

**DIR-TSO-4183**  
**Appendix C- Pricing Index**  
**Thermopylae Sciences & Technology LLC**

**GOOGLE BRANDED PRODUCTS**

BRAND	PRODUCT CATEGORY	DIR Customer Discount % off MSRP
Google	Google Cloud Platform	1.25%
Google	Google Maps APIs	4.25%
Google	Google Maps Aerial Orthoimagery	4.25%
Google	Google Maps Tile API	4.25%

Please use the calculator below to determine GCP pricing; a 1.25% discount applies to the pricing result, inclusive of volume discounts.  
<https://cloud.google.com/products/calculator/>

**VALUED ADDED OR RELATED SERVICES DESCRIPTION**

Service Provider	Service Description	DIR Firm Fixed Price (FFP) or DIR Discount % off MSRP
Thermopylae Sciences & Technology	Valued Added Technical Services - All Categories	\$120.90

**VOLUME DISCOUNT**

**By Quantity**

Type of Volume	Product Category	DIR Firm Fixed Price (FFP) or DIR Discount % off MSRP	Price
<b>Google Maps - External</b>			
1-4 units	Google Maps - External	4.25%	\$ 9,575.00
5-24 units	Google Maps - External	24.25%	\$ 7,660.00
25-99 units	Google Maps - External	66.75%	\$ 3,590.63
100-249 units	Google Maps - External	84.25%	\$ 1,915.00
250-999 units	Google Maps - External	93.25%	\$ 1,053.25
1-9 units	Google Maps - Internal	4.25%	\$ 9,575.00
10-49 units	Google Maps - Internal	24.25%	\$ 7,660.00
50-199 units	Google Maps - Internal	66.75%	\$ 3,590.63
200-499 units	Google Maps - Internal	84.25%	\$ 1,915.00
500-1,999 units	Google Maps - Internal	93.25%	\$ 1,053.25
<b>Google Maps - OEM</b>			
1-9 units	Google Maps - OEM	4.25%	\$ 9,575.00
10-49 units	Google Maps - OEM	24.25%	\$ 7,660.00
50-199 units	Google Maps - OEM	66.75%	\$ 3,590.63
200-499 units	Google Maps - OEM	84.25%	\$ 1,915.00
500-1,999 units	Google Maps - OEM	93.25%	\$ 1,053.25
<b>Google Maps - OEM Asset Tracking</b>			
1-9,999 units	Google Maps - OEM Asset Tracking	4.25%	\$ 5.75
10,000-49,999 units	Google Maps - OEM Asset Tracking	29.25%	\$ 4.31
50,000-249,999 units	Google Maps - OEM Asset Tracking	41.75%	\$ 3.59
250,000-999,999 units	Google Maps - OEM Asset Tracking	54.25%	\$ 2.87
1,000,000-4,999,999 units	Google Maps - OEM Asset Tracking	62.58%	\$ 2.39
5,000,000+ units	Google Maps - OEM Asset Tracking	70.92%	\$ 1.91
<b>Google Maps - OEM Asset Tracking - 1 month term</b>			
1-9,999 units	Google Maps - OEM Asset Tracking - 1 month term	4.25%	\$ 5.75
10,000-49,999 units	Google Maps - OEM Asset Tracking - 1 month term	29.25%	\$ 4.31
50,000-249,999 units	Google Maps - OEM Asset Tracking - 1 month term	41.75%	\$ 3.59
250,000-999,999 units	Google Maps - OEM Asset Tracking - 1 month term	54.25%	\$ 2.87
1,000,000-4,999,999 units	Google Maps - OEM Asset Tracking - 1 month term	62.58%	\$ 2.39
5,000,000+ units	Google Maps - OEM Asset Tracking - 1 month term	70.92%	\$ 1.91

**VOLUME DISCOUNT**

**By Quantity**

Type of Volume	Product Category	DIR Firm Fixed Price (FFP) or DIR Discount % off MSRP	Price
<b>Google Maps - QPS uplifts</b>			
1-50 units	Google Maps - QPS uplifts	4.25%	\$ 957.50
51-450 units	Google Maps - QPS uplifts	54.25%	\$ 478.75
451+ units	Google Maps - QPS uplifts	84.25%	\$ 191.50
<b>Google Maps - OEM Lifetime Embedding in Product</b>			
1-9,999 units	Google Maps - OEM Lifetime Embedding in Product	4.25%	\$ 5.75
10,000-49,999 units	Google Maps - OEM Lifetime Embedding in Product	29.25%	\$ 4.31
50,000-249,999 units	Google Maps - OEM Lifetime Embedding in Product	41.75%	\$ 3.59
250,000-999,999 units	Google Maps - OEM Lifetime Embedding in Product	54.25%	\$ 2.87
1,000,000-4,999,999 units	Google Maps - OEM Lifetime Embedding in Product	62.58%	\$ 2.39
5,000,000+ units	Google Maps - OEM Lifetime Embedding in Product	70.92%	\$ 1.91
<b>Google Maps - 1 Billion Credits - No Places</b>			
1-4 units	Google Maps - 1 Billion Credits Internal - No Places	4.25%	\$670,250.00
5+ units	Google Maps - 1 Billion Credits Internal - No Places	44.25%	\$402,150.00
1-4 units	Google Maps - 1 Billion Credits External - No Places	4.25%	\$335,125.00

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5+ units	Google Maps - 1 Billion Credits External - NO Places	44.25%	\$ 201,075.00
<b>Google Maps - Places Only - External</b>			
1-4 units	Google Maps - Places Only - External	4.25%	\$ 9,575.00
5-24 units	Google Maps - Places Only - External	24.25%	\$ 7,660.00
25-99 units	Google Maps - Places Only - External	66.75%	\$ 3,590.63
100-249 units	Google Maps - Places Only - External	84.25%	\$ 1,915.00
250-999 units	Google Maps - Places Only - External	93.25%	\$ 1,053.25
1,000+ units	Google Maps - Places Only - External	94.25%	\$ 957.50
<b>Google Maps - Places Only - Internal</b>			
1-4 units	Google Maps - Places Only - Internal	4.25%	\$ 19,150.00
5-24 units	Google Maps - Places Only - Internal	24.25%	\$ 15,320.00
25-99 units	Google Maps - Places Only - Internal	66.75%	\$ 7,181.25
100-249 units	Google Maps - Places Only - Internal	84.25%	\$ 3,830.00
250-999 units	Google Maps - Places Only - Internal	93.25%	\$ 2,106.50
1,000+ units	Google Maps - Places Only - Internal	94.25%	\$ 1,915.00
<b>Google Maps - Places Only - OEM</b>			
1-4 units	Google Maps - Places Only - OEM	4.25%	\$ 19,150.00
5-24 units	Google Maps - Places Only - OEM	24.25%	\$ 15,320.00
25-99 units	Google Maps - Places Only - OEM	66.75%	\$ 7,181.25
100-249 units	Google Maps - Places Only - OEM	84.25%	\$ 3,830.00
250-999 units	Google Maps - Places Only - OEM	93.25%	\$ 2,106.50
1,000+ units	Google Maps - Places Only - OEM	94.25%	\$ 1,915.00