 to less than 5000 Envelopes	APT-0463-3			
	5,000 to less than 10,000 Envelopes	APT-0463-4			
	10,000 to less than 50,000 Envelopes	APT-0463-5			
	50,000 Envelopes or more	APT-0463-6			

DocuSign Connectors - Base product subscription required - Professional Services recommended

	Each Connector is sold per seat/user/year (1:1 for seat subscriptions)			
	Connector - Salesforce	APT-0210	Send, sign and take action from Salesforce.com; See above for bundled DocuSign + Salesforce connector.	Contact us for Pricing
	Connector - Google Enterprise Apps	APT-0055	Send, Sign and take action from Google Enterprise Apps	
	Connector - Ariba	APT-0211	Send, sign and take action from Ariba	
	Connector - Alfresco	APT-0054	Send, sign and take action from Alfresco	
	Connector - Microsoft Dynamics	APT-0056	Send, sign and take action from Microsoft Dynamics CRM	
	Connector - Microsoft SharePoint	APT-0057	Send, sign and take action from Microsoft SharePoint	
	Connector - NetSuite	APT-0058	Send, sign and take action from NetSuite	
	Connector - SAP	APT-0209	Send, sign and take action from SAP	
	Connector - SuccessFactors	APT-0212	Send, sign and take action from SuccessFactors	
	Connector - SugarCRM	APT-0059	Send, sign and take action from SugarCRM	
	Connector - Various Integrations	APT-0213	Send, sign and take action from other solutions	

DocuSign Authentication Options - Options for additional evidence that signers are who they say they are.

			MINIMUM QUANTITY OF 100	Per transaction	
	SMS - Usage Subscription	APT-0018	Enter a one-time passcode received via SMS text messaging before accessing the envelope. DocuSign Premier Support Must Be Added; Sold per use[1]	£	0.20
	SMS - Overage Charge	APT-0108	Enter a one-time passcode received via SMS text messaging before accessing the envelope. DocuSign Premier Support Must Be Added; Sold per use[2]	£	0.40
	Phone - Usage Subscription	APT-0017	A phone call required to enter name and an access code. DocuSign Premier Support Must Be Added; Sold per use[1]	£	0.60
	Phone - Overage Charge	APT-0107	A phone call required to enter name and an access code. DocuSign Premier Support Must Be Added; Sold per use[2]	£	1.20

DocuSign Customer Support[3] - Premier Support must be added to the services chosen above.

	Premier Support	APT-0075	Business grade support: - Case Response Time < 4 hours - 24x7 Live Phone Support - Escalated Tier 2 Support - API Integration Support - 1 hour 24x7 Emergency Response	15% of Recurring Fees

DocuSign Professional Services Offerings

3M40071	Adoption Quick Start for under 10 seats	APT-0460-1	*HIGHLY RECOMMENDED* Help your customers drive adoption and success. This offering includes unlimited live online training with Q&A, plus office hours. Available for Standard and Business Pro Edition customers of under 10 seats only.	£ 250.00
3M40072	Adoption Quick Start for 10 - 19 Seats	APT-0460-2	*HIGHLY RECOMMENDED* Help your customers drive adoption and success. This offering includes unlimited live online training with Q&A, plus office hours. Available for Standard and Business Pro Edition customers between 10-20 seats only.	£ 460.00
3M40073	Adoption Consulting for 20-49 Seats	APT-0459-1	*HIGHLY RECOMMENDED* Help your customers drive adoption and success. This offering includes 1:1 tailored training from a DocuSign Adoption Consultant to help bring your customer's first use case to life. Available for customers with 20-49 seats.	£ 990.00
3M40068	Adoption Consulting for 50-99 Seats	APT-0459-2	*HIGHLY RECOMMENDED* Help your customers drive adoption and success. This offering includes 1:1 tailored training from a DocuSign Adoption Consultant to help bring your customer's first use case to life. Available for customers with 50-99 seats.	£ 1,820.00
	Adoption Consulting for 100+ Seats	APT-0459-3	*HIGHLY RECOMMENDED* Help your customers drive adoption and success. This offering includes 1:1 tailored training from a DocuSign Adoption Consultant to help bring your customer's first use case to life. Contact us to discuss pricing for larger deals.	Contact us for Pricing
	For Additional Adoption Options		If the customer's adoption or training needs go beyond the above SKUs, please contact us to help scope and price out the right package.	Contact Us for Scoping and Pricing
	SSO - Single Sign On		Services for integrating third-party single sign on solutions. Not available on Standard Edition.	Contact Us for Scoping and Pricing
	For Consulting Options		If your customer requires consulting services (such as integrating DocuSign into another system, adding buttons, etc), please contact us to help scope and price out the right package.	Contact Us for Scoping and Pricing

[1] Purchase required usage with DocuSign base product
[2] Price per actual usage exceeding the purchased usage. Overage charges are invoiced to the partner on a monthly basis when the volume used is greater than
[3] The Customer Suggested Cost for Premier Support is calculated on the total customer net price (all rows above).