



Created Date 3/28/2022

Quote Valid Until 4/1/2022

## LeadIQ, Inc.

Company Address 548 Market St.  
PMB 20317, Attn: LeadIQ, Inc.  
San Francisco, California 94104  
United States

Prepared By DJ Santos  
Title Senior Account Manager  
Email dj@leadIQ.com

## Customer Details

Account Name AppDynamics LLC  
Contact Name Joseph Kim  
Title Strategic Sourcing & Procurement Operations  
Manager

Billing Address 303 2nd Street, North Tower, Eighth Floor  
San Francisco, California 94107  
United States

PO Required: Yes\_\_\_\_\_ No\_\_\_\_\_

PO Number: \_\_\_\_\_

## Billing Details

Contract Start Date 4/1/2022  
Contract End Date 3/31/2024

Net Payment Terms 60  
Payment Frequency Multi Year (2 year)  
Term (Months) 24.00

Product Name	Quantity	List Price	Discount Percent	Per Unit Price	Subtotal
LeadIQ Enterprise	75.00	\$135.00	31.17	\$92.92	\$167,250.00

## Total Price ("Subscription Rate")

Total Price \$167,250.00

1. Services: LeadIQ, Inc. shall provide access to the licensed software and services offered via the leadIQ.com website and LeadIQ platform to Customer as per the services description below. Customer acknowledges that services purchased may differ from the services accessed in a trial or proof of concept.
2. Subscription Term: The initial Subscription Term shall begin on the Contract Start Date and runs until the Contract End Date unless the Subscription Term is renewed pursuant to 4. below
3. Subscription Rate: Customer shall pay the Subscription Rate plus any applicable taxes in accordance with the billing frequency and payment terms described above and pursuant to the payment terms in the LeadIQ Master Subscription Agreement referenced in 5 below.
4. Renewal: After Contract End Date, the Services shall renew only upon the Parties' mutual written consent for the same duration as the Subscription Term. Customer acknowledges that upon renewal of the Order Form, the Subscription Rate may be subject to change. Company will notify Customer in advance of any change in Subscription Rate.
5. LeadIQ Master Subscription Agreement: This Order Form is executed in accordance with and governed by the LeadIQ Agreement by and between AppDynamics LLC and LeadIQ Inc. dated on October 31 2019.
6. In agreement to a two year contract paid up front, the Cost per license is discounted by 15% to \$1,115 per year. Upon renewal, discount will be removed and cost will return to \$1,312 per year.

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## 7. Tiered pricing breakdown:

Total # of licenses ... Annual cost per license

0-25...\$1,620

25-50...\$1,458

51-75...\$1,312

76-100...\$1,180

101-150...\$1,062

151-200...\$955

201-250...\$859

251-300...\$773

Product Comparison		
Features	Pro	Enterprise
Save prospects into Google Sheets	✓	✓
Capture contacts into Hubspot CRM	✓	✓
Salesforce Duplicate Detection	✓	✓
Sync captures to Salesforce in one click	✓	✓
Send captures to Outreach Sequences	✓	✓
Save prospects into SalesLoft Cadences	✓	✓
Access to the LeadIQ database	✓	✓
Custom field mapping for Salesforce and Outreach	✓	✓
File enrichment (CSV Upload)	✓ (100 rows per CSV)	✓ (1,000 rows per CSV)
Capture a custom lead	✓	✓
Priority support and dedicated Customer Success team		✓
Prospect job change notifications		✓
Update contact information with one click		✓
Advanced admin and data governance controls		✓
Prospecting and Team Analytics Dashboards		✓
Single Sign On (SSO)	Optional add-on	Optional Add-on

Signature

DocuSigned by:

DJ Santos

Signature

1E51703123A14EC...

Name

DJ Santos

Title

Customer Success Manager

Date

March 29, 2022

DocuSigned by:

Alexandru Ghita-Duminica

Signature

920A068400C9454...

Name

Alexandru Ghita-Duminica

Title

General Counsel

Date

March 29, 2022

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