General Services Administration (GSA)

Federal Supply Service

Authorized Federal Supply Schedule

Price List

Price list current as of Modification #PS-0051, effective August 11, 2022; Supplement No. 8

GSA Advantage!®

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!®, a menu-driven database system. The INTERNET address for GSA Advantage!® is: http://www.GSAAdvantage.gov.

Contract Information

Multiple Award Schedule (MAS)

Federal Supply Group: Professional Services

Contract Number: GS-10F-0099W

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov.

Contract Period: January 29, 2010 through January 28, 2025

Contractor: Sanborn Map Company, Inc., The
            1935 Jamboree Drive, Suite 100
            Colorado Springs, CO 80920-5358

Telephone: (719) 593-0093 (or) (866) 726-2676; FAX Number: (719) 528-5093

Web Site: http://www.sanborn.com

E-mail: akappel@sanborn.com

Contract Administration: Amy E. Kappel

Business Size: Large Business (other than small)
Customer Information

1.  

a. Table of awarded Special Item Number(s) with appropriate cross-reference to item descriptions and awarded price(s):

<table>
<thead>
<tr>
<th>SIN</th>
<th>SIN Description</th>
<th>Location</th>
<th>Price Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>541370GIS</td>
<td>Geographic Information Systems (GIS) Services</td>
<td>Pg. 7-31</td>
<td>Pg. 5-6</td>
</tr>
<tr>
<td>541370GISRC</td>
<td>Geographic Information Systems (GIS) Services Recovery</td>
<td>Pg. 7-31</td>
<td>Pg. 5-6</td>
</tr>
<tr>
<td>511210</td>
<td>Software Licenses (Perpetual)</td>
<td>Pg. 40-160</td>
<td>Pg. 40-160</td>
</tr>
<tr>
<td>511210RC</td>
<td>Software Licenses (Perpetual) Recovery</td>
<td>Pg. 40-160</td>
<td>Pg. 40-160</td>
</tr>
<tr>
<td>511210STLOC</td>
<td>Software Licenses (Perpetual) State Local</td>
<td>Pg. 40-160</td>
<td>Pg. 40-160</td>
</tr>
<tr>
<td>54151</td>
<td>Software Maintenance Services</td>
<td>Pg. 39</td>
<td>Pg. 39</td>
</tr>
<tr>
<td>54151RC</td>
<td>Software Maintenance Services Recovery</td>
<td>Pg. 39</td>
<td>Pg. 39</td>
</tr>
<tr>
<td>54151STLOC</td>
<td>Software Maintenance Services State Local</td>
<td>Pg. 39</td>
<td>Pg. 39</td>
</tr>
<tr>
<td>541370GEO</td>
<td>Earth Observation Solutions</td>
<td>Pg. 40-161</td>
<td>Pg. 40-161</td>
</tr>
<tr>
<td>541370GEORC</td>
<td>Earth Observation Solutions Recovery</td>
<td>Pg. 40-161</td>
<td>Pg. 40-161</td>
</tr>
<tr>
<td>541370GEOSTLOC</td>
<td>Earth Observation Solutions State Local (Products)</td>
<td>Pg. 40-161</td>
<td>Pg. 40-161</td>
</tr>
</tbody>
</table>

b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price:

<table>
<thead>
<tr>
<th>SIN</th>
<th>SIN Description</th>
<th>Product Location</th>
<th>Price Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>511210</td>
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<td>Pg. 40-161</td>
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</tr>
</tbody>
</table>

c. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided:

<table>
<thead>
<tr>
<th>SIN</th>
<th>SIN Description</th>
<th>Description Location</th>
<th>Rate Location</th>
</tr>
</thead>
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<tr>
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<td>Geographic Information Systems (GIS) Services Recovery</td>
<td>Pg. 7-31</td>
<td>Pg. 5-6</td>
</tr>
</tbody>
</table>
2. **Maximum Order:**

   SINs 541370GIS and 541370GEO: $1,000,000.00

   SINs 511210, 54151, and 54151S: $500,000.00

   SIN OLM: $250,000.00

3. **Minimum Order:** $100.00

4. **Geographic Coverage (delivery Area):**

   SIN 541370GIS: The geographic location for all labor categories is domestic delivery that includes 50 states, Washington D.C., and Puerto Rico only.

   SINs 511210, 54151, 541370GEO, and 54151S: Domestic delivery within all 50 States, Washington D.C., and U.S. Territories including Puerto Rico.

5. **Point(s) of production (city, county, and state or foreign country):** Same as company address; and/or City of Charlotte, Mecklenburg County, North Carolina, and/or Town of Pelham, Westchester County, New York

6. **Discount from list prices or statement of net price:** Prices Shown Herein are Net (discount deducted)

7. **Quantity discounts:** Yes

   **SIN 541370GIS:**

<table>
<thead>
<tr>
<th>Tier</th>
<th>Threshold Amount</th>
<th>Additional Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>$500,000 - $2,499,999</td>
<td>2%</td>
</tr>
<tr>
<td>2</td>
<td>$2,500,000 and above</td>
<td>4%</td>
</tr>
</tbody>
</table>

   **SINs 511210 and 541370GEO (Products Only):**

<table>
<thead>
<tr>
<th>Tier</th>
<th>Threshold Amount</th>
<th>Additional Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>$30,000 - $199,999</td>
<td>10%</td>
</tr>
<tr>
<td>2</td>
<td>$200,000 and above</td>
<td>15%</td>
</tr>
</tbody>
</table>

8. **Prompt payment terms:** Net 30 days. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

9. **Foreign items (list items by country of origin):** None

10. 
a. **Time of Delivery** *(Contractor insert number of days):* To be determined at the Task Order level

b. **Expedited Delivery.** Items available for expedited delivery are noted in this price list: Contact Contractor

c. **Overnight and 2-day delivery.** The schedule customer may contact the Contractor for availability and rates for overnight and 2-day delivery: Contact Contractor

d. **Urgent Requirements.** Agencies can contact the Contractor's representative to effect a faster delivery: Contact Contractor

11. **F.O.B. Point(s):** Destination

12. 

   a. **Ordering Address(es):** Same as Contractor

   b. **Ordering procedures:** For supplies and services, the ordering procedures, and information on Blanket Purchase Agreements (BPA’s) are found in Federal Acquisition Regulation (FAR) 8.405-3.

13. **Payment address(es):** Same as company address

14. **Warranty provision:**

   SINs 541370GIS, 54151, 541370GEO (Services Only), and 54151S: Contractor's standard commercial warranty.

   SINs 511210 and 541370GEO (Products Only): As defined in the Sanborn End User License Agreement (EULA).

15. **Export Packing Charges (if applicable):** N/A

16. **Terms and conditions of rental, maintenance, and repair (if applicable):** N/A

17. **Terms and conditions of installation (if applicable):** N/A

18. 

   a. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A

   b. **Terms and conditions for any other services (if applicable):** N/A

19. **List of service and distribution points (if applicable):** N/A

20. **List of participating dealers (if applicable):** N/A

21. **Preventive maintenance (if applicable):** N/A

22. 

   a. **Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants):** N/A

   b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies
and services and show where full details can be found: N/A The EIT standards can be found at: http://www.Section508.gov/.

23. Unique Entity Identifier (UEI) number: HCGTCHGJJCU8

24. Notification regarding registration in the System for Award Management (SAM) database: Registered

GSA Contract Labor Category Prices (Inclusive of 0.75% IFF)

The labor categories and hourly pricing, including IFF, under SIN 541370GIS (Geographic Information Systems (GIS) Services) are identified in the table below.

<table>
<thead>
<tr>
<th>Labor Category Title</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contractor Facility</td>
<td></td>
</tr>
<tr>
<td>Acquisition Manager</td>
<td>$200.67</td>
</tr>
<tr>
<td>Pilot</td>
<td>$148.29</td>
</tr>
<tr>
<td>Geodetic Specialist</td>
<td>$145.95</td>
</tr>
<tr>
<td>Geodetic Technician</td>
<td>$98.69</td>
</tr>
<tr>
<td>Registered Land Surveyor</td>
<td>$105.07</td>
</tr>
<tr>
<td>Data Acquisition Technician</td>
<td>$82.58</td>
</tr>
<tr>
<td>Operations Director-Remote Sensing</td>
<td>$251.24</td>
</tr>
<tr>
<td>Operations Manager-Remote Sensing</td>
<td>$163.10</td>
</tr>
<tr>
<td>Operations Coordinator</td>
<td>$143.18</td>
</tr>
<tr>
<td>Imagery Analyst</td>
<td>$124.19</td>
</tr>
<tr>
<td>Senior Imagery Technician</td>
<td>$98.50</td>
</tr>
<tr>
<td>Imagery Technician</td>
<td>$73.23</td>
</tr>
<tr>
<td>Senior GIS Analyst, Vector</td>
<td>$146.70</td>
</tr>
<tr>
<td>Senior Stereo Compiler</td>
<td>$108.47</td>
</tr>
<tr>
<td>Senior CADD/GIS Technician - Vector</td>
<td>$85.01</td>
</tr>
<tr>
<td>CADD/GIS Technician - Vector</td>
<td>$84.18</td>
</tr>
<tr>
<td>Senior LiDAR Analyst</td>
<td>$174.76</td>
</tr>
<tr>
<td>LiDAR Analyst</td>
<td>$169.43</td>
</tr>
<tr>
<td>LiDAR Technician</td>
<td>$84.76</td>
</tr>
<tr>
<td>Business Manager</td>
<td>$215.48</td>
</tr>
<tr>
<td>Senior Remote Sensing/GIS Analyst</td>
<td>$130.38</td>
</tr>
<tr>
<td>Remote Sensing/GIS Analyst</td>
<td>$105.37</td>
</tr>
<tr>
<td>Senior Remote Sensing/GIS Technician</td>
<td>$85.50</td>
</tr>
<tr>
<td>Senior Program Manager</td>
<td>$305.87</td>
</tr>
<tr>
<td>Program Manager</td>
<td>$239.25</td>
</tr>
<tr>
<td>Offsite Program Manager</td>
<td>$245.71</td>
</tr>
<tr>
<td>Labor Category Title</td>
<td>Price</td>
</tr>
<tr>
<td>----------------------------------------------------------</td>
<td>----------</td>
</tr>
<tr>
<td>Project Manager-Remote Sensing</td>
<td>$156.93</td>
</tr>
<tr>
<td>Project Manager</td>
<td>$218.33</td>
</tr>
<tr>
<td>Associate Project Manager-Remote Sensing</td>
<td>$125.55</td>
</tr>
<tr>
<td>Program Manager</td>
<td>$244.03</td>
</tr>
<tr>
<td>Deputy Program Manager</td>
<td>$212.30</td>
</tr>
<tr>
<td>Project Analyst</td>
<td>$79.40</td>
</tr>
<tr>
<td>Customer Facility</td>
<td>$244.03</td>
</tr>
<tr>
<td>Project Manager</td>
<td>$218.33</td>
</tr>
<tr>
<td>Associate Project Manager-Remote Sensing</td>
<td>$125.55</td>
</tr>
<tr>
<td>Project Management Specialist</td>
<td>$82.17</td>
</tr>
<tr>
<td>GIS Analyst IV</td>
<td>$82.17</td>
</tr>
<tr>
<td>GIS Analyst III</td>
<td>$68.47</td>
</tr>
<tr>
<td>GIS Analyst II</td>
<td>$59.92</td>
</tr>
<tr>
<td>GIS Analyst I</td>
<td>$50.13</td>
</tr>
<tr>
<td>Cartographer/GIS Analyst (Senior)</td>
<td>$97.05</td>
</tr>
<tr>
<td>Cartographer/GIS Analyst (Intermediate)</td>
<td>$76.92</td>
</tr>
<tr>
<td>Cartographer/GIS Analyst (Associate)</td>
<td>$66.68</td>
</tr>
<tr>
<td>Remote Sensing/GIS Analyst (Senior)</td>
<td>$97.82</td>
</tr>
<tr>
<td>Remote Sensing/GIS Analyst (Intermediate)</td>
<td>$78.43</td>
</tr>
<tr>
<td>Remote Sensing/GIS Analyst (Associate)</td>
<td>$63.91</td>
</tr>
<tr>
<td>Natural Resources GIS Analyst/Programmer (Senior)</td>
<td>$102.37</td>
</tr>
<tr>
<td>Natural Resources GIS Analyst/Programmer (Intermediate)</td>
<td>$85.01</td>
</tr>
<tr>
<td>Natural Resources GIS Analyst/Programmer (Associate)</td>
<td>$66.25</td>
</tr>
<tr>
<td>GIS Mapping Technician (Senior)</td>
<td>$72.83</td>
</tr>
<tr>
<td>GIS Mapping Technician (Intermediate)</td>
<td>$62.25</td>
</tr>
<tr>
<td>GIS Mapping Technician (Associate)</td>
<td>$53.71</td>
</tr>
<tr>
<td>The labor categories and hourly pricing, including IFF, under SINs 541370GEO (Earth Observation Solutions Services) and 54151S (Information Technology Professional Services) are identified in the table below.</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Labor Category Title</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Contractor Facility</strong></td>
<td></td>
</tr>
<tr>
<td>Principal Scientist</td>
<td>$349.55</td>
</tr>
<tr>
<td>Senior Scientist</td>
<td>$302.28</td>
</tr>
<tr>
<td>Scientist</td>
<td>$168.83</td>
</tr>
<tr>
<td>Product Manager</td>
<td>$255.51</td>
</tr>
<tr>
<td>Senior Software Architect</td>
<td>$271.20</td>
</tr>
<tr>
<td>Software Architect</td>
<td>$174.31</td>
</tr>
</tbody>
</table>
### Service Contract Labor Standards (SCLS)

The Service Contract Labor Standards (SCLS), formerly known as the Service Contract Act (SCA) are applicable to this contract and the entire Multiple Award Schedule. While no specific labor categories have been identified as being subject to SCLS due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCLS eligible labor categories. If and/or when the Contractor adds SCLS labor categories / employees to the contract through the modification process, the Contractor will establish an SCLS matrix identifying the GSA labor category titles, the occupational code, SCLS labor category titles and applicable wage determination (WD) number.

### Labor Category Descriptions

1. **541370GIS GEOGRAPHIC INFORMATION SYSTEMS (GIS) SERVICES PROVIDED AT CONTRACTOR'S FACILITY**

#### Acquisition Manager
The Acquisition Manager provides management services in oversight and support of flight operations, acquisition resources and staff, and provides oversight and coordination of external resources within the scope of Environmental Consulting and Geographic Information systems services.

**Duties/Responsibilities**
The Acquisition Manager manages the logistics for data acquisition, overseeing flight and field operations. Responsibilities include overall mission planning and organization. Flight planning, managing pilots and field crew, scheduling aircraft and crew, arranging aircraft maintenance, planning safety programs, preparing and monitoring budgets, and complying with FAA regulations are the primary duties of this position.

Minimum Experience/Training
- Five (5) years of experience in aviation management.
- Seven (7) years of experience working in a data acquisition environment.
- Knowledge of foreign and domestic government air carrier operations.
- Knowledge of FAA and aviation insurance regulations.
- Experience managing, overseeing, or coordinating employees.

Minimum Education/Certifications
- Bachelor’s Degree or higher in relevant field, such as engineering, aviation or business management or equivalent experience.

Pilot
Duties/Responsibilities
The Pilot operates aircraft to fly aerial photo missions in support of mapping and data acquisition projects. As Pilot in Command of the aircraft, the pilot directs onboard crew to ensure safe and efficient acquisition missions. Responsibilities include performing flight operations within schedule and budget; coordinating with authorities to obtain flight permission/clearance within restricted or Class B airspace; maintaining flight records; and advising acquisition manager of any equipment maintenance requirements or safety concerns. The Pilot will support and train other acquisition pilots in approved type rated aircraft.

Minimum Experience/Training
- Minimum of 600 hours total flying time; (1 Year).
- 300 hours as pilot in command in aircraft type.
- Proficiency with computers and software.
- Annual ground and flight training required in make and model of designated aircraft.

Minimum Education/Certifications
- High School Diploma.
- Associates of Science Degree in Aviation preferred.
- Active commercial pilot’s license and FAA medical certification.
- IFR Rating.

Geodetic Specialist
Duties/Responsibilities
The Geodetic Specialist acts as a technical expert, providing technical direction to survey operations. Responsibilities include managing/planning, operating sensors, troubleshooting technical survey issues, performing photography and LiDAR data collection and processing, conducting quality control of photography and LiDAR data. Also responsible for all GPS survey and ground control for all survey mapping and GPS survey projects.

Minimum Experience/Training
- Three (3) years geodetic engineering experience to include GPS and RTK survey, least squares adjustments, GPS data processing, map datum and projections.

Minimum Education/Certifications
Associate’s Degree or higher in a relevant field such as geomatics engineering or equivalent experience.

**Geodetic Technician**

**Duties/Responsibilities**
The Geodetic Technician assists in surveying the earth's surface to determine precise location and measurements of points, elevations, lines, areas, and contours for construction, mapmaking, land division, titles, mining or other purposes.

**Minimum Experience/Training**
- Experience using any laser or LIDAR instrument or GPS equipment.
- Minimum Education/Certifications
  - High School Diploma.
  - Associate's Degree or GIS certification preferred.

**Registered Land Surveyor**

**Duties/Responsibilities**
The Registered Land Surveyor is responsible for surveying and mapping in GPS and conventional surveying methods using Laser scanning, GPS Control, Topographic, GIS, and CAD/Microstation/Geopak. Survey projects may include Global Positioning Satellite and geodetic/cadastral surveys, ground-based LiDAR, mobile ground-based LiDAR, traditional surveying, mapping, mining, and civil engineering.

**Minimum Experience/Training**
- Five (5) years’ surveying field experience in appropriate surveying applications.
- Proficiency in GIS and surveying software.
- Minimum Education/Certifications
  - Professional Licensed Surveyor (PLS) or Professional Surveyor and Mapper (PSM).
  - Bachelor's Degree in a relevant field or equivalent experience. Experience may be substituted for education under state licensure requirements.

**Data Acquisition Technician**

**Duties/Responsibilities**
The Data Acquisition Technician assists with data acquisition by operating aerial camera and sensor systems in aerial photo and LiDAR missions and performing basic surveying duties such as centering a tripod, measuring distances using a tape or surveyor's chain, measuring compass bearings, clearing vegetation from sight lines, and placing stakes and markers. This role may set base stations for the flight crew; and process GPS after the mission is complete to insure no data gaps. Helps train Data Acquisition Technicians and provides guidance in the field.

**Minimum Experience/Training**
- Proficiency in software applications used for processing survey data.
- Experience operating an aerial sensor or LiDAR system.
- Minimum Education/Certifications
  - High School Diploma.
  - Associate’s Degree or GIS Certificate preferred.

**Operations Director – Remote Sensing**
The Operations Director – Remote Sensing provides direction and oversight in support of remote sensing operations management programs, resources and staff, and provides similar
applicable oversight of external resources within the scope of Environmental Consulting and Geographic Information systems services.

Duties/Responsibilities
The Operations Director - Remote Sensing supervises the operations management team within the division, strategically directing and monitoring budget, schedule, staffing, training and long-term planning. This position acts as the main liaison between the General Manager and operations staff.

Minimum Experience/Training
- Ten (10) plus years of production operations experience.
- Technical expertise in multiple GIS-related disciplines.
- Five (5) plus years’ experience managing employees.
- Extensive experience with financial analysis.

Minimum Education/Certifications
- Bachelor’s Degree in relevant course of study and equivalent work experience.
- Master’s Degree preferred.

Operations Manager – Remote Sensing
The Operations Manager – Remote Sensing provides management services in oversight and support of remote sensing operations, resources and staff, and provides oversight and coordination of similar applicable external resources within the scope of Environmental Consulting and Geographic Information systems services.

Duties/Responsibilities
The Operations Manager - Remote Sensing oversees the activities in an identified production area, usually engaged in tasks related to a specific technical discipline. This position is responsible for managing the technicians and analysts and the daily activities of the department; troubleshoots technical issues; provides training; and monitors project schedules and financials.

Minimum Experience/Training
- Seven (7) plus years of production operations experience.
- Technical expertise in the relevant production discipline.
- Experience managing, overseeing, or coordinating employees.
- Exposure to financial analysis.

Minimum Education/Certifications
- Bachelor’s Degree in a relevant field or equivalent experience.

Operations Coordinator
The Operations Coordinator assists management with coordination of operations photogrammetric and LiDAR programs, resources and staff, and provides similar applicable coordination of external resources within the scope of Environmental Consulting and Geographic Information systems services.

Duties/Responsibilities
The Operations Coordinator assists Operations Managers with operations planning. Responsibilities include coordinating and supervising departmental staff (deployment, procedures, etc.); tracking progress of imagery collection on all jobs; generating and/or reviewing flight plans, ensuring flight logs and other records are accurate and complete; providing sensor operation training to new employees; communicating with FAA and military for airspace access; troubleshooting and maintenance of sensors; and creating maps
and flight lines for project managers. This position performs field data processing for quality assessment and supervises deployment of GPS equipment.

**Minimum Experience/Training**
- Three (3) years’ extensive experience operating a variety of sensors or cameras used for mapping and remote sensing applications.
- Knowledge of surveying techniques.
- Experience with flight planning.
- Proficiency with digital remote sensing equipment, GPS, camera system and computer software.

**Minimum Education/Certifications**
- Associate’s Degree in a relevant field, such as engineering or business management, or equivalent experience.

### Imagery Analyst

The Imagery Analyst provides technical expertise and analytical services to support operations orthophoto programs, resources and staff, and provides similar technical expertise in support of external resources within the scope of Environmental Consulting and Geographic Information systems services.

**Duties/Responsibilities**

The Imagery Analyst provides technical expertise in orthophoto production, troubleshooting and solving complex orthophoto issues and developing production tools for data conversion and image processing. Develops and implements target GIS software platform QA/QC tools and performs QA/QC. Designs and provides training to more junior staff members.

**Minimum Experience/Training**
- Five (5) years of experience producing and editing orthophotos.
- Advanced technical expertise in orthophoto mapping.

**Minimum Education/Certifications**
- Associate’s Degree or certificate in relevant course of study or equivalent experience.
- Bachelor’s Degree preferred.

### Senior Imagery Technician

The Senior Imagery Technician provides technical expertise to support operations orthophoto, programs, resources and staff, and provides similar technical expertise in support of external resources within the scope of Environmental Consulting and Geographic Information systems services.

**Duties/Responsibilities**

The Senior Imagery Technician acts as a technical expert, answering questions, resolving problems and instructing less experienced technicians. Reviews technicians' work for compliance with specifications and quality standards, and provides training assistirance to them in performing tasks as needed. Creates and maintains procedural documentation for projects. Performs project coordination duties as assigned (coordination of project schedules; compliance with quality specifications for multiple imaging projects; final review of image products prior to delivery).

**Minimum Experience/Training**
- Three (3) years’ demonstrated experience, technical expertise and competence in related technical job functions.

**Minimum Education/Certifications**
• Associate’s Degree or GIS Certificate or equivalent experience.
• Bachelor’s Degree preferred.

Imagery Technician
Duties/Responsibilities
The Imagery Technician performs digital ortho photography processing, graphics, and quality control. Prepares orthophoto images from aerial photographs, survey data, and compilation data.
Minimum Experience/Training
• Proficiency in use of GIS software tools.

Minimum Education/Certifications
• High school diploma.
• Associate’s Degree or GIS Certificate preferred.

Senior GIS Analyst – Vector
Duties/Responsibilities
The Senior GIS Analyst - Vector provides technical expertise and analytical services to support operations orthophoto, imagery and GIS programs resources and staff, and provides similar technical expertise in support of external resources within the scope of Environmental Consulting and Geographic Information systems services.
Minimum Experience/Training
• Six (6) years of experience performing vector tasks.

Minimum Education/Certifications
• Bachelor’s Degree in relevant course of study such as geomatics, engineering or geography or equivalent experience.
• Master’s Degree preferred.

Senior Stereo Compiler
Duties/Responsibilities
The Senior Stereo Compiler provides technical expertise to support operations geospatial programs, resources and staff, and provides similar technical expertise in support of external resources within the scope of Environmental Consulting and Geographic Information systems services.
Minimum Experience/Training
• Proficiency in use of GIS software tools.
Three (3) years’ experience in photogrammetry, image interpretation, CADD and ESRI.

Proficiency in image interpretation.

Minimum Education/Certifications

Associate’s Degree in a relevant field or equivalent experience.

**Senior CADD/ GIS Technician – Vector**
The Senior CADD/GIS Technician – Vector provides technical expertise to support operations orthophoto, GIS, and photogrammetric programs, resources and staff, and provides similar technical expertise in support of external resources within the scope of Environmental Consulting and Geographic Information systems services.

**Duties/Responsibilities**
The Senior CADD/GIS Technician – Vector works in the areas of editing, photo interpretation, and vectorization to produce a variety of products to meet internal and/or external client requirements and assists with training and problem solving. Possesses a thorough understanding of the technical side of GIS and photogrammetric mapping.

**Minimum Experience/Training**

- Three (3) years’ experience.
- Demonstrated technical expertise and competence in related technical job functions.
- Proficiency in GIS software tools.

**Minimum Education/Certifications**

- Associate’s Degree or GIS Certificate or equivalent experience.
- Bachelor’s Degree preferred.

**CADD/GIS Technician - Vector**

**Duties/Responsibilities**
The CADD/GIS Technician – Vector works in the areas of editing, photo interpretation, and vectorization to produce a variety of products to meet internal and/or external client requirements.

**Minimum Experience/Training**

- Proficiency in GIS software tools.

**Minimum Education/Certifications**

- High School Diploma.
- Associate’s Degree or GIS Certificate preferred.

**Senior LiDAR Analyst**
The Senior LiDAR Analyst provides technical expertise and analytical services to support operations LiDAR programs, resources and staff, and provides similar technical expertise in support of external resources within the scope of Environmental Consulting and Geographic Information systems services.

**Duties/Responsibilities**
The Senior LiDAR Analyst provides technical expertise in LiDAR data processing and production, troubleshooting and solving complex issues. Accountable for internal coordination of all technical aspect of LiDAR projects, including compliance with quality/specifications. Coordinates work efforts of staff assigned to the project. Generates LiDAR tile layout, project area, project requirements and develop LiDAR Filters. Completes data processing and translations as necessary, and perform the final review of LiDAR files as needed prior to shipment. Complex Development of software for LiDAR
processing and value added services. A complete understanding of LiDAR principles and additional complex understanding of all geospatial and remote sensing disciplines is required. This position is responsible for LiDAR team operations and performs administrative functions; assigns work; monitors schedule and budget; coordinates and communicates with other departments; and assures quality.

Minimum Experience/Training

- Six (6) years of experience processing LiDAR data.
- Advanced technical expertise in all phases of LiDAR and Remote Sensing.

Minimum Education/Certifications

- Bachelor's Degree in relevant field of study such as geomatics, engineering or geography or equivalent work experience.
- Master's Degree preferred.

LiDAR Analyst

The LiDAR Analyst provides technical expertise and analytical services to support operations orthophoto programs, resources and staff, and provides similar technical expertise in support of external resources within the scope of Environmental Consulting and Geographic Information systems services.

Duties/Responsibilities

The LiDAR Analyst provides technical expertise in LiDAR data processing and production, troubleshooting and solving complex issues. Accountable for internal coordination of all technical aspect of LiDAR projects, including compliance with quality/specifications. Coordinates work efforts of staff assigned to the project. Generates LiDAR tile layout, project area, project requirements and develop LiDAR Filters. Completes data processing and translations as necessary, and perform the final review of LiDAR files as needed prior to shipment. Development of software for LiDAR processing is required.

Minimum Experience/Training

- Five (5) years of experience processing LiDAR data.
- Advanced technical expertise in LiDAR processing.

Minimum Education/Certifications

- Associate's Degree in a relevant field of study such as geomatics, engineering or geography or equivalent experience.
- Bachelor's Degree preferred.

LiDAR Technician

Duties/Responsibilities

The LiDAR Technician processes LiDAR data. Responsibilities include performing manual edit QC and LiDAR filtering and titling, processing GPS and IMU data, and creating Metadata.

Minimum Experience/Training

- Experience with proficiency in GIS software tools.

Minimum Education/Certifications

- High School Diploma.
- Associate’s Degree or GIS Certificate preferred.

Business Manager

The Business Manager provides management services in oversight and support of company and departmental programs, resources and staff, and provides oversight and coordination.
of similar applicable internal and external resources within the scope of Environmental Consulting and Geographic Information systems services

Duties/Responsibilities
The Business Manager supervises employees and consults with clients to provide guidance to help solve complex technical and business problems; provides collaboration and oversight when required with program management and works in conjunction with internal and external stakeholders to ensure project objectives and timelines are being met; and helps ensure project and company quality standards are met.

Minimum Experience/Training
- Seven (7) years of management experience combined with subject matter expertise in an area relevant to Sanborn’s business.
- Experience in a leadership capacity.
- Experience managing, overseeing, or coordinating employees.

Minimum Education/Certifications
- Bachelor’s Degree in relevant course of study such as engineering, geospatial, or business management or equivalent experience.
- Master’s Degree preferred.

Senior Remote Sensing/GIS Analyst
The Senior Remote Sensing/GIS Analyst provides technical expertise and analytical services to support operations remote sensing GIS programs, resources and staff, and provides similar technical expertise in support of external resources within the scope of Environmental Consulting and Geographic Information systems services.

Duties/Responsibilities
The Senior Remote Sensing/GIS Analyst manages projects and project teams. They lead development of new remote sensing approaches and methodologies. Responsibilities include deriving information products using image processing methods and tools using remotely sensed data (satellite imagery, aerial photography, LiDAR) and geographic information systems; acting as a technical resource for clients; training and assisting junior-level staff, managing project budgets and developing new products; and processing multispectral imagery, LiDAR and hyperspectral imagery. This position is expected to write proposal materials, cost projects and make presentations at professional conferences.

Minimum Experience/Training
- A minimum of six (6) years’ experience in remote sensing and related disciplines.
- Background in GIS or imagery classification and analysis using commercial software such as ERDAS Imagine, ENVI, eCognition, and ESRI Software.
- Understanding of statistics.

Minimum Education/Certifications
- Bachelor’s Degree in relevant course of study or equivalent experience.
- Master’s Degree preferred.

Remote Sensing/GIS Analyst
The Remote Sensing/GIS Analyst provides technical expertise and analytical services to support operations remote sensing GIS programs, resources and staff, and provides similar technical expertise in support of external resources within the scope of Environmental Consulting and Geographic Information systems services.

Duties/Responsibilities
The Remote Sensing/GIS Analyst leads development of remote sensing projects and methodologies. Responsibilities include deriving information products using image processing methods and tools using remotely sensed data (satellite imagery, aerial photography, LiDAR) and geographic information systems; acting as a technical resource for clients; training and assisting junior-level staff, managing project budgets and developing new products; and processing multispectral imagery, LiDAR and hyperspectral imagery.

Minimum Experience/Training
- A minimum of five (5) years’ experience in remote sensing and related disciplines.
- Background in GIS or imagery classification and analysis using commercial software such as ERDAS Imagine, ENVI, eCognition, and ESRI software.
- Understanding of statistics.
- Project coordination/management background.

Minimum Education/Certifications
- Associate’s Degree or higher in GIS, remote sensing or related field or equivalent experience.
- Bachelor’s Degree preferred.

**Senior Remote Sensing/GIS Technician**

The Senior Remote Sensing / GIS Technician provides technical expertise to support operations remote sensing GIS programs, resources and staff, and provides similar technical expertise in support of external resources within the scope of Environmental Consulting and Geographic Information systems services.

**Duties/Responsibilities**
The Senior Remote Sensing/GIS Technician assists in the development of new production processes for the integration of new satellite and aerial remote sensing products/services. Duties include image processing and classification of a variety of sensors including SPOT, Landsat, IKONOS, QuickBird and other multi/hyperspectral sensors. Helps train technicians in the application of remote sensing techniques and production processes.

Minimum Experience/Training
- A minimum of three (3) years’ experience in remote sensing and related disciplines.
- Background in imagery classification and analysis using commercial software such as ERDAS Imagine, ENVI, eCognition, and Feature Analyst extension for ESRI.
- Demonstrated technical expertise and competence in related technical job functions.

Minimum Education/Certifications
- Associate’s Degree or higher in GIS, remote sensing or related field or equivalent experience.

**Senior Program Manager**
The Senior Program Manager provides expertise in program management services in oversight and support of programs, resources and staff, and provides oversight and coordination of similar applicable external resources within the scope of Environmental Consulting and Geographic Information systems services.

**Duties/Responsibilities**
The Senior Program Manager has extensive experience managing diverse, large scale, multimillion dollar projects for a variety of clients. Responsibilities include proposal development, financial planning, contract review, subcontract coordination, budget and schedule control, and client coordination.

Minimum Experience/Training
Twelve (12) years of program management experience.
- Technical expertise in GIS-related disciplines.

Minimum Education/Certifications
- Bachelor’s Degree in relevant course of study and equivalent work experience.
- Master’s Degree preferred.
- Project Manager Professional (PMP) Certification or other relevant certification/licensure.

**Program Manager**
The Program Manager provides program management services in oversight and support of programs, resources and staff, and provides oversight and coordination of similar applicable external resources within the scope of Environmental Consulting and Geographic Information systems services

**Duties/Responsibilities**
The Program Manager has experience managing diverse, large scale, multi-million dollar projects for a variety of clients. Responsibilities include proposal development, financial planning, contract review, subcontract coordination, budget and schedule control, and client coordination.

**Minimum Experience/Training**
- Ten (10) plus years of program management experience.
- Program management experience, from inception to completion.
- Technical expertise in GIS-related disciplines.

**Minimum Education/Certifications**
- Bachelor’s Degree or higher in a relevant field or equivalent experience.
- Master's Degree preferred.
- Project Manager Professional (PMP) Certification or other relevant certification/licensure.

**Offsite Program Manager**
The Offsite Program Manager provides program management services in oversight and support of programs, resources and staff, and provides oversight and coordination of similar applicable external resources within the scope of Environmental Consulting and Geographic Information systems services

**Duties/Responsibilities**
The Offsite Program Manager has experience managing diverse, large scale, multimillion dollar on-site projects for a variety of clients. Responsibilities include proposal development, financial planning, contract review, subcontract coordination, budget and schedule control, and client coordination.

**Minimum Experience/Training**
- Ten (10) years of program management experience.
- Technical expertise in GIS-related disciplines.

**Minimum Education/Certifications**
- Bachelor’s Degree or higher in a relevant field or equivalent work experience.
- Master’s Degree preferred.
- Project Manager Professional (PMP) Certification or other relevant certification/licensure.
**Project Manager – Remote Sensing**
The Project Manager – Remote Sensing provides management services in oversight and support of remote sensing projects, resources and staff, and provides oversight and coordination of similar applicable external resources within the scope of Environmental Consulting and Geographic Information systems services

**Duties/Responsibilities**
The Project Manager – Remote Sensing contributes to proposals as assigned, oversees project timelines and budgets and works directly with clients to ensure project success. Responsibilities include developing project budgets and schedules, managing contract and subcontract issues, troubleshooting operational issues that impact projects. The position provides leadership, direction, and oversight to assigned projects. The position includes assigned responsibilities to throughout the project management lifecycle including proposal writing; project scheduling; project deliverables; production and QC; project budgeting and controlling all aspects of projects in accordance with contract documents.

**Minimum Experience/Training**
- Seven (7) years of project coordination/management experience.
- Technical expertise in GIS-related disciplines.

**Minimum Education/Certifications**
- Bachelor’s Degree or higher in a relevant field or equivalent experience.
- Master’s Degree preferred.
- Project Manager Professional (PMP) Certification or other relevant certification/licensure.

**Project Manager**
The Project Manager provides management services in oversight and support of photogrammetric services, resources and staff, and provides oversight and coordination of similar applicable external resources within the scope of Environmental Consulting and Geographic Information systems services

**Duties/Responsibilities**
The Project Manager contributes to proposals as assigned, oversees project timelines and budgets and works directly with clients to ensure project success. Responsibilities include developing project budgets and schedules, managing contract and subcontract issues, troubleshooting operational issues that impact projects. The position provides leadership, direction, and oversight to assigned projects. The position includes assigned responsibilities to throughout the project management lifecycle including proposal writing; project scheduling; project deliverables; production and QC; project budgeting and controlling all aspects of projects in accordance with contract documents.

**Minimum Experience/Training**
- Seven (7) years of project coordination/management experience.
- Technical expertise in GIS-related disciplines.

**Minimum Education/Certifications**
- Bachelor’s Degree or higher in a relevant field or equivalent experience.
- Master’s Degree preferred.
- Project Manager Professional (PMP) Certification or other relevant certification/licensure.

**Associate Project Manager – Remote Sensing**
The Associate Project Manager – Remote Sensing provides essential project management services in oversight and support of remote sensing projects, resources and staff, and provides oversight and coordination of similar applicable external resources within the scope of Environmental Consulting and Geographic Information systems services

Duties/Responsibilities
The Associate Project Manager – Remote Sensing contributes to proposals as assigned, oversees project timelines and budgets and works directly with clients to ensure project success. Responsibilities include assisting in developing project budgets and schedules, managing contract and subcontract issues, troubleshooting operational issues that impact projects.

Minimum Experience/Training
- Five (5) years of remote sensing project coordination/management experience.
- Technical expertise in GIS-related disciplines.

Minimum Education/Certifications
- Associate’s Degree or higher in a relevant field or equivalent experience.
- Bachelor’s Degree preferred.
- Project Manager Professional (PMP) Certification or other relevant certification/licensure preferred.

II. 541370GIS GEOGRAPHIC INFORMATION SYSTEMS (GIS) SERVICES PROVIDED AT CUSTOMER’S FACILITY

Program Manager
The Program Manager provides program management services in oversight and support of programs, resources and staff, and provides oversight and coordination of similar applicable external resources within the scope of Environmental Consulting and Geographic Information systems services

Duties/Responsibilities
The Program Manager has extensive experience managing diverse, large scale, multi-million dollar projects for a variety of clients. Responsibilities include proposal development, financial planning, contract review, subcontract coordination, budget and schedule control, and client coordination.

Minimum Experience/Training
- Ten (10+) plus years of program management experience.
- Program management experience, from inception to completion.
- Technical expertise in GIS-related disciplines.

Minimum Education/Certifications
- Bachelor’s Degree or higher in a relevant field.
- Project Manager Professional (PMP) Certification or other relevant certification/licensure.

Deputy Program Manager
The Deputy Program Manager provides essential program management services in oversight and support of programs, resources and staff, and provides oversight and coordination of similar applicable external resources within the scope of Environmental Consulting and Geographic Information systems services

Duties/Responsibilities
The Deputy Program Manager assists the program manager with management of large scale programs, monitoring project timelines and working with the client on routine communications.

Minimum Experience/Training

- Five (5) years of project management exposure.
- Technical expertise in GIS-related disciplines.

Minimum Education/Certifications

- Bachelor’s Degree or higher in a relevant field.

Project Analyst

The Project Analyst provides technical expertise and analytical services to support operations project management programs, resources and staff, and provides similar technical expertise in support of external resources within the scope of Environmental Consulting and Geographic Information systems services.

Duties/Responsibilities

The Project Analyst is responsible for maintaining and tracking program-wide workload statistics and distribution across three separate offices, as well as reporting status of individual projects in concert with client objectives. Responsibilities include maintaining and tracking project workload statistics and workload distribution for program-level evaluation, monitoring project schedules, collecting detailed project status and generating status reports for each project, assisting the creation of business cases, and understanding major systems functions and impacts of customer requests, and effectively communicating the impact/implications.

Minimum Experience/Training

- Two (2) years professional experience.
- Ability to use email and calendaring tools (e.g., Microsoft Outlook), computer-based spreadsheets and word processing is required.
- Advanced experience with Microsoft® Excel and working knowledge of Microsoft Project is required.

Minimum Education/Certifications

- Bachelor's Degree from an accredited college or university in a relevant field.
- Exposure to technology courses of study a plus.

Project Manager

The Project Manager provides management services in oversight and support of projects, resources and staff, and provides oversight and coordination of similar applicable external resources within the scope of Environmental Consulting and Geographic Information systems services.

Duties/Responsibilities

The Project Manager position requires experience bringing together teams and successfully managing projects. The position works closely with clients; executes the quality control plan, manages production schedules to meet delivery expectations, and provides regular progress reports. Responsibilities include overseeing all aspects of production, maintaining staffing levels, providing leadership by developing a management team and providing each staff member with a growth path, ensuring fair compensation, assisting with benefit programs, and motivating staff with an overall view of progress. Other responsibilities include creating reports, managing assigned budget, participating in strategic planning sessions and attending meetings.

Minimum Experience/Training
- Demonstrated success as project manager, overseeing work assignments and serving as the primary point of contact with the client.

Minimum Education/Certifications
- Bachelor’s Degree in business or related field.
- Master’s Degree preferred. The equivalent combination of related education and experience will be considered.

**Project Management Specialist**

The Project Management Specialist provides technical expertise, analytical services, and collaboration skills to support project management programs, resources and staff, and provides similar technical expertise and collaboration skills in support of external resources within the scope of Environmental Consulting and Geographic Information systems services.

**Duties/Responsibilities**
The Project Management Specialist works with Program Managers to develop detailed project plans, timelines, and milestones. Report documents will range from Gantt charts, PERT analysis, to annual published work plans and project management websites.

**Minimum Experience/Training**
- Two (2+) plus years of experience in the design, development and maintenance of technical project plans.
- Proficiency in Microsoft Project Professional Edition and Server.

**Minimum Education/Certifications**
- Associate Degree in appropriate field of study; may be substituted for one and one half (1 ½) years of general experience.
- A Bachelor’s Degree is appropriate field of study will be considered as the equivalent to three (3) years of general experience.
- Microsoft Project certification is recommended though not required.

**GIS Analyst Level IV**

**Duties/Responsibilities**
The GIS Analyst Level IV works independently and provide technical assistance and guidance on GIS issues and statistical techniques, solve and provide assistance to others on GIS task oriented problems with only a general description of the desired end product, be responsible for all database requirement models, and details within development task, conduct technical reviews of other GIS analyst work when necessary to solve problems or improve functionality, write papers, develop procedure documentation, develop presentation materials, present projects results to small and large groups, and provide training to others in the use and application of GIS for real world applications. The position will be required to have advanced knowledge of GIS, raster, vector and statistical techniques for analyses, demonstrated ability to solve natural resource related problems with ESRI ARC software products, SDE and/or ArcServer, and will also have knowledge and use of statistical software packages such as S-Plus, R, and ArcGIS Spatial AML, Python, and GDAL.

**Minimum Experience/Training**
- Three (3) years’ experience in the application of GIS and statistical techniques to the analysis of natural resource issues.

**Minimum Education/Certifications**
- Bachelor’s Degree.
A Master’s Degree or PhD in Natural Resources, Natural Sciences, Landscape Architecture, GIS or related field preferred.

GIS Analyst Level III
Duties/Responsibilities
The GIS Analyst Level III develops plans for and create applications and other assigned GIS tasks, will be responsible for all database requirements and details within development tasks, write papers, develop procedure documentation, develop presentation materials and present projects to small and large groups. The position also provides training to others in the use and applications of GIS for real world applications and will have advanced GIS, raster and vector analysis knowledge, experience with data development, SDE and ArcServer, and demonstrated ability to solve natural resource related problems and database development with ERSI ARC software products.
Minimum Experience/Training

A Master’s Degree in Natural Resources, Natural Sciences, Landscape Architecture, GIS or related field preferred.

GIS Analyst Level II
Duties/Responsibilities
The GIS Analyst Level II has technical competency in cartographic productions, GIS data development and QA/QC of spatial data, requires little assistance accomplishing assigned tasks according to plans, write papers, develop procedure documentation and develop presentation materials, presents project results to small and large groups, provides training in the use and application of GIS for real world applications. The position will be competent in producing maps, using raster data, and integration and/or analyzing remotely sensed data in a GIS, will have knowledge of ESRI ARC software products, and will continue to integrate new technology and techniques in the use of application of GIS data.
Minimum Experience/Training

A Bachelor’s Degree in Natural Resources, Natural Sciences, Landscape Architecture or related field.

GIS Analyst Level I
Duties/Responsibilities
The GIS Analyst Level I has proficient and technical competency in GIS data development, and will attain, prepare and document GIS data, digitize and manipulate map projections, have knowledge of ESRI ARC software products, and continue to integrate new technology and techniques in the use of application of GIS data.
Minimum Experience/Training

A Bachelor’s Degree in Natural Resources, Natural Sciences, Landscape Architecture or related field.
Bachelor’s Degree in Natural Resources, Natural Sciences, or Landscape Architecture or related field is a plus.

**Cartographer/GIS Analyst (Senior)**
The Senior Cartographer/GIS Analyst provides expert level functional skills in digital cartographic and GIS mapping project tasks which require thorough knowledge of cartographic mapping, cartographic software and hardware, map lithography and GIS technical subject matter. Has expert knowledge and skill in the use of Adobe Creative Suite software and advanced knowledge and skill in the use of ESRI ArcGIS (including ArcGIS Online) and related software.

**Duties/Responsibilities**
The Senior Cartographer/GIS Analyst plans, designs, and prepares simple to complex cartographic compilations by integrating the most recent digital cartographic, map publishing, and GIS mapping technologies with basic cartographic and map production principals. This includes using corporate data, analog maps and tabular/narrative data as necessary.

The Senior Cartographer/GIS Analyst provides technical direction, map design, resolution of non-routine cartographic problems, implementation and documentation of map production and design, and integration of the final publication or product design. Verifies products are compatible with multiple distribution channels including print, digital, & web publishing.

**Minimum Education/Certifications**
- Bachelor’s degree in Cartography, Geography or Earth Sciences.

**Minimum Experience/Training**
- Ten (10) years of intensive and progressive experience with digital cartography, GIS technology and map making.

Or

**Alternate Requirements**
- Twenty (20) years of intensive and progressive experience with digital cartography, GIS technology and map making accompanied by a High School degree or equivalent.

**Cartographer/GIS Analyst (Intermediate)**
The Intermediate Cartographer/GIS Analyst provides high level functional skills in digital cartographic and GIS mapping project tasks which require a working knowledge of cartographic mapping, cartographic software and hardware, map lithography, and GIS technical subject matter. Has advanced knowledge and skill in the use of Adobe Creative Suite, ESRI ArcGIS (including ArcGIS Online) and related software.

**Duties/Responsibilities**
The Intermediate Cartographer/GIS Analyst plans, designs, and prepares simple to complex cartographic compilations by integrating the most recent digital cartographic, map publishing and GIS mapping technologies with basic cartographic and map production principals. This includes using corporate data, analog maps and tabular/narrative data as necessary.

The Intermediate Cartographer/GIS Analyst assists with implementation and documentation of map publication, resolution of non-routine cartographic problems and design and integration of the final publication or product design. Converts final products for multiple distribution channels including print, digital, & web publishing.

**Minimum Education/Certifications**
- Bachelor’s degree in Cartography, Geography or Earth Sciences.
Four (4) years of intensive and progressive experience with digital cartographic and GIS technology, and map making.

Or

Alternate Requirements

Fourteen (14) years of intensive and progressive experience with digital cartographic and GIS technology, and map making accompanied by a High School degree or equivalent.

**Cartographer/GIS Analyst (Associate)**

The Associate Cartographer/GIS Analyst provides skills in digital cartographic and GIS mapping project tasks, which requires a basic knowledge of cartographic mapping, cartographic software and hardware, map lithography, and GIS technical subject matter. Has basic knowledge and novice skill in the use of Adobe Creative Suite, ESRI ArcGIS (including ArcGIS Online) and related software.

**Duties/Responsibilities**

The Associate Cartographer/GIS Analyst assists in planning, design, and preparation of simple to moderate level cartographic compilations by integrating the most recent digital cartographic, map publishing, and GIS mapping technologies with basic cartographic and map production principals. This includes using corporate data, analog maps and tabular/narrative data as necessary.

The Associate Cartographer/GIS Analyst assists with implementation and documentation in map production and design and integration of the final publication or product design. Resolves routine cartographic problems. Converts final products for multiple distribution channels including print, digital, & web publishing.

**Minimum Education/Certifications**

- Bachelor’s degree in Cartography, Geography or Earth Sciences with some coursework in cartography.

**Minimum Experience/Training**

- None required but some experience with digital cartographic and GIS technology, and map making is desirable.

Or

Alternate Requirements

- Ten (10) years of intensive and progressive experience with digital cartographic and GIS technology, and map making accompanied by a High School degree or equivalent.

**Remote Sensing/GIS Analyst (Senior)**

**Duties/Responsibilities**

The Senior Remote Sensing/GIS Analyst’s responsibilities may include: the coordination and oversight of GIS and Remote Sensing based data capture and analysis projects. Expert knowledge of and demonstrated skill in the use of the following software: ArcGIS (ESRI), Imagine (ERDAS), GRASS, GDAL, eCognition (Trimble), ENVI/IDL (Harris), Geomatica (PCI), R, MATLAB (Mathworks), as well as other scientific programming languages. Tasks may include: predictive spatial modeling, algorithm development for spatio-temporal analyses, digital image pre-processing including geo-registration, orthorectification, and atmospheric/radiometric correction, image analysis and classification, advanced multivariate statistical analysis for modeling and image processing, and advanced knowledge of radiative transfer models.

Additional responsibilities may include: database management and report preparation for various end-users, review and integration of ancillary GIS data from outside sources, correlation of reference field data to GIS layers for model development and accuracy assessment, testing of new remote sensing data sources and image processing software to
determine applicability to project objectives, and internal/external technical transfer of analysis systems and processes. Interface with the data management team, understand end user needs and objectives, optimize workflow, research and keep abreast of all available and applicable data, technology and standards for GIS output, as well as, integrating internal and external resources (staff hardware/software support services) necessary to meet project objectives. Import and export any spatial and/or tabular data with the GIS and remote sensing software. Manipulate and edit in GIS/RS software. Perform advanced programming in scientific languages, such as R, MATLAB and IDL, to automate complex image processing and spatio-temporal analytical tasks. Create and maintain code, using a subversion client, to automate complex or repetitive tasks, as needed. Helps coordinate field collection data for calibration/validation, assess hardware/software needs (i.e. GPS, specialized equipment, field computers, etc.) and the data flow processes involved.

Development of pattern recognition, anomaly detection and multi-temporal data analysis algorithms for analyzing multispectral, hyperspectral and LiDAR datasets. Demonstrated previous success in developing remote sensing algorithms for multispectral, hyperspectral, or LiDAR datasets.

Minimum Education/Certifications

- Master’s degree from an accredited research institution in Forestry, Ecology, Soils, Geology, Hydrology, Geography, Computer Science, Mathematics or Earth Science.
- A PhD and strong publication record in peer-reviewed scientific literature is highly desired for the senior-level position.

Minimum Experience/Training

- Ten (10) years of intensive and progressive experience in a field requiring extensive use of GIS and remote sensing related tools.

Remote Sensing/GIS Analyst (Intermediate)

Duties/Responsibilities

The Intermediate Remote Sensing/GIS Analyst’s responsibilities may include: the coordination and oversight of GIS and Remote Sensing based data capture and analysis projects. Advanced knowledge of and demonstrated skill in the use of the following software: ArcGIS (ESRI), Imagine (ERDAS), GRASS, GDAL, eCognition (Trimble), ENVI/IDL (Harris), Geomatica (PCI), R, MATLAB (Mathworks), as well as other scientific programming languages. Tasks may include: predictive spatial modeling, algorithm development for spatio-temporal analyses, digital image pre-processing including geo-registration, orthorectification, and atmospheric/radiometric correction, image analysis and classification, advanced multivariate statistical analysis for modeling and image processing, and advanced knowledge of radiative transfer models.

Additional responsibilities may include: database management and report preparation for various end-users, review and integration of ancillary GIS data from outside sources, correlation of reference field data to GIS layers for model development and accuracy assessment, testing of new remote sensing data sources and image processing software to determine applicability to project objectives, and internal/external technical transfer of analysis systems and processes.

As directed, the Intermediate Remote Sensing/GIS Analyst will: provide requested data to end users via a GIS database or hard copy products; take queries from team members; create projects and print maps and reports; perform a vast array of spatial and tabular queries using the available tools in the GIS and remote sensing software; import and export any spatial and/or tabular data with the GIS and remote sensing software; manipulate and edit scripts for GIS/RS software in various languages, such as Python, EML, EASI, IDL, VB.Net, C/C++, C#, Java to automate tasks. Assist field data integration, accuracy assessment, hardware/software (GPS, field computers, etc.) and the data flow processes.
involved. Modify code in scientific languages, such as R, MATLAB and IDL, to automate complex image processing and spatio-temporal analytical tasks. Create and maintain code using a subversion client to automate complex or repetitive tasks, as needed. Helps coordinate field collection data for calibration/validation, assess hardware/software needs (i.e. GPS, specialized equipment, field computers, etc.) and the data flow processes involved. Development of pattern recognition, anomaly detection and multi-temporal data analysis algorithms for analyzing multispectral, hyperspectral and LiDAR datasets. Demonstrated previous success in developing remote sensing algorithms for multispectral, hyperspectral, or LiDAR datasets.

Minimum Education/Certifications
- Bachelor’s degree in Forestry, Ecology, Soils, Geology, Hydrology, Geography, Computer Science, Mathematics or Earth Science.
- A Master's degree in same is highly desirable for the intermediate-level position.

Minimum Experience/Training
- Five (5) years of intensive and progressive experience in a field requiring extensive use of remote sensing and GIS related tools.

Or
Alternate Requirements
- Fifteen (15) years of intensive and progressive experience in a field requiring extensive use of remote sensing and GIS related tools accompanied by a High School degree or equivalent.

Remote Sensing/GIS Analyst (Associate)
Duties/Responsibilities
The Associate Remote Sensing/GIS Analyst’s responsibilities may include assisting with GIS and remote sensing based data capture and analysis projects. Experience and demonstrated skill in the use of the following software: ArcGIS (ESRI), Imagine (ERDAS), GRASS, GDAL, eCognition (Trimble), ENVI/IDL (Harris), Geomatica (PCI), R, MATLAB (Mathworks), as well as numerous other programs running on a client’s Intra/Extranet servers. Tasks may include: topographic analysis, surface modeling, digital image pre-processing including geo-registration, orthorectification and atmospheric/radiometric correction, image analysis and classification, database population and auditing, cartography, training, and creation of FGDC compliant metadata.

Additional responsibilities may include: providing assistance with database management and report preparation for various customers, review and integration of ancillary GIS data from outside sources, correlation of reference field data to GIS layers for model development and accuracy assessment, and testing of new remote sensing data and software to determine applicability to project objectives.

As directed, the Associate Remote Sensing/GIS Analyst will provide requested data to end users via a database “front end” or hardcopy products. Take queries from team members; create projects and print maps and reports. Perform a vast array of spatial and tabular queries using the available tools in the GIS and remote sensing software. Import and export any spatial and/or tabular data with the GIS and remote sensing software. The Associate Remote Sensing/GIS Analyst manipulates and edits in GIS and remote sensing mapping software. Performs basic programming in appropriate languages, such as Python, EML, VB.Net, C/C++, C#, Java or EASI to automate GIS/remote sensing tasks. Assists in field data integration, accuracy assessment, hardware/software maintenance (GPS, field computers, etc.) and the data flow processes.

Minimum Education/Certifications
Bachelor’s degree in Forestry, Ecology, Soils, Geology, Hydrology, Geography, Computer Science, Mathematics or Earth Science.

A Master’s degree in any of the same disciplines accounts for one year experience.

Minimum Experience/Training

One (1) year of intensive and progressive experience in a field requiring extensive use of remote sensing and GIS related tools.

Or

Alternate Requirements

Eleven (11) years of intensive and progressive experience in a field requiring extensive use of remote sensing and GIS related tools accompanied by a High School degree or equivalent.

Natural Resources GIS Analyst/Programmer (Senior)

Duties/Responsibilities

The Senior Natural Resources GIS Analyst/Programmer’s responsibilities may include: the coordination of geographic information systems (GIS) projects, building and maintaining a GIS system, and the building and maintaining of a corporate-wide Intranet site to disseminate geospatial maps and other GIS data. Expert knowledge of and demonstrated skill in the use of the following software: ESRI GIS products including ArcGIS desktop, ArcSDE for Oracle, ArcGIS Pro, ArcGIS Online (AGOL) and associated extensions. ArcGIS Server, Collector, Navigator and Explorer for ArcGIS, PL/SQL Developer, and Microsoft Access databases including numerous other related programs running on a client’s Intra/Extranet servers. Tasks may include spatial modeling/analysis, slope, volume, area, and hillshade/viewshed analysis, raster rectification, 3D animations and surface modeling, image analysis, cartography, demographic modeling, linear referencing and dynamic segmentation, route analysis, and creation of FGDC compliant metadata. Provide adhoc training, documentation review and prepare video training modules. Additional responsibilities may include: providing any combination of GIS, GPS/Mobile services to create original mapping, format conversion, infrastructure analysis and facilities management services, database management and report preparation for various customers. Projects require a multitude of applications for a variety of disciplines including, forestry, wildlife, fire, pest management, inventory and modeling, land cover land use analysis, hydrographic and hydrologic profiling, digital orthophoto imagery preparation, planimetric mapping services, demographics, and associated training.

The Senior Natural Resources GIS Analyst/Programmer will interface with technical and program managers to better understand end user needs, requirements and objectives, optimize workflows, research and keep abreast of all available and applicable data, technology and standards for GIS output, as well as, integrating internal and external resources (staff, hardware/software, support services) necessary to meet project objectives/deliverables. If appropriate, provide requested data to end users via a database “front end”, Internet GIS or other end user interface for GIS applications. Using existing queries from team members to create projects and print maps and reports. Perform a vast array of spatial and tabular queries using the available tools in GIS software, including integration with relational databases. Import and export any spatial and/or tabular data with GIS software. Identify, categorize, maintain and update major GIS feature classes.

The Senior Natural Resources GIS Analyst/Programmer manipulates and edits geospatial data using GIS Mapping software. Creates or enhances existing code using advanced scripting/programming languages such as Modelbuilder, Python, SQL, VB.Net, C++, C#, Java to automate GIS tasks and provide custom tools for others. Converts legacy routines to run on the latest GIS and relational database systems. Coordinates with database administrator and team lead to integrate collected data (tabular, spatial and otherwise) into a
comprehensive database. Helps coordinate field data collection, hardware/software (GPS, field computers, etc.) and the data flow processes involved.

Minimum Education/Certifications

- Bachelor’s degree in Forestry, Ecology, Wildlife Biology, Soils, Geology, Hydrology, Geography or Earth Science.
- Master’s degree from an accredited college or university in GIS is highly desired.

Minimum Experience/Training

- Ten (10) years of intensive and progressive experience in a field requiring extensive use of GIS and related tools.

Or

Alternate Requirements

- Twenty (20) years of intensive and progressive experience in a field requiring extensive use of GIS and related tools accompanied by a High School degree or equivalent.

Natural Resources GIS Analyst/Programmer (Intermediate)

Duties/Responsibilities

The Intermediate Natural Resources GIS Analyst/Programmer’s responsibilities may include: building and maintaining a GIS system, and the building and maintaining of a corporate-wide Intranet site to disseminate geospatial maps and other GIS data. Knowledge of and demonstrated skill in the use of the following software: ESRI GIS products including ArcGIS desktop, ArcSDE for Oracle, ArcGIS Pro, AGOL and associated extensions. ArcGIS Server, Collector, Navigator and Explorer for ArcGIS, PL/SQL Developer, and Microsoft Access databases including numerous other related programs running on a client’s Intra/Extranet servers. Tasks may include spatial modeling/analysis, slope, volume, area, and hillshade/viewshed analysis, raster rectification, 3D animations and surface modeling, image analysis, cartography, demographic modeling, linear referencing and dynamic segmentation, route analysis, and creation of FGDC compliant metadata. Provide adhoc training, documentation review and prepare video training modules. Additional responsibilities may include: providing any combination of GIS, GPS/Mobile services to create original mapping, format conversion, infrastructure analysis and facilities management services, database management and report preparation for various customers. Projects require a multitude of applications for a variety of disciplines including, forestry, wildlife, fire, pest management, inventory and modeling, land cover land use analysis, hydrographic and hydrologic profiling, digital orthophoto imagery preparation, planimetric mapping services, demographics, and associated training.

As directed, the Intermediate Natural Resources GIS Analyst/Programmer will perform a vast array of spatial and tabular queries using the available tools in GIS software, including integration with relational databases. Import and export any spatial and/or tabular data with GIS software. Maintain and update major GIS feature classes.

The Intermediate Natural Resources GIS Analyst/Programmer manipulates and edits geospatial data using GIS Mapping software. Creates or enhances existing code using advanced scripting/programming languages such as Modelbuilder, Python, SQL, VB.Net, C++, C#, Java to automate GIS tasks and provide custom tools for others. Converts legacy routines to run on the latest GIS and relational database systems. Coordinates with database administrator and team lead to integrate collected data (tabular, spatial and otherwise) into a comprehensive database. Helps coordinate field data collection, hardware/software (GPS, field computers, etc.) and the data flow processes involved.

Minimum Education/Certifications

- Bachelor’s degree in Forestry, Ecology, Wildlife Biology, Soils, Geology, Hydrology, Geography or Earth Science.
Master’s degree from an accredited college or university in GIS is highly desired.

Minimum Experience/Training
- Five (5) years of intensive and progressive experience in a field requiring extensive use of GIS and related tools.
- Or

Alternate Requirements
- Fifteen (15) years of intensive and progressive experience in a field requiring extensive use of GIS and related tools accompanied by a High School degree or equivalent.

Natural Resources GIS Analyst/Programmer (Associate)

Duties/Responsibilities
The Associate Natural Resources GIS Analyst/Programmer’s responsibilities may include:
- assisting with the building and maintaining a GIS system, and the building and maintaining of a corporate-wide Intranet site to disseminate geospatial maps and other GIS data.
- Knowledge of the use of the following software: ESRI GIS products including ArcGIS desktop, ArcSDE for Oracle, ArcGIS Pro, AGOL and associated extensions. ArcGIS Server, Collector, Navigator and Explorer for ArcGIS, and Microsoft Access databases including numerous other related programs running on a client’s Intra/Extranet servers.
- Tasks may include assisting in modeling/analysis, slope, volume, area, and hillshade/viewshed analysis. Assist with cartography, linear referencing and dynamic segmentation, route analysis, and creation of FGDC compliant metadata. Assist with adhoc training and documentation writing modules.
- Additional responsibilities may include: providing assistance with any combination of GIS, GPS/Mobile services to create original mapping, format conversion, infrastructure analysis and facilities management services, database management and report preparation for various customers. Projects require a multitude of applications for a variety of disciplines including, forestry, wildlife, fire, pest management, inventory and modeling, land cover land use analysis, hydrographic and hydrologic profiling, digital orthophoto imagery preparation, planimetric mapping services, demographics, and associated training.
- As directed, the Associate Natural Resources GIS Analyst/Programmer assists in a vast array of spatial and tabular queries using the available tools in the GIS software. Import and export any spatial and/or tabular data with the GIS software.
- The Associate Natural Resources GIS Analyst/Programmer manipulates and edits using GIS Map software. Assists with simple programming code using scripting/programming languages such as Modelbuilder, Python, and SQL to automate GIS tasks and tools for others. Assists in the conversion of outdated routines to run on the latest GIS and relational database systems.

Minimum Education/Certifications
- Bachelor’s degree in Forestry, Ecology, Wildlife biology, Soils, Geology, Hydrology, Geography or Earth Science.
- Master’s degree from an accredited college or university in GIS is highly desired.
- One (1) year of intensive and progressive experience in a field requiring extensive use of GIS and related tools.
- Master’s degree in GIS accounts for one (1) year experience.
- Or

Alternate Requirements
- Eleven (11) years of intensive and progressive experience in a field requiring extensive use of GIS and related tools accompanied by a High School degree or equivalent.
GIS Mapping Technician (Senior)
The Senior GIS Mapping Technician provides high-level functional and analysis skills in Geographic Information Systems (GIS) integration, documentation and implementation; assists with problem solving, which requires a thorough knowledge of GIS technical subject matter. Applies principles and methods of the functional area to difficult problems in technical areas to arrive at automated solutions.

Duties/Responsibilities
The Senior GIS Mapping Technician plans, designs, and prepares technical reports and related documentation. Plans, designs, and accomplishes work related to data capture, scanning, digitizing, controlled aerial photo-to-map data transfer, map attributing, editing, plotting and reporting. Completes simple to highly complex GIS tasks for database queries, feature class edge-matching, overlaying, updating, appending, map design, map edit, and data conversion.

Minimum Education/Certifications
- High School graduate or equivalent.
- Minimum Experience/Training
- Ten (10) years of intensive and progressive experience in GIS technology, database and analysis of subject matter closely related to the work to be accomplished.

GIS Mapping Technician (Intermediate)
The Intermediate GIS Mapping Technician provides mid-level functional and analysis skills in Geographic Information Systems (GIS) integration, documentation, and implementation, assists with problem solving, which requires a thorough knowledge of GIS technical subject matter. Applies principles and methods of the functional area to difficult problems in technical areas to arrive at automated solutions.

Duties/Responsibilities
The Intermediate GIS Mapping Technician designs and prepares technical reports and related documentation. Performs routine data capture, scanning, digitizing, controlled aerial photo-to-map data transfer, map attributing, editing, plotting and reporting. Completes simple to moderately complex GIS tasks for database queries, feature class edge-matching, overlaying, updating, appending, map design, map edit, and data conversion.

Minimum Education/Certifications
- High School graduate or equivalent.
- Minimum Experience/Training
- Five (5) years of intensive and progressive experience in GIS technology, database and analysis of subject matter closely related to the work to be accomplished.
- A GIS Technical Certificate may substitute for one (1) year experience.

GIS Mapping Technician (Associate)
The Associate GIS Mapping Technician provides basic-level skills in Geographic Information Systems (GIS) integration, documentation, and implementation. Assists with problem solving, which requires a thorough knowledge of GIS technical subject matter.

Duties/Responsibilities
The Associate GIS Mapping Technician designs and prepares technical reports and related documentation. Performs routine data capture, scanning, digitizing, controlled aerial photo-to-map data transfer, map attributing, editing, plotting and reporting. Completes simple GIS tasks, including database queries, feature class edge-matching, overlaying, updating, appending, map design, map edit and data conversion.

Minimum Education/Certifications
- High School graduate or equivalent.

Minimum Experience/Training

- One (1) year of intensive and progressive experience in GIS technology, database and analysis of subject matter closely related to the work to be accomplished.
- A GIS Technical Certificate may substitute for one (1) year experience.

III. 541370GEO (EARTH OBSERVATION SOLUTIONS SERVICES) AND 54151S (INFORMATION TECHNOLOGY PROFESSIONAL SERVICES) PROVIDED AT CONTRACTOR'S FACILITY

Principal Scientist

Duties/Responsibilities
The principal scientist provides specialized advice and expertise on complex technical programs and reports directly to executive management. Duties include performing a variety of systems analysis, design and/or engineering tasks of a broad and innovative nature, and mentoring technical team members of all levels. Develops vision and strategy for scientific and research and development programs. Manages other scientists and technical staff. Represents the company on advisory groups and panels.

Minimum Experience/Training

- 10 years experience.

Minimum Education/Certifications

- PhD in a scientific or technical field.

Senior Scientist

Duties/Responsibilities
The senior scientist provides specialized advice on complex technical programs, serving as a technical resource for multiple departments and acting as a project team lead. Responsibilities include systems analysis, design and/or engineering tasks.

Minimum Experience/Training

- 10 years experience.

Minimum Education/Certifications

- Master’s degree in a scientific or technical field.

Scientist

Duties/Responsibilities
The scientist provides specialized advice on complex technical programs, serving as a technical resource for multiple departments. Responsibilities include systems analysis, design and/or engineering tasks.

Minimum Experience/Training

- 7 years experience.

Minimum Education/Certifications

- Master’s degree in a scientific or technical field.

Product Manager

Duties/Responsibilities
The product manager oversees the coordination of information and Internet-based products throughout their lifecycle, from strategic definition to end-of-life planning. This
Role is responsible for the product planning and execution throughout the product lifecycle, including: gathering and prioritizing product and customer requirements, defining the product vision, and working closely with engineering, sales, and marketing to ensure customer goals are met. The product manager’s job also includes ensuring that the product supports the company’s overall strategy and goals. Responsibilities include developing the product strategy; translating customer/clients needs into new features and new services; writing product specifications; and teaming with clients to implement Sanborn products.

**Minimum Experience/Training**
- 8-10 years of experience in a technical environment.
- 5-7 years of product development experience.

**Minimum Education/Certifications**
- Bachelor’s degree or higher in relevant course of study, such as computer science or business.
- Safety and Security experience preferred (ASIS certification).

**Senior Software Architect**

**Duties/Responsibilities**
The senior software architect is responsible for the successful technical implementation of software development projects. This position architects and designs enterprise software systems, including desktop, smart client, web services and web applications. Responsibilities include leading a team of developers and architects and providing consulting and leadership to internal and external customers in the areas of software architecture, project design, development process, and software coding.

**Minimum Experience/Training**
- 10+ years of progressive experience in software development.

**Minimum Education/Certifications**
- Bachelor’s degree or higher in a relevant field, such as computer science, information technology, or engineering.
- Technical certifications as required.

**Software Architect**

**Duties/Responsibilities**
The software architect is responsible for the successful technical implementation of software development projects. This position architects and designs enterprise software systems, including desktop, smart client, web services and web applications. Responsibilities include leading a team of developers and providing consulting and leadership to internal and external customers in the areas of software architecture, project design, development process, and software coding.

**Minimum Experience/Training**
- 8 years of progressive experience in software development.

**Minimum Education/Certifications**
- Bachelor’s degree or higher in a relevant field, such as computer science, information technology, or engineering.
- Technical certifications as required.

**Senior Software Developer**

**Duties/Responsibilities**
The senior software developer designs, implements, tests, documents, and maintains enterprise software applications including desktop, smart client and web services components. Acts as a project team leader and technical manager for assigned projects.

**Minimum Experience/Training**
- Five years experience as a software developer.
- Demonstrated experience designing, developing and delivering enterprise scale solutions on relevant platforms.

**Minimum Education/Certifications**
- Bachelor’s degree or higher in a relevant field, such as computer science, information technology, or engineering.
- Technical certifications as required.

**Software Developer Duties/Responsibilities**
The software developer develops and supports customized applications. Responsibilities include developing procedures, programs and scripts to facilitate the entry, delivery, manipulation, and archiving of data; testing, documenting, and maintaining software applications and diagnosing and fixing software problems.

**Minimum Experience/Training**
- Software development experience.

**Minimum Education/Certifications**
- Bachelor’s degree or higher in a relevant field, such as computer science, information technology, or engineering.

**Senior Data Analyst Duties/Responsibilities**
The senior data analyst is responsible for analyzing system data requirements and creating logical and physical models of data flow. This position also analyzes complex data systems; documents data flow, relationships and dependencies; and develops automated and reusable routines for extracting information as needed from database systems.

**Minimum Experience/Training**
- Five years experience.

**Minimum Education/Certifications**
- Bachelor’s degree or higher in a relevant field, such as computer science, information technology, or engineering.
- Technical certifications as required.

**Data Analyst Duties/Responsibilities**
The data analyst is responsible for analyzing system data requirements and creating logical and physical models of data flow. This position also analyzes complex data systems; documents data flow, relationships and dependencies; and develops automated and reusable routines for extracting information as needed from database systems.

**Minimum Experience/Training**
- Database/systems experience.

**Minimum Education/Certifications**
Bachelor’s degree in a relevant field, such as computer science, information systems, engineering or a relevant field.

Technical certifications as required.

**Senior Information Technology Specialist**

**Duties/Responsibilities**
The Senior Information Technology Specialist brings technical and managerial expertise; plans and manages IT systems strategy and implementation; acts as a liaison between information technology and other departments, effectively communicating technical information and plans to internal and external clients; and provides leadership in functional areas such as systems operations, LAN/WAN architecture, and hardware and software support.

**Minimum Experience/Training**
- 10 years of experience in information technology.
- Project management background.

**Minimum Education/Certifications**
- Bachelor’s degree or higher in a relevant field, such as computer science, information technology, or engineering.

**Information Technology Technician**

**Duties/Responsibilities**
The Information Technology Technician performs a variety of tasks related to software, hardware, databases, and networks. Responsibilities include performing stress and performance tests on a variety of computer hardware including circuit boards, processors and wiring.

**Minimum Experience/Training**
- Three years of experience in IT.

**Minimum Education/Certifications**
- Associate’s degree or higher in a relevant field, or equivalent certificate or equivalent experience.

**Database Administrator**

**Duties/Responsibilities**
The database administrator manages, monitors and databases, ensuring database integrity, stability and system availability. Responsibilities include maintaining database backup and recovery infrastructure and making requested changes, updates and modifications to database structure and data.

**Minimum Experience/Training**
- Three years of experience in major relational database languages and applications such as Microsoft SQL Server or Oracle.

**Minimum Education/Certifications**
- Bachelor’s degree in a relevant field, such as computer science, information technology, or engineering.

**Senior Database Developer**

**Duties/Responsibilities**
The senior database developer designs, implements, and maintains software for databases. This position provides technical support, consulting, and technical leadership, particularly in the areas of relational database systems. Responsibilities include evaluating and designing DBMS schemas; analyzing, designing, implementing, testing, documenting, and maintaining software applications, primarily for databases; installing, maintaining, and administering database software and ESRI products such as ArcSDE, including patches, upgrades, archives, management of users, etc.

**Minimum Experience/Training**
- Five years of experience in development of major enterprise databases such as Microsoft SQL Server, Oracle or IBM.

**Minimum Education/Certifications**
- Bachelor’s degree or higher in a relevant field, such as computer science, information technology, or engineering.

**Database Developer**

**Duties/Responsibilities**
The database developer creates database objects and structures for data storage, retrieval and reporting according to project specifications; implements and tests database design and functionality; and designs and develops backend database interfaces to web and e-commerce applications.

**Minimum Experience/Training**
- Three years of experience in development of major enterprise databases such as Microsoft SQL Server, Oracle or IBM.

**Minimum Education/Certifications**
- Bachelor’s degree or higher in a relevant field, such as computer science, information technology, or engineering.
- Professional certifications as applicable such as Oracle Certified Database Administrator or Microsoft Certified Database Administrator.

IV. 541370GEO (EARTH OBSERVATION SOLUTIONS SERVICES) AND 54151S (INFORMATION TECHNOLOGY PROFESSIONAL SERVICES) PROVIDED AT CUSTOMER’S FACILITY

**Database Programmer (Senior)**

**Duties/Responsibilities**
Demonstrated ability in leading efforts to analyze, design, construct, test and maintain specialized computer applications, database applications and utility programs related to forestry, vegetation inventory and natural resource information. Must have demonstrated expert skills in programming, knowledge and use of ESRI’s ArcGIS Server, ArcGIS Mobile, and ArcGIS Online, .Net, C#, C++, Python, ArcPython SQL, ArcObjects and/or Java, for developing and maintaining database loading, updating, extracting and reporting utilities. Assist with development and deployment of mobile applications across multiple program areas. This includes applications for public communication, engagement, publishing recreation data, and using feature services for GIS field data collection. Ability to deploy ESRI’s ArcGIS Server focused web and mobile services/applications using runtime SDKs or newer development environments as needed. Provides key relational database programming skills to a small team of GIS, Natural Resource and web communication professionals in application and software design, development and maintenance of existing databases and associated computer programs. Expert knowledge
of relational databases, Oracle and Microsoft Access required. Demonstrated working knowledge of GIS technology. Ability to teach Mobile GIS technology to staff and to maintain mobile applications using ArcPad Studio and runtime SDKs. Experience with Microsoft and Linux operating systems necessary.

**Minimum Experience/Training**

- Ten (10) years of intensive and progressive experience in relational database programming.

**Minimum Education/Certifications**

- Bachelor’s degree in Computer Science, mathematics or other related science with a minor in database programming. Master’s Degree highly desired.

**Database Programmer (Intermediate)**

**Duties/Responsibilities**

Analyze, design, construct, test, and maintain specialized computer applications, database applications and utility programs related to forestry, vegetation inventory and natural resource information. Must have demonstrated skills in programming knowledge and use of ESRI’s ArcGIS Server, ArcGIS Mobile, and ArcGIS Online, .Net, C#, C++, Python, SQL, and/or Java, for developing and maintaining database loading, updating, extracting and reporting utilities. Assist with development and deployment of mobile applications across multiple program areas. This includes applications for public communication, engagement, publishing recreation data, and using feature services for GIS field data collection. Ability to deploy ESRI’s ArcGIS Server focused web and mobile services/applications using runtime SDKs or newer development environments as needed. Provides relational database programming skills to a small team of GIS, Natural Resource and web communication professionals in application and software design, development and maintenance of existing databases and associated computer programs. Demonstrated knowledge of relational databases, Oracle and Microsoft Access required. Assist with teaching Mobile GIS technology to staff and to maintain mobile applications using ArcPad Studio and runtime SDKs. Working knowledge of GIS technology desired. Experience with Microsoft and Linux operating systems necessary.

**Minimum Experience/Training**

- Five (5) years of intensive and progressive experience in a relational database programming.

**Minimum Education/Certifications**

- Bachelor’s degree in Computer Science, Mathematics or other related Science with a minor in database programming. Master’s Degree highly desired.

**Database Programmer (Associate)**

**Duties/Responsibilities**

Assists in analyzing, designing, construction, testing, and maintaining computer applications, database applications, and utility programs related to forestry, vegetation inventory and natural resource information. Skills in programming, knowledge and use of ESRI’s ArcGIS Server, ArcGIS Mobile, and ArcGIS Online, .Net, C#, C++, Python, SQL and/or Java, for developing and maintaining database loading, updating, extracting and reporting utilities. Assist with development and deployment of mobile applications across multiple program areas. This includes applications for public communication, engagement, publishing recreation data, and using feature services for GIS field data collection. Ability to deploy ESRI’s ArcGIS Server focused web and mobile services/applications using runtime SDKs or newer development environments as needed. Assists in providing
relational database programming skills to a small team of GIS, Natural Resource and web communication professionals in application and software design, development and maintenance of existing databases and associated computer programs. Working knowledge of relational databases, Oracle and Microsoft Access required. Assist with teaching Mobile GIS technology to staff and to maintain mobile applications using ArcPad Studio and runtime SDKs. Knowledge of GIS technology desired. Experience with Microsoft and Linux operating systems necessary.

**Minimum Experience/Training**

- One (1) year of intensive and progressive experience in relational database programming. Master’s degree in GIS accounts for one (1) year experience.

**Minimum Education/Certifications**

- Bachelor’s degree in Computer Science, Mathematics or other related Science with a minor in database programming. Master’s degree highly desired.

**Software Programmer (Senior)**

**Duties/Responsibilities**

Demonstrated ability in leading efforts to analyze, design, construct, test and maintain specialized computer applications software and utility programs related to forestry, vegetation inventory and natural resource information. Must have demonstrated expert skills in programming knowledge and use of ESRI's ArcGIS Server, ArcGIS Mobile, and ArcGIS Online, .Net, C#, C++, Python, SQL, HTML5, Objective C, Swift, and/or Java. Assist with development and deployment of mobile applications across multiple program areas. This includes applications for public communication, engagement, publishing recreation data, and using feature services for GIS field data collection. Ability to deploy ESRI’s ArcGIS Server focused web and mobile services/applications using runtime SDKs or newer development environments as needed. Provides key programming skills to a small team of GIS, Database, Natural Resource, and web communication professionals in application and software design, development and maintenance of existing computer programs. Ability to teach Mobile GIS technology to staff and to maintain mobile applications using ArcPad Studio and runtime SDKs. Working knowledge of relational databases and GIS technology. Experience with Microsoft and Linux operating systems necessary.

**Minimum Experience/Training**

- Ten (10) years of intensive and progressive experience in computer programming.

**Minimum Education/Certifications**

- Bachelor’s degree in Computer Science, Mathematics or other related Science with a minor in computer programming. Master’s degree highly desired.

**Software Programmer (Intermediate)**

**Duties/Responsibilities**

Analyze, design, construct, test and maintain specialized computer applications software and utility programs related to Forestry, vegetation inventory, and natural resource information. Demonstrated high skills in programming knowledge and the use of ESRI’s ArcGIS Server, ArcGIS Mobile, and ArcGIS Online, .Net, C#, C++, Python, SQL, HTML5, Objective C, Swift and/or Java. Assist with development and deployment of mobile applications across multiple program areas. This includes applications for public communication, engagement, publishing recreation data, and using feature services for GIS field data collection. Assist with deployment using ESRI’s ArcGIS Server focused web and mobile services/applications using runtime SDKs or newer development environments as
needed. Provides programming skills to a small team of GIS, database, Natural Resource, and web communication professionals in application and software design, development and maintenance of existing computer programs. Assist with teaching Mobile GIS technology to staff and to maintain mobile applications using ArcPad Studio, runtime SDKs or newer development environments as needed. Working knowledge of relational database and GIS technology is highly desired. Experience with Microsoft and Linux operating systems necessary.

**Minimum Experience/Training**

- Five (5) years of intensive and progressive experience in computer programming.

**Minimum Education/Certifications**

- Bachelor’s degree in Computer Science, Mathematics or other related Science with a minor in computer programming. A Master's degree is highly desired.

**Software Programmer (Associate)**

**Duties/Responsibilities**

Assist others to analyze, design, construct, test and maintain specialized computer applications software and utility programs related to Forestry, vegetation inventory and natural resource information. Skilled in programming knowledge and use of ESRI's ArcGIS Server, ArcGIS Mobile, and ArcGIS Online, .Net, C#, C++, Python, SQL, HTML5, Objective C, Swift and/or Java. Assist with development and deployment of mobile applications across multiple program areas. This includes applications for public communication, engagement, publishing recreation data, and using feature services for GIS field data collection. Assist with deployment using ESRI's ArcGIS Server focused web and mobile services/applications using runtime SDKs or newer development environments as needed. Assists in providing programming skills to a small team of GIS, Database and Natural Resource and web communication professionals in application and software design, development and maintenance of existing computer programs. Assist with teaching Mobile GIS technology to staff and to maintain mobile applications using ArcPad Studio and runtime SDKs. Knowledge of relational database and GIS technology highly desired. Knowledge of MICROSOFT and LINUX operating systems necessary.

**Minimum Experience/Training**

- One (1) year of intensive and progressive experience in computer programming. Masters degree in GIS accounts for one (1) year experience.

**Minimum Education/Certifications**

- Bachelor’s degree in Computer Science, Mathematics or other related Science with a minor in computer programming. A Master’s degree is highly desired.
GSA Contract Software Maintenance Services Price

The Sanborn Software Maintenance price under SIN 54151 (Software Maintenance Services) is identified in the table below.

<table>
<thead>
<tr>
<th>MFR Part Number</th>
<th>Product Description</th>
<th>GSA Price with IFF</th>
<th>Warranty</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sanborn Software Maintenance Services</td>
<td>20% of the Selected 511210 Product Price + .75% IFF*</td>
<td>As defined in the End User License Agreement (EULA)</td>
<td></td>
</tr>
</tbody>
</table>

* Price is inclusive of the discounts already contained in the product price; no additional discounts are being offered.

GSA Contract Products Prices (Inclusive of 0.75% IFF)

The products pricing, including IFF, under SINs 511210 (Software Licenses (Perpetual)) and 541370GEO (Earth Observation Solutions Products) are identified in the table below.
<table>
<thead>
<tr>
<th>Product</th>
<th>Product Description</th>
<th>GSA Discount Included in GSA Price</th>
<th>GSA Price with IFF</th>
<th>Warranty</th>
<th>Country of Origin</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sanborn 3D Buildings Data</strong></td>
<td><strong>BD 0 &amp; BD 1 Building Range Data</strong></td>
<td><em>Data source (stereo images and building images) must be other Sanborn imagery or Government supplied imagery which meets the minimum requirements for 3D Buildings Data</em></td>
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<tr>
<td><em>BD 0 &amp; BD 1 Building Range Minimum Fee if Building Counts &lt; Initial Range – In Addition to the per building charge (price/building)</em></td>
<td>Perpetual Software License / All License Types</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$1,813.60</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
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<td><strong>BD 0</strong> Domestic (*5000-10,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$0.57</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>Perpetual Software License / Site License</td>
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<td>$0.68</td>
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<td>Product Description</td>
<td>GSA Discount Included in GSA Price</td>
<td>GSA Price with IFF</td>
<td>Warranty</td>
<td>Country of Origin</td>
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<td>$ 1.43</td>
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<td>BD 0** International (200,000,001-500,000,001 bldgs) (price/building)</td>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
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<td>GSA Discount Included in GSA Price</td>
<td>GSA Price with IFF</td>
<td>Warranty</td>
<td>Country of Origin</td>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
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**BD 2 & BD 3 Building Range Data**

**Data source (stereo images and building images) must be other Sanborn imagery or Government supplied imagery which meets the minimum requirements for 3D Buildings Data**

<table>
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<tr>
<th>Product</th>
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<th>GSA Discount Included in GSA Price</th>
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<tr>
<td>BD 2 International (*500-1000 bldgs) (price/building)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 2.72</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
</tr>
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<td>BD 2 International (*500-1000 bldgs) (price/building)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 3.81</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
</tr>
<tr>
<td>BD 2 International (*500-1000 bldgs) (price/building)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 5.71</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 2 International (1001-10,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 1.70</td>
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<td>US</td>
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<tr>
<td>BD 2 International (1001-10,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 2.04</td>
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<td>BD 2 International (1001-10,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 2.86</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
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<tr>
<td>BD 2 International (1001-10,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Enterprise License</td>
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<td>$ 4.28</td>
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<td>US</td>
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<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 1.21</td>
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<td>BD 2 International (10,001-50,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Site License</td>
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<td>$ 1.45</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>GSA Price with IFF</td>
<td>Warranty</td>
<td>Country of Origin</td>
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<td>BD 2 International (10,001-50,000 bldgs) (price/building)</td>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 2.03</td>
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<td>$ 3.05</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 0.98</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 1.65</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>BD 2 International (50,001-100,000 bldgs) (price/building)</td>
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<td>BD 2 International (100,001-200,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 0.83</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>BD 2 International (100,001-200,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
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<td>BD 2 International (100,001-200,000 bldgs) (price/building)</td>
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<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>GSA Price with IFF</td>
<td>Warranty</td>
<td>Country of Origin</td>
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<td>BD 2 International (100,001-200,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 2.09</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
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<tr>
<td>BD 2 International (200,001-500,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 0.72</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
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<tr>
<td>BD 2 International (200,001-500,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 0.86</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
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<tr>
<td>BD 2 International (200,001-500,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 1.21</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
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<tr>
<td>BD 2 International (200,001-500,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 1.81</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
</tr>
<tr>
<td>BD 2 International (500,001-1,000,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 0.70</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>BD 2 International (500,001-1,000,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 0.83</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
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<tr>
<td>BD 2 International (500,001-1,000,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 1.17</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 2 International (500,001-1,000,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 1.75</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>GSA Discount Included in GSA Price</td>
<td>GSA Price with IFF</td>
<td>Warranty</td>
<td>Country of Origin</td>
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<tr>
<td>BD 2 International (1,000,001-2,000,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 0.67</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>BD 2 International (1,000,001-2,000,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 0.81</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
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<tr>
<td>BD 2 International (1,000,001-2,000,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 1.13</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
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<tr>
<td>BD 2 International (1,000,001-2,000,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 1.69</td>
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<td>US</td>
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<tr>
<td>BD 2 International (2,000,001-4,000,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 0.66</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 2 International (2,000,001-4,000,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 0.80</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 2 International (2,000,001-4,000,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 1.12</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 2 International (2,000,001-4,000,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 1.68</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 2 International (4,000,001 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 0.81</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
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<tr>
<td>Product</td>
<td>Product Description</td>
<td>GSA Discount Included in GSA Price</td>
<td>GSA Price with IFF</td>
<td>Warranty</td>
<td>Country of Origin</td>
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<td>BD 2 International (4,000,001 bldgs)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$0.97</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>(price/building)</td>
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<td>BD 2 International (4,000,001 bldgs)</td>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
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<td>BD 2 International (4,000,001 bldgs)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$2.04</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 3** Domestic (*500-1000 bldgs)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$4.53</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>BD 3** Domestic (*500-1000 bldgs)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$5.44</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>BD 3** Domestic (*500-1000 bldgs)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$7.62</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>BD 3** Domestic (*500-1000 bldgs)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$11.43</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 3** Domestic (1001-10,000 bldgs)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$3.59</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>BD 3** Domestic (1001-10,000 bldgs)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
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<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>(price/building)</td>
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<td>BD 3** Domestic (1001-10,000 bldgs)</td>
<td>Perpetual</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$6.03</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>Product Description</td>
<td>GSA Discount Included in GSA Price</td>
<td>GSA Price with IFF</td>
<td>Warranty</td>
<td>Country of Origin</td>
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<tr>
<td>Software License / Multi-Agency License</td>
<td>Additional Dollar Volume Discounts</td>
<td>$9.05</td>
<td>User License Agreement (EULA)</td>
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<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$2.83</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$3.40</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$4.76</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>$7.14</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$2.77</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$2.72</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$3.81</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>Perpetual</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$5.71</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
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<tr>
<td>Product Description</td>
<td>GSA Discount Included in GSA Price</td>
<td>GSA Price with IFF</td>
<td>Warranty</td>
<td>Country of Origin</td>
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<tr>
<td>Software License / Enterprise License</td>
<td>Additional Dollar Volume Discounts</td>
<td></td>
<td>User License Agreement (EULA)</td>
<td>US</td>
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<tr>
<td>BD 3** Domestic (100,001-200,000 bldgs) (price/building)</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 1.89</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>BD 3** Domestic (100,001-200,000 bldgs) (price/building)</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 2.27</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>BD 3** Domestic (100,001-200,000 bldgs) (price/building)</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 3.17</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 3** Domestic (100,001-200,000 bldgs) (price/building)</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 4.76</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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©2022, The Sanborn Map Company, Inc., ALL RIGHTS RESERVED.
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**BD 4 & BD 5 Building Range Data**

**Data source (stereo images and building images) must be other Sanborn imagery or Government supplied imagery which meets the minimum requirements for 3D Buildings Data**

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<td>BD 4** Domestic (10,001-100,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$6.05</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>BD 4** Domestic (10,001-100,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$7.25</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>BD 4** Domestic (10,001-100,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$10.16</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 4** Domestic (10,001-100,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$15.23</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 4** Domestic (100,001-200,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$4.91</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>BD 4** Domestic (100,001-200,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$5.89</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>Product</td>
<td>Product Description</td>
<td>GSA Discount Included in GSA Price</td>
<td>GSA Price with IFF</td>
<td>Warranty</td>
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<tr>
<td>BD 4** Domestic (100,001-200,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 8.25</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 4** Domestic (100,001-200,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 12.38</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>BD 4** Domestic (200,001-400,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 4.23</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 4** Domestic (200,001-400,000 bldgs) (price/building)</td>
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<td>$ 5.08</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>Perpetual Software License / Multi-Agency License</td>
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<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 10.66</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>BD 4** Domestic (400,001-800,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 3.78</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
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<td>BD 4** Domestic (400,001-800,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 4.53</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 4** Domestic (400,001-800,000 bldgs) (price/building)</td>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 6.35</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>Product</td>
<td>Product Description</td>
<td>GSA Discount Included in GSA Price</td>
<td>GSA Price with IFF</td>
<td>Warranty</td>
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<td>BD 4** Domestic (400,001-800,000 bldgs) (price/building)</td>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$9.52</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 4** Domestic (800,001 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$3.02</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>BD 4** Domestic (800,001 bldgs) (price/building)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$3.63</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>BD 4** Domestic (800,001 bldgs) (price/building)</td>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$5.08</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>BD 4** Domestic (800,001 bldgs) (price/building)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$7.62</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
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<td>BD 4** International (*100-1,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$9.07</td>
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<td>BD 4** International (*100-1,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Site License</td>
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<td>$10.88</td>
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<td>BD 4** International (*100-1,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$15.23</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>BD 4** International (*100-1,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$22.85</td>
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</tr>
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<td>Product</td>
<td>Product Description</td>
<td>GSA Discount Included in GSA Price</td>
<td>GSA Price with IFF</td>
<td>Warranty</td>
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<tr>
<td>BD 4** International (1,001-10,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
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<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$8.61</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>BD 4** International (1,001-10,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$12.06</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>BD 4** International (1,001-10,000 bldgs) (price/building)</td>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$18.09</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>BD 4** International (10,001-100,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$6.05</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>BD 4** International (10,001-100,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$7.25</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>BD 4** International (10,001-100,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$10.16</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>BD 4** International (10,001-100,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$15.23</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>BD 4** International (100,001-200,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$4.91</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>Product</td>
<td>Product Description</td>
<td>GSA Discount Included in GSA Price</td>
<td>GSA Price with IFF</td>
<td>Warranty</td>
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<tr>
<td>BD 4** International (100,001-200,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 5.89</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
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<td>BD 4** International (100,001-200,000 bldgs) (price/building)</td>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 12.38</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 4** International (200,001-400,000 bldgs) (price/building)</td>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 4.23</td>
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<td>BD 4** International (200,001-400,000 bldgs) (price/building)</td>
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<tr>
<td>BD 4** International (200,001-400,000 bldgs) (price/building)</td>
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<td>BD 4** International (200,001-400,000 bldgs) (price/building)</td>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 10.66</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 4** International (400,001-800,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 3.78</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>BD 4** International (400,001-800,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 4.53</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 4** International (400,001-800,000 bldgs) (price/building)</td>
<td>Perpetual</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 6.35</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>Product</td>
<td>Product Description</td>
<td>GSA Discount Included in GSA Price</td>
<td>GSA Price with IFF</td>
<td>Warranty</td>
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</tr>
<tr>
<td>bldgs) (price/building)</td>
<td>Software License / Multi-Agency License</td>
<td>Additional Dollar Volume Discounts</td>
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</tr>
<tr>
<td>BD 4** International (400,001-800,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$9.52</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>BD 4** International (800,001 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$3.02</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>BD 4** International (800,001 bldgs) (price/building)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$3.63</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 4** International (800,001 bldgs) (price/building)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$5.08</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>BD 4** International (800,001 bldgs) (price/building)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$7.62</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>BD 5** Domestic (*100-1,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$27.96</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>BD 5** Domestic (*100-1,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$33.55</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 5** Domestic (*100-1,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$46.97</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>BD 5** Domestic (*100-1,000 bldgs)</td>
<td>Perpetual</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$70.46</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>Product</td>
<td>Product Description</td>
<td>GSA Discount Included in GSA Price</td>
<td>GSA Price with IFF</td>
<td>Warranty</td>
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<tr>
<td>(price/building)</td>
<td>Software License / Enterprise License</td>
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<td></td>
<td>User License Agreement (EULA)</td>
</tr>
<tr>
<td>BD 5** Domestic (1,001-10,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 22.67</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 5** Domestic (1,001-10,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 27.20</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>BD 5** Domestic (1,001-10,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 38.09</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 5** Domestic (1,001-10,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 57.13</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 5** Domestic (10,001-50,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 19.65</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 5** Domestic (10,001-50,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 23.58</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
</tr>
<tr>
<td>BD 5** Domestic (10,001-50,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 33.01</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 5** Domestic (10,001-50,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 49.51</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>BD 5** Domestic (50,001-100,000 bldgs) (price/building)</td>
<td>Perpetual</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 18.14</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>Product Description</td>
<td>GSA Discount Included in GSA Price</td>
<td>GSA Price with IFF</td>
<td>Warranty</td>
<td>Country of Origin</td>
</tr>
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</tr>
<tr>
<td>(price/building)</td>
<td>Software License / Single User License Only</td>
<td>Additional Dollar Volume Discounts</td>
<td>User License Agreement (EULA)</td>
<td>US</td>
</tr>
<tr>
<td>BD 5** Domestic (50,001-100,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 21.76</td>
<td>US</td>
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<tr>
<td>BD 5** Domestic (50,001-100,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 30.47</td>
<td>US</td>
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<tr>
<td>BD 5** Domestic (50,001-100,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 45.70</td>
<td>US</td>
</tr>
<tr>
<td>BD 5** Domestic (100,001-200,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 17.38</td>
<td>US</td>
</tr>
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<td>BD 5** Domestic (100,001-200,000 bldgs) (price/building)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 19.95</td>
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<td>GSA Discount Included in GSA Price</td>
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<td>BD 5** International (200,001-800,001 bldgs) (price/building)</td>
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<td>$41.89</td>
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Sanborn LiDAR Data
- Order acceptance subject to Sanborn approval
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<th>Product</th>
<th>Product Description</th>
<th>GSA Discount Included in GSA Price</th>
<th>GSA Price with IFF</th>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
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<td>Standard (200 sqmi) (price/sqmi)</td>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
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-Product is available in all 50 States, Washington, DC, and U.S. Territories including Puerto Rico.
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<tr>
<th>Product Description</th>
<th>GSA Discount Included in GSA Price</th>
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<th>Product</th>
<th>Product Description</th>
<th>GSA Discount Included in GSA Price</th>
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<td>Country of Origin</td>
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<td>Additional Dollar Volume Discounts</td>
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<th>GSA Discount Included in GSA Price</th>
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<th>Warranty</th>
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<td>$261.16</td>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 243.93</td>
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<td>$ 365.89</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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**Sanborn Orthos Data**
- Order acceptance subject to Sanborn approval
- Product is available in all 50 States, Washington, DC, and U.S. Territories including Puerto Rico
- Shipping & handling/delivery media constitute additional charges

**Quick Ortho 3” Data**

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<th>Product</th>
<th>Product Description</th>
<th>GSA Discount Included in GSA Price</th>
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**Standard Ortho 3” Data**
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<td>$241.21</td>
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**Standard Ortho 6” Data**

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<td>$52.23</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>Sanborn CityViz™ Software / Spatial Database</td>
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<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>Application Module</td>
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<tr>
<td>Sanborn CityViz™ Software / Access control &amp; Surveillance Application Module</td>
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<td>Sanborn Geographic Info. Data (Arlington/Pentagon City) (cost/city)</td>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
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<td>Sanborn Geographic Info. Data (Jersey City) (cost/city)</td>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
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**5’ Contours from Stereo Imagery Data**

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<td>$ 189.34</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
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<tr>
<td>Product Description</td>
<td>GSA Discount Included in GSA Price</td>
<td>GSA Price with IFF</td>
<td>Warranty</td>
<td>Country of Origin</td>
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<tr>
<td>5’ Contours from Stereo Imagery (50 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$220.90</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>5’ Contours from Stereo Imagery (50 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$236.68</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>5’ Contours from Stereo Imagery (100 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$141.46</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>5’ Contours from Stereo Imagery (100 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Site License</td>
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<td>$169.75</td>
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<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$198.05</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>5’ Contours from Stereo Imagery (100 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$212.19</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$133.30</td>
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<td>5’ Contours from Stereo Imagery (200 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$159.96</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>5’ Contours from Stereo Imagery (200 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$186.62</td>
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<td>5' Contours from Stereo Imagery (200 sqmi) (price/sqmi)</td>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 199.95</td>
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<tr>
<td>5' Contours from Stereo Imagery (500 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Single User License Only</td>
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<td>$ 127.86</td>
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<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 153.43</td>
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<td>$ 179.00</td>
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<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 191.79</td>
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<td>5' Contours from Stereo Imagery (1000-2000 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 126.05</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>5' Contours from Stereo Imagery (1000-2000 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 151.25</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>5' Contours from Stereo Imagery (1000-2000 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 176.46</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>5' Contours from Stereo Imagery (1000-2000 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Enterprise License</td>
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<td>$ 189.07</td>
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<td>5' Contours from Stereo Imagery (4000-50,000 sqmi) (price/sqmi)</td>
<td>$125.14</td>
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<td>5' Contours from Stereo Imagery (4000-50,000 sqmi) (price/sqmi)</td>
<td>$150.17</td>
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<td>5' Contours from Stereo Imagery (4000-50,000 sqmi) (price/sqmi)</td>
<td>$175.19</td>
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<td>5' Contours from Stereo Imagery (4000-50,000 sqmi) (price/sqmi)</td>
<td>$187.71</td>
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<td>1' Contours from LiDAR (100 sqmi) (price/sqmi)</td>
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<td>1' Contours from LiDAR (100 sqmi) (price/sqmi)</td>
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<td>1' Contours from LiDAR (200 sqmi) (price/sqmi)</td>
<td>$337.33</td>
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<td>GSA Discount Included in GSA Price</td>
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<td>License Only</td>
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<tr>
<td>1’ Contours from LiDAR (200 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Site License 10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 404.80</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
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<tr>
<td>1’ Contours from LiDAR (200 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Multi-Agency License 10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 472.26</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
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<tr>
<td>1’ Contours from LiDAR (200 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Enterprise License 10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 505.99</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>1’ Contours from LiDAR (500 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Single User License Only 10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 330.08</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
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<tr>
<td>1’ Contours from LiDAR (500 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Site License 10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 396.09</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
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<tr>
<td>1’ Contours from LiDAR (500 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Multi-Agency License 10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 462.11</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>1’ Contours from LiDAR (500 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Enterprise License 10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 495.11</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>1’ Contours from LiDAR (1000 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Single User License Only 10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 327.36</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>1’ Contours from LiDAR (1000 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Site License 10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 392.83</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>Product Description</td>
<td>GSA Discount Included in GSA Price</td>
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<td>Warranty</td>
<td>Country of Origin</td>
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<tr>
<td>1’ Contours from LiDAR (1000 sqmi) (price/sqmi)</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 458.30</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>1’ Contours from LiDAR (1000 sqmi) (price/sqmi)</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 491.03</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>1’ Contours from LiDAR (2000-50,000 sqmi) (price/sqmi)</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 324.63</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
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<tr>
<td>1’ Contours from LiDAR (2000-50,000 sqmi) (price/sqmi)</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 389.56</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>1’ Contours from LiDAR (2000-50,000 sqmi) (price/sqmi)</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 454.49</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>1’ Contours from LiDAR (2000-50,000 sqmi) (price/sqmi)</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 486.95</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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**2’ Contours from LiDAR Data**

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<tr>
<th>Product Description</th>
<th>GSA Discount Included in GSA Price</th>
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<th>Warranty</th>
<th>Country of Origin</th>
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</thead>
<tbody>
<tr>
<td>2’ Contours from LiDAR (100 sqmi) (price/sqmi)</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 236.68</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
</tr>
<tr>
<td>2’ Contours from LiDAR (100 sqmi) (price/sqmi)</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 284.01</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
</tr>
<tr>
<td>2’ Contours from LiDAR (100 sqmi) (price/sqmi)</td>
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<td>$ 331.35</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>Product Description</td>
<td>GSA Discount Included in GSA Price</td>
<td>GSA Price with IFF</td>
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<td>2' Contours from LiDAR (100 sqmi) (price/sqmi)</td>
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<td>$355.01</td>
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<tr>
<td>2' Contours from LiDAR (200 sqmi) (price/sqmi)</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$223.98</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>2' Contours from LiDAR (200 sqmi) (price/sqmi)</td>
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<td>$268.78</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>2' Contours from LiDAR (200 sqmi) (price/sqmi)</td>
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<td>$313.57</td>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
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<td>2' Contours from LiDAR (500 sqmi) (price/sqmi)</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$216.73</td>
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<td>2' Contours from LiDAR (500 sqmi) (price/sqmi)</td>
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<td>2' Contours from LiDAR (500 sqmi) (price/sqmi)</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$303.42</td>
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<td>2' Contours from LiDAR (500 sqmi) (price/sqmi)</td>
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<td>$325.09</td>
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<td>Product Description</td>
<td>GSA Discount Included in GSA Price</td>
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<tr>
<td>2' Contours from LiDAR (1000 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$214.01</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>2' Contours from LiDAR (1000 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$256.81</td>
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<td>2' Contours from LiDAR (1000 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$299.61</td>
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<td>2' Contours from LiDAR (1000 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$321.01</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>2' Contours from LiDAR (2000-50,000 sqmi) (price/sqmi)</td>
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<td>$253.54</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>2' Contours from LiDAR (2000-50,000 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
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<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>Perpetual Software License / Enterprise License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$316.93</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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Sanborn Land Cover Products
-Order acceptance subject to Sanborn approval
-Price does not include imagery
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<tbody>
<tr>
<td>-3 band RGB digital – 10% uplift on price</td>
<td>Perpetual Software License / Single User License Only</td>
<td>18% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 47,153.65</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>-3 band CIR analog scanned – 10% uplift on price</td>
<td>Perpetual Software License / Site License</td>
<td>18% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 56,584.38</td>
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<td>-3 band RGB analog scanned – 15% uplift on price</td>
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<td>18% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 66,015.11</td>
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<td>Regional Land Cover (new) (Base price)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>18% (see Pricelist for Additional Dollar Volume Discounts)</td>
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<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>Regional Land Cover (new) (Base price)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 0.91</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>Regional Land Cover (new) (price/sqmi)</td>
<td>Perpetual Software License / Site License</td>
<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 1.09</td>
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<td>$ 1.27</td>
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<td>Regional Land Cover (update) (Base price)</td>
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<td>18% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 25,390.43</td>
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<td>Regional Land Cover (update) (Base price)</td>
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<td>18% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 30,468.51</td>
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<td>Regional Land Cover (update) (Base price)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>18% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 35,546.60</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>Regional Land Cover (update) (Base price)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>18% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 38,085.64</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>Regional Land Cover (update) (price/sqmi)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>18% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 0.45</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>Regional Land Cover (update) (price/sqmi)</td>
<td>Perpetual Software License / Site License</td>
<td>18% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 0.54</td>
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<td>18% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 0.63</td>
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<tr>
<td>Perpetual Software License / Multi-Agency License</td>
<td>18% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$19,042.82</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
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<td>Perpetual Software License / Enterprise License</td>
<td>18% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$20,403.02</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
</tr>
<tr>
<td>Perpetual Software License / Single User License Only</td>
<td>19% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$39.90</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>Perpetual Software License / Site License</td>
<td>19% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$47.88</td>
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<td>19% (see Pricelist for Additional Dollar Volume Discounts)</td>
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<tr>
<td>Perpetual Software License / Enterprise License</td>
<td>19% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$59.85</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>Perpetual Software License / Single User License Only</td>
<td>19% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$60.76</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>Perpetual Software License / Site License</td>
<td>19% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$72.91</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>Product</td>
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<td>GSA Discount Included in GSA Price</td>
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<td>Warranty</td>
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<tr>
<td>Standard Land Cover (650-1950 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>19% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$85.06</td>
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<tr>
<td>Standard Land Cover (650-1950 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>19% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$91.13</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>Standard Land Cover (1950-6500 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>19% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$38.99</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>Standard Land Cover (1950-6500 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Site License</td>
<td>19% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$46.79</td>
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<td>Standard Land Cover (1950-6500 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>19% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$54.59</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>Standard Land Cover (1950-6500 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>19% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$58.49</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>Standard Land Cover (6500-19,500 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>20% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$29.02</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>Standard Land Cover (6500-19,500 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Site License</td>
<td>20% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$34.82</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>Standard Land Cover (6500-19,500 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Multi-Agency License</td>
<td>20% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$40.62</td>
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<td>Product Description</td>
<td>GSA Discount Included in GSA Price</td>
<td>GSA Price with IFF</td>
<td>Warranty</td>
<td>Country of Origin</td>
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<tr>
<td>Standard Land Cover (6500-19,500 sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Enterprise License 20% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 43.53</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
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<tr>
<td>Standard Land Cover (19,500+ sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Single User License Only 18% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 26.30</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
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<tr>
<td>Standard Land Cover (19,500+ sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Site License 18% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 31.56</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
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<tr>
<td>Standard Land Cover (19,500+ sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Multi-Agency License 18% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 36.82</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
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<tr>
<td>Standard Land Cover (19,500+ sqmi) (price/sqmi)</td>
<td>Perpetual Software License / Enterprise License 18% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 39.45</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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**Enhanced Land Cover Data**

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<th>GSA Price with IFF</th>
<th>Warranty</th>
<th>Country of Origin</th>
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<tbody>
<tr>
<td>Enhanced Land Cover (Low Impervious Density) (price/sqmi)</td>
<td>Perpetual Software License / Single User License Only 15% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 115.16</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>Enhanced Land Cover (Low Impervious Density) (price/sqmi)</td>
<td>Perpetual Software License / Site License 15% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 138.20</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
<td>US</td>
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<tr>
<td>Enhanced Land Cover (Low Impervious Density) (price/sqmi)</td>
<td>Perpetual Software License / Multi-Agency License 15% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 161.23</td>
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<tr>
<td>Enhanced Land Cover (Low Impervious Density) (price/sqmi)</td>
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<tr>
<td>Enhanced Land Cover (Medium Impervious Density) (price/sqmi)</td>
<td>Perpetual Software License / Single User License Only</td>
<td>15% (see Pricelist for Additional Dollar Volume Discounts)</td>
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<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<tr>
<td>Enhanced Land Cover (Medium Impervious Density) (price/sqmi)</td>
<td>Perpetual Software License / Site License</td>
<td>15% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 157.78</td>
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<td>Enhanced Land Cover (Medium Impervious Density) (price/sqmi)</td>
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<td>15% (see Pricelist for Additional Dollar Volume Discounts)</td>
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<td>Enhanced Land Cover (Medium Impervious Density) (price/sqmi)</td>
<td>Perpetual Software License / Enterprise License</td>
<td>15% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 197.23</td>
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<td>Enhanced Land Cover (High Impervious Density) (price/sqmi)</td>
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<td>14% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 175.01</td>
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<td>Enhanced Land Cover (High Impervious Density) (price/sqmi)</td>
<td>Perpetual Software License / Site License</td>
<td>14% (see Pricelist for Additional Dollar Volume Discounts)</td>
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<td>Enhanced Land Cover (High Impervious Density) (price/sqmi)</td>
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<td>14% (see Pricelist for Additional Dollar Volume Discounts)</td>
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<td>14% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 262.52</td>
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**Sanborn Change Detection Visualization Software (Earth Observation Solutions Products SIN 541370GEO Only)**

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<th>Product Description</th>
<th>GSA Discount Included in GSA Price</th>
<th>GSA Price with IFF</th>
<th>Warranty</th>
<th>Country of Origin</th>
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<td>Perpetual</td>
<td>10% (see Pricelist for)</td>
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<td>GSA Price with IFF</td>
<td>Warranty</td>
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</tr>
<tr>
<td>Software</td>
<td>Software License / Single User License Only</td>
<td>Additional Dollar Volume Discounts</td>
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<td>User License Agreement (EULA)</td>
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<tr>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 16,991.40</td>
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<tr>
<td>Sanborn Change Detection Visualization Software</td>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
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<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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<td>10% (see Pricelist for Additional Dollar Volume Discounts)</td>
<td>$ 21,239.25</td>
<td>As defined in the Sanborn End User License Agreement (EULA)</td>
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(a) You agree to obtain access to or receive deliveries of the Products solely from Sanborn and/or its authorized distributors or resellers.

(b) You agree to use the Products solely for your internal use and benefit and not for resale or other transfer or disposition to, or use by or for the benefit of, any other person or organization, except as permitted in subsection 6(c) below.

(c) Use of the Products is limited to use by you depending on the type of license granted, temporarily on another computer system while your computer is inoperative, or on a replacement computer system upon advance written consent by Sanborn. The information and data contained in the Products, or any portion thereof (the “Data”), may not be transferred to or used on any other computer system except for as provided above. You may disseminate reports and analyses that contain “insubstantial” portions of the Data by either hard copy or view only access; provided that such dissemination is for human cognition only and not for manipulation in machine readable form (“Hard Copy Redistribution”). “Insubstantial” means those portions of Data which in the aggregate do not form a significant part of the Products from which they were derived, combined or revised. You may make an unlimited number of print and internet display copies of the Products for use outside your organization, provided that: (1) all copies include the copyright notice prominently displayed in or adjacent to the Products; (2) you may not sell any copies made for such purposes; (3) with the exception provided by (4) below, you will prohibit and prevent this data from being downloaded or screen captured by individuals or organizations located outside of the licensed entity; and (4) you may display Product data on the Internet in JPEG format that is non-geo-referenced and degraded from its original form. Other than Hard Copy Redistribution no other redistribution of the Data is permitted unless first approved by Sanborn.
(d) You shall not use the Products for any unlawful purpose.
(c) You are specifically prohibited from charging, or requesting donations, for any copies of or derivative works of the Products, however made, and from distributing such copies with other products of any kind, commercial or otherwise, without prior written permission from Sanborn.
(f) You may post at full resolution on the web under the following conditions: The Product and derivative works may be posted at full resolution for non-commercial purpose in a non-downloadable, non-distributable fashion and in a manner that does not allow a third party to extract or access the product as a standalone file.

7. Intellectual Property
Sanborn retains and will hold all ownership rights in all intellectual property embodied in the Products including without limitation all trademarks, trade names, copyrights, service marks, source code, object code, documentation or data contained in the Products, the Products themselves or any derivative works or modifications of any kind thereto. Nothing contained herein shall be deemed a transfer by Sanborn of any rights therein, nor a right to customize, manage or otherwise manipulate the Products.

8. Termination
Upon failure of a party to comply with any material provision of this Agreement, the other party may terminate this Agreement on thirty (30) days written notice thereof if such material breach is not cured within such thirty day period. Sanborn may terminate this Agreement for any reason upon thirty (30) days written notice to you. Upon the termination or expiration of this Agreement, you will immediately return or destroy all the Products.

When the End User is an instrumentality of the U.S., recourse against the United States for any alleged breach of this Agreement must be brought as a dispute under the contract Disputes Clause (Contract Disputes Act). During any dispute under the Disputes Clause, TruU shall proceed diligently with performance of this Agreement, pending final resolution of any request for relief, claim, appeal, or action arising under the Agreement, and comply with any decision of the Contracting Officer.

9. Taxes & Other Charges
You shall be responsible for paying any applicable:
   (a) sales, use, excise, value-added, or other tax or governmental charges imposed on the license granted hereunder,
   (b) freight, insurance, and installation charges, and
   (c) import/export duties or like charges that are not the responsibility of Sanborn.

10. General
   (a) You acknowledge that the download and/or installation of the Products on a computer system constitutes acceptance of this Agreement in its entirety.
   (b) This Agreement constitutes the entire understanding of the parties with respect to the Products and supersedes all prior or collateral agreements or understandings. No waiver or modification shall be valid or binding unless in writing and signed by the party to be charged thereby. You acknowledge that you have not relied on any representation by Sanborn or its employees or agents other than those incorporated herein, and further you have had the time and opportunity to obtain the advice of legal counsel concerning the terms and conditions hereof.
(c) This Agreement and performance by the parties hereunder shall be construed in accordance with the Federal laws of the U.S.A., without regard to conflicts of laws provisions thereof.

d) The parties may not assign this Agreement without the other party’s prior written consent.

c) Wherever possible the provisions of this Agreement shall be interpreted in a manner to be effective and valid under applicable law, but if prohibited or invalid, such provision shall only be ineffective to the extent required by law, without invalidating (to the extent possible) the intent of or remainder of such provision or other provisions.

(f) Notices required under this Agreement, if to you, shall be sent to the address you provide to Sanborn, and if to Sanborn, shall be sent to The Sanborn Map Company, Inc., 1935 Jamboree Drive, Suite 100, Colorado Springs, CO 80920, Attention: President.

g) The provisions of this Agreement shall survive any termination or expiration of this Agreement.


If the Product is being acquired by or on behalf of the United States government or any other entity seeking or applying rights similar to those customarily claimed by the United States government, the Product is a “commercial item” as that term is defined at 48 C.F.R. (“FAR”) 2.101, is licensed in accordance with this Agreement, and each copy of the Product delivered or otherwise furnished shall be marked and embedded as appropriate with the following “Notice of Use,” and shall be treated in accordance with such Notice:

<table>
<thead>
<tr>
<th>NOTICE OF USE</th>
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<tbody>
<tr>
<td>CONTRACTOR (MANUFACTURER/ SUPPLIER) NAME: The Sanborn Map Company, Inc.</td>
</tr>
<tr>
<td>CONTRACTOR (MANUFACTURER/SUPPLIER) ADDRESS: 1935 Jamboree Drive, Suite 100, Colorado Springs, CO 80920-5358</td>
</tr>
</tbody>
</table>

The Products are commercial items as defined in FAR 2.101 and are subject to these License Terms under which the Products are provided.

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Signature:

Date:

Version 4.3 051816

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