**STANDARD PERPETUAL SOFTWARE LICENSES:**

* Software purchase pricing can range from $25K - $75K+ (This range is dependent upon the levels of functionality desired by Explorer, and is based on licenses for 20 end-users.)
* Annual support and maintenance for software can be calculated at 18 – 22% of the list purchase price of the software.
* One-time charge for Professional Services pricing can range from $20K - $60K+ (This range is dependent upon the levels of complexity of the business processes you want to automate with multiple workflows, and it includes the installation of our software onto your servers.) We’d be happy to provide a SOW to get more granular for the services that will actually be needed.
* OPTIONAL Hardware. If you want to purchase a Fujitsu production, full color, scanner, prices can range from $10K - $18K.

**SOFTWARE SUBSCRIPTION BASED UPON A PER USER / PER MONTH CHARGE:** Our minimum end-user package is for 25 users, for our CapSvrPRO solution.

* 24 month subscription at $100 - $110 per user/per month. This includes all software, maintenance and support. Also dependent upon levels of functionality desired by Explorer.
* 36 month subscription at $75 - $95 per user/per month.  Same as above.
* 48 month subscription at $55 - $65 per user/per month.  Same as above.
* One-time charge for Professional Services pricing can range from $20K - $60K+ (This range is dependent upon the levels of complexity of the business processes you want to automate with multiple workflows, and it includes the installation of our software onto your servers.) We’d be happy to provide a SOW to get more granular for the services that will actually be needed.
* OPTIONAL Hardware. If you want to purchase a Fujitsu production, full color, scanner, prices can range from $10K - $18K.

**Education / Training:** There is a good amount of knowledge transfer to you and your associates as part of our Professional Services engagement to install, implement and optimize the software for you. But overall, training will fall into two buckets:

1. Administrators – You’ll want to allocate $5K to send two Admin. Students to our offices in St. Louis for four days of Admin. Training. The cost per student is $2,500 and you can send them here for our classroom training together, or separate. Usually there will be other companies that have their people attending these sessions, so it’s a good way to get your Admins. To network with other companies and KLake software users.
2. End-Users – You’ll want to allocate anywhere from $2K - $10K+ (depending upon the total number of end-users you’ll have) to invest in a variety of training options we offer, those being; 1) On-line, self-paced, video courses for individuals. 2) Web-based, Instructor led training. 3) Classroom training. You have two options here; you can send your users to St. Louis for 2 – 3 days of in-depth training, or we can send our Corporate Trainer to your site. We’ll provide the necessary laptops and software and instructor-led training for up to 12 of your end-users. This option will run approx. $12K.