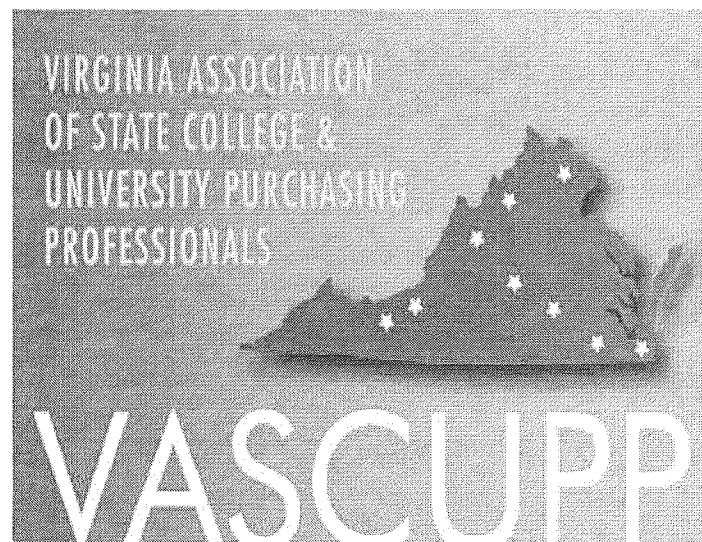


VASCUPP Member Pricing Only:

- The following document outlines the pricing concessions for Blackbaud Constituent Relationship Management (CRM) software and services that Blackbaud will extend to VASCUPP member institutions. Pricing concessions will be valid through June 30th, 2017 with a signed set of purchasing documents for software and services purchased for Blackbaud CRM implementations.
- Each VASCUPP member will work with Blackbaud on an agreed upon Scope of Work and Agreement to Purchase.



College of William and Mary
George Mason University
James Madison University
Old Dominion University
Radford University
The University of Virginia
Virginia Commonwealth University
Virginia Military Institute
Virginia Tech

VASCUPP Pricing Concession through June 30th, 2017:

Item Description	VASCUPP Members
Software Blackbaud CRM Only	10% discount off list price of software
Maintenance Blackbaud CRM only	Calculated as 22% of list price of software
Technical Account Manager for Blackbaud CRM	Included in 22% Maintenance pricing listed above
Maintenance Blackbaud CRM only	Year 1 invoices for Maintenance will be issued upon Blackbaud making the Software available for download.
Maintenance - Blackbaud CRM only	Years 2 - 6 Maintenance renewal fee increase would be capped at 5%. Thereafter maintenance fee increases will be commensurate with Blackbaud's annual increase across its customer base for similarly situated customers
Hosting – pre and post production environments	10% discount of list price
Hosting fees	Fees to remain the same for 36 month contract agreement
SDK Toolkit Subscription	10% discount off initial term set forth in Order Form.
Subscription Renewals	Subscription fees shall be fixed during the initial term set forth on the Order Form. Following the initial term Subscription fee increases shall be commensurate with Blackbaud's annual increase across its customer base for similarly situated customers

VASCUPP Member Rate Concession Valid through June 30th, 2017.

Blackbaud Services Resource	Bill Rate	VASCUPP Members Rate
Engagement Manager	\$250	\$210
Project Advisor	\$250	\$210
Fundraising Consultant	\$250	\$200
Configuration Consultant	\$225	\$195
System Architect	\$250	\$200
Conversion Analyst	\$200	\$195
Tech Consultants	\$250	\$200
Interactive Consultants	\$225	\$200
Business Intelligence Consultant	\$225	\$190
Training Consultants	\$200	\$185
Region Code Customization	\$5,400	\$4,860
Multi-Level Events Customization	\$20,000	\$14,000
Editable Courseware- Jumpstart	\$17,500	\$15,750
Grateful Patient Customization	\$15,000	\$13,500

- VASCUPP Services rates would remain the same for the duration of the initial implementation project. Thereafter rate increases will be commensurate with increases across Blackbaud's customer base for similarly situated customers.