RFPS - NYH-2026-503950
FOR THE PROVISION OF AGORA PLATFORM HOSTING'S ADMINISTRATION, MAINTENANCE AND SUPPORT SERVICES, MOODLE WORKPLACE SUBSCRIPTION, CUSTOM DEVELOPMENT AND AD-HOC SERVICES
ANNEX C - FEE SCHEDULE AND PRICE LIST

SUBMISSION INSTRUCTIONS:
' This Annex C must be completed and returned by the Proposers as part of the COMMERCIAL PROPOSAL in a separate email from the TECHNICAL PROPOSAL. No price information should be included in the Technical Proposal;
- Pricing tables (Annex C) and any other financial information in the technical proposal must be submitted in Excel format. Hyperlinks or other external documents for pricing will not be accepted;
- Proposers should refer to RFPS document - Instructions to Proposers [Pag. 18-19 of the RFPS package] for detailed information on the submission of proposals, particularly Sections 1.1 to 1.7. As per above mentioned document, Technical Proposal and Commercial Proposal must be submitted as separate emails. The size of each email, including attachments, should not exceed twenty-five (25) megabytes. If necessary, proposals can be structured across multiple emails. When submitting the email, the subject line should follow the following format:
•RFPS-NYH-2026-503950, [Company Name], Technical Proposal - Submission [#] of [#];
•RFPS-NYH-2026-503950, [Company Name], Commercial Proposal - Submission [#] of [#].

Email links are not acceptable. Submissions via link will be disqualified.

Failure to follow these submission instructions will result in invalidation of your proposal.

INSTRUCTIONS FOR COMPLETING ANNEX C:

The purpose of Annex C is to provide a clear and complete understanding of the costs associated with your proposal. It should also allow UNICEF to assess the Total Cost of Ownership (TCO), should the proposed solution be selected

The tables shown in Appendices C1 to C6 should be used in preparing the fee schedule in accordance with the requirements set out in Annex B 'Terms of Reference'. The tables may be expanded to provide more detail in categories specified, if needed. Should the table does not need to be filled-in by the vendor, write "N/A"

Acknowledging the diversity of pricing methodologies in the market, this Annex is structured to allow vendors to input their pricing based on a range of pricing components and applicable methodologies (e.g., flat-rate subscription, feature-based pricing, pay-as-you-go, etc.).

Proposers are strongly encouraged to follow the pricing structure set out in this Annex, although they are allowed to insert additional sheets providing different or further details on the pricing components/subcomponents applicable to their solution. Pricing details should only be provided within this Annex;

Please note that UNICEF must be able to meaningfully compare pricing proposals from different vendors. Proposals that are difficult to compare may result in disqualification. Instructions provided in this Section are intended to assist suppliers in submitting pricing data. Compliance with these instructions is mandatory.

Should the Proposer offer different options for some of the subcomponents of the engagement (i.e. MWP subscription models; maintenance/support plans), Proposer should provide separate commercial proposals for the options they have proposed, e.g. to implementation to be done by product vendor, implementation to be done by sub-contractor, etc. UNICEF will be evaluating each option which will require Proposers to outline the major cost components of both implementation services.

a) Price/Rates: All ratesll rates/prices must be quoted in US Dollars. Note that failure to quote in US Dollars will invalidate your offer.

•All rates/prices quoted must be exclusive of all taxes, since UNICEF is exempt from taxes.

•Vendor(s) are encouraged to provide explanations where needed for clarification. If price/rate is based on an assumption made by the vendor, the assumption should be explained in this section, or there should be a reference to an explanation in the vendor's proposal.

b) Fixed Rates for the LTAS term: The subscriptions and other services offered by the Vendor(s) shall be fixed for the initial LTAS term. Please refer to Appendix C2. Price Protection Agreement to fill in vendor's proposal.

c) Appendix C4. Rate Card: The Rate Card is intended to establish ceiling rates for professional and consultancy services that may be required by UNICEF during the term of the LTAS.

The Rate Card shall not be used for services already covered under Appendix C4 - Subscription
Instead, the Rate Card shall be used for future requirements involving consultancy, configuration, customization, enhancement, integration, implementation, migration, training, technical advisory, project management, and other professional services requested by UNICEF on an as-needed basis.

How the Rate Card Will Be Used

Where UNICEF requires professional services that are not covered under the Subscription, Maintenance & Support services, or Consumption-Based Cost Components, UNICEF may issue a specific Terms of Reference (ToR) and request for proposal under the LTAS.
The vendor will be requested to submit a technical and financial proposal based on:
- The scope of work defined by UNICEF;
- The roles and rates established in the Professional Services Rate Card; and
- The estimated level of effort required to deliver the requested services.

Professional Services may be contracted through a separate Contract for Services (CFS) or Contract Amendment issued under the LTAS.

UNICEF reserves the right to:
- Request one or multiple professional service roles;
- Request a mix of onsite and remote services, where applicable;
- Negotiate the proposed level of effort;
- Request fixed-price deliverables based on the agreed rates; and
- Procure only those services required to meet UNICEF's operational needs.

The rates proposed in the Rate Card shall serve as the basis for pricing future professional services throughout the duration of the LTAS.

d) Appendix C5: Subscription: This worksheet is intended to capture the Bidder's pricing for MWP Subscriptions, Hosting administration and infrastructure management, Maintenance and Support Services of the Platform, and any future services that UNICEF may require under the LTAS.

General Instructions:

'- Provide pricing for all items that may be purchased by UNICEF during the LTAS period
'-If an item is not applicable, indicate "Not Applicable (N/A)"
'- Discounts shall be expressed as percentages
'- Any assumptions, limitations, dependencies, minimum purchase requirements, or special conditions shall be clearly stated in the Comments/Assumptions column or tab.
'- Prices provided in this worksheet may be used by UNICEF for commercial evaluation, future procurements under the LTAS, and price protection analysis.
'-The inclusion of an item in this worksheet does not constitute a commitment by UNICEF to purchase that item

e) **Appendix C6: Vol. discounts**: The purpose of this worksheet is to capture additional commercial discounts that the Bidder is willing to offer UNICEF based on purchasing volume, subscription commitments, growth in usage, bundled services, professional services utilization, and early renewals.
All discounts shall be expressed as percentages (%).

General Instructions

- If a table is not applicable, enter "N/A" and explain why in the Comments/Assumptions column.
- Any assumptions, conditions, exclusions, or limitations must be clearly stated.
- Discounts proposed in this worksheet may be combined with other applicable Discounts unless otherwise stated by the Vendor.

How UNICEF Will Use the Volume Discount Table

UNICEF may apply the applicable discount tier to future purchases under the LTAS once the corresponding thresholds have been reached.
The proposed volume discounts will form part of UNICEF's commercial evaluation and may be incorporated into the LTAS.

IMPORTANT: Proposers shall take into account all requirements set out in Annex B – TOR and provide pricing for a solution and service model that fully complies with UNICEF requirements. Pricing shall include all recurring and one-time costs required to deliver the proposed services. Any assumptions, exclusions, dependencies, optional services, or additional costs shall be clearly identified and separately priced. Costs not disclosed in the proposal may not be accepted at a later stage.

RFPS - NYH-2026-503950
FOR THE PROVISION OF AGORA PLATFORM HOSTING'S ADMINISTRATION, MAINTENANCE AND SUPPORT SERVICES, MOODLE WORKPLACE SUBSCRIPTION, CUSTOM DEVELOPMENT AND AD-HOC SERVICES
APPENDIX C1. COST ELEMENT AND STRUCTURE DESCRIPTION

Definitions

Standard Service means the recurring Moodle Workplace subscription, licensing, support, maintenance, AWS administration, security, monitoring, backup and disaster recovery, integration support, governance, and reporting services required to comply with the requirements of Annex B.

Add-on Services means optional off-the-shelf services, products, modules, or capabilities that are not required to comply with Annex B but may provide additional value to UNICEF.

Professional Services means one-time or ad-hoc services, including transition activities, custom development, major enhancements, AI implementation, new integrations, additional environment creation, consultancy, and other project-based activities.

#	QUESTIONS	PROPOSER'S RESPONSES
1. SUBSCRIPTION COSTS		
1.1. One-time set-up fees		
1.1.1.	Following completion of Transition and Handover services, do any one-time fees apply that are required for UNICEF to receive the Standard Service? Please answer "Yes" or "No". *Examples: New tenant creation, new plugin implementation, AI service enablement and additional environment creation*	
	[If one-time set-up fee applies, proposers to respond to Question 1.1.2 and Appendix C5-1 accordingly]	
1.1.2.	Please identify each one-time fee component and explain: Cost Component Name, Description, Applicable Service (Standard or Add-on), Pricing Metric, Unit of Measure and assumptions and dependencies	
1.2. Recurring subscription costs for Standard Service (Please refer to the definition for Standard Service)		

1.2.1.	Do recurring fees apply for the standard service? *Please answer "yes" or "no"* Notes: - Please do not include add-on services in this section 1.2, and use section 1.3. below instead. - All recurring fees required to deliver the Standard Service shall be included in this section. If any recurring cost components is priced separately, it shall be identifed as a dedicated cost component in Appendix C5 -2.	
	[**If recurring subscription costs apply for standard service, proposers to complete below questions and fill out Appendix C5-2 accordingly]**	
1.2.3.	Please identify each recurring fee component and explain: Cost Component Name, Description, Applicable Service (Standard or Add-on), Pricing Metric, Unit of Measure and assumptions and dependencies	
1.2.4.	Please explain how each recurring Standard Service fee is structured and applied, including the services covered, pricing basis, biling frequency, included service allocations, assumptions, exclusions, and any circumstances that may result in additional charges.	
1.2.5.	To deliver standard service, does the Proposer offer different Moodle Workplace licensing models, subscription tiers, or user categories that affect the pricing of the Standard Service. Please anser "Yes" or "No"	
1.2.6.	If the Proposer offers different Moodle Workplace licensing models, subscription tiers, or user categories that affect pricing, please: a) Describe the available licensing models and subscription tiers, including the services included and excluded, applicable pricing metrics, limitations, assumptions, and dependencies. Include any distinctions between active users, registered users, dormant users, administrators, tenants, managers or other user types that affect licensing and pricing b) Confirm which licensing model(s) or subscription tier(s), if any, fully comply with the requirements set out in Annex B, including Sections 2.3.2.2 to 2.3.2.8 and 2.3.2.11 c) Recommend the licensing model or subscription tier best suited to UNICEF and explain the rationale for the recommendation	

1.2.7	Please identify which recurring Standard Service fees related to: • Moodle Workplace licensing • AWS hosting administration services • Managed services • Application support • Monitoring and security management • Backup and disaster recovery • Maintenance, patching and upgrades	
1.3. Recurring subscription costs for add-on services [Please refer to the definition for Add-on Services]		
1.3.1.	Do recurring subscription costs apply for add-on services? *Please answer "yes" or "no"*	
	[If recurring subscription costs apply for add-on services, proposers to complete below question and fill out Appendix C5-3. Subscription Costs accordingly]	
1.3.2.	What is the exact denomination of the recurring subscription cost component(s) for add-on services in your proposal and describe how the fees are calculated for each add-on service e.g. premium service, solution upgrades if not part of the standard service...and the cost metrics e.g. per user, per feature, other volume driven, frequency?	
3. ADDITIONAL INFORMATION		
3.1 Price Stability		
3.1.1.	**Price stability period. LTAS duration will be for an initial term of five (5) years with the option to extend for three (3) years and additional two (years) (the 'Optional Extensions). However, UNICEF reserves the right, at the time of contracting, to propose an adjustment to the LTAS during if it is considered to be in the best interest of UNICEF.** Please confirm the prices offered in this Annex C will be valid for the whole duration of the LTAS, as defined in Annex B. Please answer "yes' or "no" Note: the commercial evaluation will be based on the full length of the LTAS term.	
3.1.2.	In case Proposer answered "no" to question 3.1.1. above, please indicate how many years your pricing is fixed for.	☐ fixed for up to five (5) years (initial LTAS term); ☐ fixed for up to [ ] years; ☐ fixed for up to ten (10) years (initial LTAS term + optional extensions);

3.1.3.	Adjustment in pricing beyond the commitment for price stability in Sections 3.1.1. or 3.1.2. above. The Proposer shall agree that any increase in prices set out in the this Annex C shall be the lower of: - the adjustment for inflation in accordance with the PPI Commodity data for Data processing and related services-Hosting, ASP and other IT infrastructure provisioning of the United States Department of Labor (https://data.bls.gov/timeseries/PCU5182105182104), as of the date of the pricing change; or - an increase of up to a pre-defined percentage (to be provided in response to question 3.1.4. below) compared to the then valid prices. *Please confirm agreement by answering "yes" or "no"* Note: Price decreases can be offered by the Proposer at any time during the LTAS and renewals or extensions beyond.	
3.1.4.	Please provide the price increase applicable beyond the stability period in %, in accordance with the price increase mechanism defined in question 3.1.3. above.	
3.1.5.	In case Proposer answered "no" to question 3.1.3. above, please indicate the maximum price increase % applicable to the prices offered in this Annex C. Note: this maximum price increase will be used to calculate the Proposer's TCO over the LTAS term.	
3.1.6.	Are recurring subscription costs for standard and add-on service subject to volume discounts/tier pricing? Please answer "yes" or "no"	
3.1.7.	If volume discounts/tier pricing apply, please explain how they work, primarily for the subscription model recommended to UNICEF. Notes: - UNICEF expects and encourages proposers to recognize and encentivise the potential growth and/or cumulative value of business provided by UNICEF and UN Family. - volume discounts/tier pricing described here shall be filled out in Appendix C4-D and C6 as applicable.	
3.2. Pro-bono policy extended to UNICEF		
	[On the basis of its humanitarian mandate, UNICEF expects and encourages potential service providers (long term partners) to offer pro-bono services to UNICEF where applicable	
3.2.1.	Will Proposer (and not its partners) offer pro-bono services? *Please answer "yes" or "no"*	
3.2.2.	Please describe your pro-bono policy and offerings to UNICEF.	
3.3. Temporary Peaks in demand		
	[On the basis of its humanitarian mandate, UNICEF expects and encourages potential its future long term partners to offer a level of allowance providing free of cost additional	
3.3.1.	Would Proposer's pricing model comply with this requirement? *Please answer "yes" or "no"*	
3.3.2.	Please describe your policy regarding temporary peaks in demand.	

3.4. Reduction in Subscription levels		
3.4.1.	In case UNICEF faces an exceptional unplanned, significant and reasonably demostrable organization change or budget reduction, UNICEF expects the Proposer to support UNICEF and waive any penalty or cost inherent to a commitment that UNICEF would not be able to fulfill due to such event. *Please confirm it is acceptable by answering "yes" or "no"*	
3.5. Changes in Software products/pricing model		
3.5.1.	The Proposer shall ensure that UNICEF is able to renew the Standard Service and purchase incremental subscriptions or services under the same pricing structure, licensing metrics, and commercial terms established under the LTAS, subject to agreed price adjustment provisions. **Please confirm Proposer's agreement by answering "yes" or "no"**	
3.5.2.	If the Proposer changes, renames, re-bundles, replaces, or discontinues any software product, service offering, licensing model, subscription metric, support plan, or service tier during the LTAS term, please describe how UNICEF's existing services, pricing, functionality, and entitlements will be protected. *Please confirm Proposer's agreement by answering "yes" or "no"*	
3.5.3	Please confirm that if any product, service, licensing metric, subscription tier, or pricing model is changed, replaced, re-bundled, or discontinued during the LTAS term, UNICEF will continue to receive equivalent or enhanced funtionality and service levels without incurring additional costs solely as a result of such change. Please confirm Proposer's agreement by answering "Yes" or "No"	
3.5.4	Please describes the Proposer's approach in the event of changes to: '- Moodle Workplace licensing metrics; '- Subscription tiers; '- Service packages or bundles; '- Software products or services; '- Pricing models; or '- Service offerings; Please explain how UNICEF's pricing, service continuity, and functionality will be protected throughout the LTAS term	
3.6. Subscription Management		
3.6.1.	Please explain how Proposer will support UNICEF in managing and monitoring Moodle Workplace subscriptions, licence utilisation, service consumption, and associated costs throughout the LTAS term, including recommendations for subscription sizing, renewals, scaling, and cost optimization, where applicable.	

3.6.2.	In case of addition of new subscriptions or changes to existing subscriptions during the LTAS term, Proposer will ensure that all subscription termination dates remain concurrent and that the additional or modified subscriptions benefit from the same pricing conditions as the other similar existing subscriptions. *Please confirm Proposer's agreement by answering "yes" or "no"*	
3.7. Benchmarking		
3.7.1.	During the term of the Agreement, UNICEF may decide to conduct Benchmarkings with Proposer, with the goal to evaluate Proposer pricing competitiveness and possibly reduce Proposer pricing, in accordance with the Benmarking results. The Benchmarking process will comprise up to two phases, starting with a 2-party pricing review where UNICEF and Proposer evaluate then current pricing competitiveness and negotiate pricing adjustments in good faith: - in case UNICEF is satisfied with the pricing review outcome, the Benchmarking will be deemed as concluded and agreed pricing changes (if any) will be applied for the remainder of the agreement; - otherwise, UNICEF may decide to initiate an external Benchmarking process, involving an external third party that will objectively assess Proposer pricing against market and recommend pricing reductions (if applicable). The Parties will have an opportunity to review the Benchmarker recommendations and request clarifications, upon which the Benchmarker, at its own discretion, will issue final pricing adjustment recommendations that will be applied for the remainder of the agreement.	
3.7.2.	External Benchmarker’s costs shall be equally shared between the parties unless the final pricing adjustments recommended by the Benchmarker, incur a decrease by 10% or more of UNICEF costs, in which case all Benchmarker’s costs shall be borne by Proposer. *Please confirm Proposer's agreement by answering "yes" or "no"*	

RFPS-NYH-2026-503950
For the provision of a Hosting Administration, maintenance and custom developments of UNICEF's Open-Source (Moodle Workplace) Learning Management System (LMS)
Appendix C1 - Transition and Handover Costs (one-time cost)

INSTRUCTIONS:

1. Mandatory assumptions:
- all requirements outlined in the TOR are filled
- all Transition and Handover costs are covered in this tab and no further costs apply.
2. Proposers should fill out the white cells. The other cells shall not be modified.
3. The Transition and Handover costs in this Appendix C1 shall NOT include any applicable volume discounts set out in Appendix C5.
4. Transition and Handover is a one-time cost. The invoicing and payment shall be scheduled and triggered based on pre-agreed Implementation Deliverables (within 30 days upon UNICEF's acceptance of each Deliverable) and based on an all inclusive fixed cost per deliverable. The total cost of each Deliverable quoted by the Proposer shall act as a maximum amount. Invoicing of Deliverables will be based on actual days worked by the Proponer, within the maximum amount. As such, it is critical to list all critical deliverables/milestones in the table below.
5.Estimated time for completion of all the deliverables shall be 4 weeks from the Long-Term agreement signature.
6. All prices must be quoted in US Dollars. Note that failure to quote in US Dollars will invalidate your proposal.
7. All prices quoted must be exclusive of all taxes, since UNICEF is exempt from taxes.
8. In case you don't fill out a table, please state N/A if applicable and explain why in the comments or assumptions tab.

Phase 1 - Transition and Handover

Table 1 - Review and familiarization with platform configuration and plugins

Cost Component - Deliverable	Skillset / Job Title	Number of hours/days	Daily Rate in USD	Cost frequency	Total Cost
Total					$0.00

Table 2 -Knowledge transfer from the incumbent service provider to ensure continuity of services

Cost Component - Deliverable	Skillset / Job Title	Number of hours/days	Daily Rate in USD	Cost frequency	Total Cost
Total					$0.00

Table 3 - Comprehensive understanding of the AWS hosting environment managed by UNICEF, including architecture, access controls, and operational procedures

Cost Component - Deliverable	Skillset / Job Title	Number of hours/days	Daily Rate in USD	Cost frequency	Total Cost
Total					$0.00

Table 4 - Identification, validation, and alignment of operational documentation, standard operating procedures, and support processes, including documentation of any residual issues, risks, or dependencies

Cost Component - Deliverable	Skillset / Job Title	Number of hours/days	Daily Rate in USD	Cost frequency	Total Cost
Total					$0.00

Table 5 - Definition and Implementation of escalation protocols and communication procedures to support efficient issue resolution and reporting

Cost Component - Deliverable	Skillset / Job Title	Number of hours/days	Daily Rate in USD	Cost frequency	Total Cost
Total					$0.00

Table 6 - Establishment of service management processes, including incident management, problem management, and service request workflows

Cost Component - Deliverable	Skillset / Job Title	Number of hours/days	Daily Rate in USD	Cost frequency	Total Cost
Total					$0.00

Table 7 - Confirmation of operational readiness for transition to steady-state managed services, including acceptance criteria and validation checkpoints

Cost Component - Deliverable	Skillset / Job Title	Number of hours/days	Daily Rate in USD	Cost frequency	Total Cost
Total					$0.00

Total cost of Transition and Handover Fees (Table 1 - 7)	$0.00

RFPS-NYH-2026-503950

For the provision of a Hosting Administration, maintenance and custom developments of UNICEF's Open-Source (Moodle Workplace) Learning Management System (LMS)

Appendix C3a. Cost breakdown for Tranistion and Handover Phase and service length scenario 1

Total Cost Summary for Scenario 1 - contractual modality: 5 years agreement (3 years + 2 years) with an annual disbursement of money

Appendix C3a. Total Cost Summary for Evaluation Scenario

INSTRUCTIONS:

- This Appendix C3 allows Proposers to demonstrate how their pricing applies under the illustrative scenarios provided by UNICEF. These scenarios are for evaluation purposes only and do not constitute a contractual commitment by UNICEF.
- UNICEF intends to establish a Long-Term Arrangement (LTAS). Services may subsequently be procured through consecutive Institutional Contracts ("ICs") issued under the LTAS for varying durations.
- Proposers shall complete white cells only. All other cells and formulas shall remain unchanged.
- The Total Cost Summary for Scenario 1 in Table 1 will be automatically populated and shall include all applicable costs over the initial LTAS term, including:
- Transition and Handover Services;
- the one-time set up fees in table 3 shall cover the addition of active users/additional tenants during the LTAS term, if applicable, per the pricing defined in Appendix C5-1; and
- Recurring Standard Service subscription costs.
- Transition and Handover costs will be automatically populated from Appendix C2.
- Table 2 shall include all recurring Standard Service fees and shall be consistent with Appendix C5-2.
- Table 3 shall include all applicable one-time set-up fees and shall be consistent with Appendix C5-1.
- All pricing shall reflect applicable discounts and price adjustments proposed by the Proposer and reported in Tables 4, 5 and 6.
- Tables 5 and 6 shall reflect applicable discounts set out in Appendix C5-4 and Appendix C6.
- All pricing shall be based on the rates and pricing submitted in Appendices C4, C5 and C6. No additional costs may be introduced unless clearly identified and explained.
- Proposers shall clearly state any assumptions, exclusions, dependencies, limitations or conditions affecting pricing.
- Proposers shall use the Evaluation Scenario Assumptions provided below when completing this Appendix. Any pricing impacts arising from users, tenants, integrations, environments or other volume metrics shall be clearly explained.
- All prices must be quoted in USD and exclusive of taxes.
- If a table is not applicable, enter "N/A" and provide an explanation in the Comments/Assumptions section.

Evaluation Scenario Assumptions (For Pricing Evaluation Only)

The following assumptions shall be used when completing this Appendix. They are provided solely for commercial evaluation purposes and do not constitute a commitment by UNICEF.
Proposers shall explain any pricing impacts, assumptions or additional charges arising from changes in users, tenants, integrations, environments or other consumption metrics.

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Active Users (12-months)	450,000	515,000	595,000	680,000	787,000
Number of Moodle Tenants	8	9	10	11	12

Table 1

Total Cost Summary for Scenario 1

Cost Component	Year 1	Year 2	Year 3	Year 4	Year 5	**Total**
Please expand table as necessary						
Recurring subscription costs - standard service	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
Transition and Handover Service Fee	$0.00					
One-time set up fess	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
Total	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**

Table 2

Recurring subscription costs - Standard Service

Complete this section for all recurring annual fees associated for MWP platform

For each service:

- Provide a description of the service.

'- Identify whether the cost relates to:

• Moodle Workplace licensing;

• AWS hosting administration; Managed services; application support; Monitoring and security; Backup and disaster recovery administration; Maintenance, patching and upgrates

- Specify the applicable pricing metric (e.g., named user, active user, instance, tenant, enviornment, module, organization-wide subscription

- Provide the annual subscription cost

Cost Component	Metric	Unit Price in USD	Volume	Transition and Handover fees	Year 1 including Transition and Handover Fees	Year 2	Year 3	Year 4	Year 5	Comments/Assumptions
Cumulative Spend Discount - from Table 5				0%	0%	0%	0%	0%	0%	
Subscription Commitment Discount - from Table 6				0%	0%	0%	0%	0%	0%	
Subscription Volume Discount - from Appendix C5 - 4.1 (TO BE FILLED OUT HERE)										
Maximum price increase - from table 4						0%	0%	0%	0%	
Total Discount				**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	
Please expand table as necessary										
Total				**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	

Table 3

One-time set-up fees
Complete this section only if the proposed solution requires a one-time fee for onboarding new tenant or active users.

For each item:
- Provide a brief description of the service or module.
- Describe the activities included in the one-time fee.
- Indicate the estimated number of days required to complete the activity.
- Provide the total fixed price for the service.
- Indicate any applicable discount (Different from Volume Discount).
- The "Price After Discount" field will be calculated automatically.

Cost Component	Metric	Unit Price in	Volume	Year 1	Year 2	Year 3	Year 4	Year 5	Comments/Ass
Cumulative Spend Discount - from Table 5				0%	0%	0%	0%	0%	
Subscription Commitment Discount - from Table 6				0%	0%	0%	0%	0%	
Subscription Volume Discount - from Appendix C5 (TO BE FILLED OUT HERE)									
Maximum price increase - from table 4 (if applicable)					0%	0%	0%	0%	
Total Discount				**0%**	**0%**	**0%**	**0%**	**0%**	
Please expand table as necessary									
Total				**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	

Table 4

Maximum price increase for the duration of the LTAS - in accordance with section 3.1. of Appendix C1	**Percentage**
Maximum price increase for year 2	
Maximum price increase for year 3	
Maximum price increase for year 4	
Maximum price increase for year 5	

Applicable Discounts per Appendix C-6

Table 5

Appendix C6-1 Cumulative Spend per annum	**Applicable Spend bracket**	**% discount**			**Comment/Assumptions**
		Transition and Handover Service Fees	**Subscription costs - standard services**	**One-time set-up fees**	
Year 1					
Year 2					
Year 3					
Year 4					
Year 5					

Table 6

Appendix C6-2 Subscription length commitment	Period	% discount			Comment/Assumptions
		Transition and Handover Service Fees	Subscription costs - standard services	One-time set-up fees	
subscription term #1	36 month				
subscription term #2	24 month				

RFPS-NYH-2026-503950

For the provision of a Hosting Administration, maintenance and custom developments of UNICEF's Open-Source (Moodle Workplace) Learning Management System (LMS)
Appendix C3b. Cost breakdown for Tranistion and Handover Phase and service length scenario 2

Total Cost Summary for Scenario 2 - Contractual modality - Committed 5 year subscription with an annual disbursement of money

Appendix C3b. Total Cost Summary for Evaluation Scenario

INSTRUCTIONS:
This Appendix C3 allows Proposers to demonstrate how their pricing applies under the illustrative scenarios provided by UNICEF. These scenarios are for evaluation purposes only and do not constitute a contractual commitment by UNICEF.
•UNICEF intends to establish a Long-Term Arrangement (LTAS). Services may subsequently be procured through consecutive Institutional Contracts ("ICs") issued under the LTAS for varying durations.
•Proposers shall complete white cells only. All other cells and formulas shall remain unchanged.
•The Total Cost Summary for Scenario 2 in Table 1 will be automatically populated and shall include all applicable costs over the initial LTAS term, including:
•Transition and Handover Services;
•the one-time set up fees in table 3 shall cover the addition of active users/additional tenants during the LTAS term, if applicable, per the pricing defined in Appendix C5-1; and
•Recurring Standard Service subscription costs.
•Transition and Handover costs will be automatically populated from Appendix C2.
•Table 2 shall include all recurring Standard Service fees and shall be consistent with Appendix C5-2.
•Table 3 shall include all applicable one-time set-up fees and shall be consistent with Appendix C5-1.
•All pricing shall reflect applicable discounts and price adjustments proposed by the Proposer and reported in Tables 4, 5 and 6.
•Tables 5 and 6 shall reflect applicable discounts set out in Appendix C5-4 and Appendix C6.
•All pricing shall be based on the rates and pricing submitted in Appendices C4, C5 and C6. No additional costs may be introduced unless clearly identified and explained.
•Proposers shall clearly state any assumptions, exclusions, dependencies, limitations or conditions affecting pricing.
•Proposers shall use the Evaluation Scenario Assumptions provided below when completing this Appendix. Any pricing impacts arising from users, tenants, integrations, environments or other volume metrics shall be clearly explained.
•All prices must be quoted in USD and exclusive of taxes.
•If a table is not applicable, enter "N/A" and provide an explanation in the Comments/Assumptions section.

Evaluation Scenario Assumptions (For Pricing Evaluation Only)

Description	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Active Users (12-months)	450,000	515,000	595,000	680,000	787,000
Number of Moodle Tenants	8	9	10	11	12

Table 1

Total Cost Summary for Scenario 2						
Cost Component	Year 1	Year 2	Year 3	Year 4	Year 5	**Total**
Please expand table as necessary						
Recurring subscription costs - standard service	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
Transition and Handover Service Fee	$0.00					
One-time Setup Fees	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**
Total	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**

Table 2

Recurring subscription costs - Standard Service
Complete this section for all recurring annual fees associated for MWP platform

For each service:
- Provide a description of the service.
'- Identify whether the cost relates to:
• Moodle Workplace licensing;
• AWS hosting administration; Managed services; application support; Monitoring and security; Backup and disaster recovery administration; Maintenance, patching and upgrates
- Specify the applicable pricing metric (e.g., named user, active user, instance, tenant, enviornment, module, organization-wide subscription)
- Provide the annual subscription cost
- Indicate any applicable discount (separate from volume discount) .

Cost Component	Metric	Unit Price (UNICEF Price)	Volume	Transition and Handover fees	Year 1 including Transition and Handover Service	Year 2	Year 3	Year 4	Year 5	Comments/Assumptions
Cumulative Spend Discount - from Table 5				0%	0%	0%	0%	0%	0%	
Subscription Commitment Discount - from Table 6				0%	0%	0%	0%	0%	0%	
Subscription Volume Discount - from Appendix C5-4.1 (TO BE FILLED OUT HERE)										
Maximum price increase - from table 4						0%	0%	0%	0%	
Total Discount				**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	
Please expand table as necessary										
Example: MWP Subscription	**Active User**				$0.00					
Total				**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	

Table 3

One-time set-up fees
Complete this section only if the proposed solution requires a one-time fee for onboarding new tenant or active users.

For each item:
- Provide a brief description of the service or module.
- Describe the activities included in the one-time fee.
- Indicate the estimated number of days required to complete the activity.
- Provide the total fixed price for the service.
- Indicate any applicable discount (Different from Volume Discount).
- The "Price After Discount" field will be calculated automatically.

Cost Component	Metric	Unit Price in USD	Volume	Year 1	Year 2	Year 3	Year 4	Year 5	Comments/Assumptions
Cumulative Spend Discount - from Table 5				0%	0%	0%	0%	0%	
Subscription Commitment Discount - from Table 6				0%	0%	0%	0%	0%	
Subscription Volume Discount - from Appendix C5 (TO BE FILLED OUT HERE)									
Maximum price increase - from table 4 (if applicable)					0%	0%	0%	0%	
Total Discount				**0%**	**0%**	**0%**	**0%**	**0%**	
Please expand table as necessary									
Total				**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	

Table 4

Maximum price increase for the duration of the LTAS - in accordance with section 3.1. of Appendix C1 (N/A)	**Percentage**
Maximum price increase for year 2	
Maximum price increase for year 3	0

Maximum price increase for year 4	0
Maximum price increase for year 5	0

Applicable Discounts per Appendix C6

Table 5

Appendix C6-1 Cumulative Spend per annum	Applicable Spend bracket	% discount			Comment - Assumptions
		Transition and Handover Service Fees	Subscription costs - standard services	One-time set-up fees	
Year 1					
Year 2					
Year 3					
Year 4					
Year 5					

Table 6

Appendix C6-2 Subscription length commitment	Period	% discount			Comment - Assumptions
		Transition and Handover Service Fees	Subscription costs - standard services	One-time set-up fees	
subscription term #1	Year 1 - 5				

RFPS-NYH-2026-503950

For the provision of a Hosting Administration, maintenance and custom developments of UNICEF's Open-Source (Moodle Workplace) Learning Management System (LMS)
Appendix C3b. Cost breakdown for Tranistion and Handover Phase and service length scenario 3

Total Cost Summary for Scenario 3 - Contractual modality - 5 years agreement (3 year + 12 month + 12 month)

Appendix C3b. Total Cost Summary for Evaluation Scenario

INSTRUCTIONS:
This Appendix C3 allows Proposers to demonstrate how their pricing applies under the illustrative scenarios provided by UNICEF. These scenarios are for evaluation purposes only and do not constitute a contractual commitment by UNICEF.
•UNICEF intends to establish a Long-Term Arrangement (LTAS). Services may subsequently be procured through consecutive Institutional Contracts ("ICs") issued under the LTAS for varying durations.
•Proposers shall complete white cells only. All other cells and formulas shall remain unchanged.
•The Total Cost Summary for Scenario 3 in Table 1 will be automatically populated and shall include all applicable costs over the initial LTAS term, including:
•Transition and Handover Services;
•the one-time set up fees in table 3 shall cover the addition of active users/additional tenants during the LTAS term, if applicable, per the pricing defined in Appendix C5-1; and
•Recurring Standard Service subscription costs.
•Transition and Handover costs will be automatically populated from Appendix C2.
•Table 2 shall include all recurring Standard Service fees and shall be consistent with Appendix C5-2.
•Table 3 shall include all applicable one-time set-up fees and shall be consistent with Appendix C5-1.
•All pricing shall reflect applicable discounts and price adjustments proposed by the Proposer and reported in Tables 4, 5 and 6.
•Tables 5 and 6 shall reflect applicable discounts set out in Appendix C5-4 and Appendix C6.
•All pricing shall be based on the rates and pricing submitted in Appendices C4, C5 and C6. No additional costs may be introduced unless clearly identified and explained.
•Proposers shall clearly state any assumptions, exclusions, dependencies, limitations or conditions affecting pricing.
•Proposers shall use the Evaluation Scenario Assumptions provided below when completing this Appendix. Any pricing impacts arising from users, tenants, integrations, environments or other volume metrics shall be clearly explained.
•All prices must be quoted in USD and exclusive of taxes.
•If a table is not applicable, enter "N/A" and provide an explanation in the Comments/Assumptions section.

Evaluation Scenario Assumptions (For Pricing Evaluation Only)					
Description	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**
Active Users (12-months)	450,000	515,000	595,000	680,000	787,000
Number of Moodle Tenants	8	9	10	11	12

Table 1

Total Cost Summary for Scenario 3						
Cost Component	Year 1	Year 2	Year 3	Year 4	Year 5	**Total**
Please expand table as necessary						
Recurring subscription costs - standard service	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
Transition and Handover Service Fee	$0.00					
One-time set up Fee	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
Total	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**
Table 2						

Recurring subscription costs - Standard Service
Complete this section for all recurring annual fees associated for MWP platform

For each service:
- Provide a description of the service.
'- Identify whether the cost relates to:
• Moodle Workplace licensing;
• AWS hosting administration; Managed services; application support; Monitoring and security; Backup and disaster recovery administration; Maintenance, patching and upgrates
- Specify the applicable pricing metric (e.g., named user, active user, instance, tenant, enviornment, module, organization-wide subscription

Cost Component	Metric	Unit Price (UNICEF Price)	Volume	Transition and Handover fees	Year 1 including Transition and Handover Service	Year 2	Year 3	Year 4	Year 5	Comments/Assumptions
Cumulative Spend Discount - from Table 5				0%	0%	0%	0%	0%	0%	
Subscription Commitment Discount - from Table 6				0%	0%	0%	0%	0%	0%	
Subscription Volume Discount - from Appendix C5-4.1 (TO BE FILLED OUT HERE)										
Maximum price increase - from table 4						0%	0%	0%	0%	
Total Discount				**0%**	**0%**	**0%**	**0%**	**0%**	**0%**	
Please expand table as necessary										
Example: MWP Subs	**Active User**				$0.00					
Total				**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	

Table 3
One-time set-up fees
Complete this section only if the proposed solution requires a one-time fee for onboarding new tenant or active users.

For each item:
- Provide a brief description of the service or module.
- Describe the activities included in the one-time fee.
- Indicate the estimated number of days required to complete the activity.
- Provide the total fixed price for the service.
- Indicate any applicable discount (Different from Volume Discount).
- The "Price After Discount" field will be calculated automatically.

Cost Component	Metric	Unit Price in USD	Volume	Year 1	Year 2	Year 3	Year 4	Year 5	Comments/Assumptions
Cumulative Spend Discount - from Table 5				0%	0%	0%	0%	0%	
Subscription Commitment Discount - from Table 6				0%	0%	0%	0%	0%	
Subscription Volume Discount - from Appendix C5 (TO BE FILLED OUT HERE)									
Maximum price increase - from table 4 (if applicable)					0%	0%	0%	0%	
Total Discount				**0%**	**0%**	**0%**	**0%**	**0%**	
Please expand table as necessary									
Total				**$0.00**	**$0.00**	**$0.00**	**$0.00**	**$0.00**	

Table 4

Maximum price increase for the duration of the LTAS - in accordance with section 3.1. of Appendix C1	**Percentage**
Maximum price increase for year 2	
Maximum price increase for year 3	
Maximum price increase for year 4	
Maximum price increase for year 5	

Applicable Discounts per Appendix C6				

Table 5

Appendix C6-1 Cumulative Spend per annum	Applicable Spend bracket	% discount		Comment - Assumptions
		Transition and Handover Service Fees	Subscription costs - standard services	
Year 1				
Year 2				
Year 3				
Year 4				
Year 5				

Table 6

Appendix C6-2 Subscription length commitment	Period	% discount		Comment - Assumptions
		Transition and Handover Service Fees	Subscription costs - standard services	
subscription term #1	36 months			
subscription term #2	12 month			
subscription term #3	12 month			

RFPS-NYH-2026-503950
For the provision of a Hosting Administration, maintenance and custom developments of UNICEF's Open-
Appendix C4 - Professional Services

APPENDIX C4 -1: Skillset Rate Card

For each proposed role:
- Enter the Job Title.
- Provide a brief description of the typical deliverables and activities associated with the role.
- Enter the proposed Hourly Rate and Daily Rate.
- Daily Rate shall be based on 8 working hours per day.
- Rates shall be fully loaded and include all costs, overheads,etc, excluding approved UNICEF travel costs where applicable. Please refer to UNICEF Travel Policy below this table.
- Specify whether the resource is typically provided onsite, offsite, or both.
- Indicate the normal working time zone of the resource.

Important Notes:

- Account Management activities including UNICEF appointed Account Manager shall be delivered free of cost.
- Rate cards set out in this Appendix C4 shall apply to all Professional Services, regardless of whether they are performed on-site or off-site. In case on-site presence at UNICEF premises is required, as jointly agreed prior to delivery, the selected Proposer will be entitled to claim reasonable travel expenses, jointly agreed in advance and in compliance with UNICEF travel policy.
- Daily Rates assume 8 working hours per day.
-Hourly rates in Appendix C4-2 cover ad-hoc UNICEF requests for additional support over the term of the LTAS.
- All-inclusive rates: Any quoted rates will be all-inclusive including, but not limited to: salary, insurance, allowance and any other overhead, except travel expenses when applicable, as defined in UNICEF Travel Policy below.
- All prices must be quoted in US Dollars. Note that failure to quote in US Dollars will invalidate your proposal.
- All prices quoted must be exclusive of all taxes, since UNICEF is exempt from taxes.

Appendix C4.1A - Professional Services Rate Card
Note: Proposers shall complete this table with all relevant professional service roles that may be utilized under the Agreement, including a description of the skills, experience level and typical deliverables associated with each role.

Job Title	Skill Level Description - typical deliverables	Hourly Rate in USD	Daily Rate in USD	Location	Work Time Zone
Example: Project Manager					
Example: Senior Moodle Workplace Consultant					

Appendix C4.1B: AI Solution Design and Implementation (Professional Rate Card). Proposers shall complete this section for all AI-related resources that may be utilized to support the requirements described in Section 2.3.2.10 (AI Solution Design and Implementation).

***Note* :** *Proposers shall identify any AI-related roles they intend to make available during the LTAS and provide corresponding rates.*

Examples of AI-related roles may include:

AI Solution Architect.
AI Consultant.
AI Engineer.
Prompt Engineer.
Data Engineer.
AI Security and Governance Specialist.
AI Project Manager.

Job Title	Skill Level Description - typical deliverables	Hourly Rate in USD	Daily Rate in USD	Location	Work Time Zone
Example: AI Solution Architect	Example: Designs AI-enabled solutions, AI governance frameworks, AI integrations and implementation approaches, including security and compliance considerations.				

Appendix C4.2 - Special Projects and requests

Note: Rates provided in this section shall apply only to services requested by UNICEF outside the scope of the recurring subscription services and managed services included in the LTAS.

Special Requests	Hourly Rate in USD	Daily Rate in USD
Example: Additional dedicated support hours		
Example: Additional AI consulting hours (if applicable)		
Additional specialist resource hours (if applicable)		
Example: Major Upgrades: Future Moodle Core version migrations		
Example: Recommendation Engine		
Example: Automated learning content translation		
Example: Automated user support		

UNICEF Travel Policy

Travel costs are not to be included in the financial proposals. Should UNICEF necessitate the Contractor's personnel to undertake travel from their official off-site location to a designated UNICEF on-site location for official duties, the Contractor will provide UNICEF with the not-to-exceed amount of travel and accommodation expenses and the basis of calculation of such expenses, which will apply on top of the off-site rate for the resource. If pre-approved by UNICEF in writing, these expenses will be reimbursed by UNICEF in accordance with the UNICEF guidelines for non-staff travel and accommodation or at cost, whichever cost is lower, and within the not-to-exceed amount indicated by the Contractor. Subject to UNICEF's written approval, travel and accommodation expenses will only be reimbursed on submission of invoices and proof of journey receipts (e.g., ticket purchase receipts, boarding passes, etc.). UNICEF guidelines for non-staff travel permit only economy class airfares for travel. A list of UNICEF's worldwide offices can be found at https://www.unicef.org/where-we-work.

Any "in-scope" travel will be subject to prior written approval of UNICEF's Designated Officer for the relevant project/engagement. In-scope travel costs shall be reimbursed pursuant to receipt of respective invoice from the vendor. The copies of tickets/receipts shall be maintained by the traveler and submitted to UNICEF to support the travel claim.

Reimbursement

The contractor will be reimbursed by UNICEF for the following incurred in-scope travel cost components:

a) the lowest of the actual travel expenses (excluding transportation) and UNICEF Daily Subsistence Allowance (DSA) at the applicable rate;
b) Actual cost of transportation (i.e. air, train, car) as per the authorized mode and standard of accommodation.

Note: Additional cost of transportation incurred due to use of alternative mode, longer route or higher class of travel shall not be reimbursed by UNICEF and shall be covered by the traveler/Contractor.

All travel cost reimbursements shall be made only if the travel has been undertaken in accordance with UNICEF standards of travel outlined here (or prevailing UNICEF's standards at the time of the contract engagement/project award, if different):

- **Daily Subsistence Allowance (DSA)**

DSA is being paid based on pre-established DSA rates for specific geographic location (country, city), that the travel takes place to. The latest worldwide DSA rates are provided upon request.

DSA shall comprise the total contribution of UNICEF towards such charges as meals, overnight accommodations, gratuities, intra-urban transportation and other payments made for personal services rendered to the traveler. In principle, the full rate of the DSA is payable when a traveler has to spend a night away from his/her residence. In such a case, a full day's DSA is paid at the rate applicable to the place where the traveler spent the night.

- For journeys of less than 24 hours, DSA is computed as follows:

a) if the journey involves a night away from his/her residence, a full day's DSA is paid; and
b) if the journey does not involve a night away from his/her residence

For journeys of 24 hours or longer, DSA is computed as follows:
a) a full day's DSA is paid for the day on which the travel begins, at the rate applicable to the place of arrival; and
b) a full day's DSA is paid for each successive period of 24 hours from midnight to midnight (measured by local times, ignoring time-zone differences).

The rate applicable for each 24-hour period is that for the place at which the traveler spends the night.

Mode of transportation

a) Travel by Air

Air transportation by the most direct and economical route is the normal mode for official travel within the standard of accommodation. The standard of accommodation for official travel is economy class, irrespective of the duration of the flight.

b) Travel by Train

When authorized to travel by train, travelers are entitled to first class accommodation, including sleeper, where appropriate.

c) Travel by Car

When authorized to travel by car, travelers are entitled to a mileage reimbursement of $0.23 per mile (mileage based on the pre-determined mapped distances between the destinations) and any related miscellaneous expense (i.e. tolls) upon presentation of the receipts. When travelling by car the travelers are fully responsible for maintaining adequate personal insurance and any third party liability coverage required by state where the vehicle is registered.

Note: No official UNICEF vehicle shall be made available to the Contractors' consultants.

RFPS-NYH-2026-503950
For the provision of a Hosting Administration, maintenance and custom developments of UNICEF's Open-Source (Moodle Workplace) Learning Management System (LMS)

Pricing for MWP Administration and Platform Support, AWS Hosting Administration and Infrastructure Management, Application Maintenance and Technical Support, Performance Monitoring and Optimization, Security, Backup and Disaster Recovery and MWP Subscription Management

Refer to Annex B - Terms of Reference for detailed description of scope of work

Instructions

- Subscription costs submitted in the tables below shall assume a subscription term of one (1) year unless otherwise specified.
- Appendix C5-1 shall only include one-time set-up fees and shall exclude recurring subscription costs.
- Appendix C5-2 shall include all recurring fees associated with the Standard Service defined in Section 1.2 of the C1 Summary tab. Where applicable, Proposers shall specify minimum subscription terms and separate pricing by user category or licensing metric.
- Appendix C5-3 shall include all recurring fees associated with Add-on Services defined in Section 1.3 of the C1 Summary tab. Where applicable, Proposers shall specify minimum subscription terms.
- Appendix C5-4 allows Proposers to offer volume-based discounts applicable to the pricing submitted in Appendices C5-2 and C5-3.
- Pricing submitted in Appendices C5-1, C5-2 and C5-3 shall exclude volume discounts and any discounts offered in Appendix C6. Such discounts will be applied separately in the Total Cost Summary for Scenario 1, 2 and 3 calculation in Appendices C3a, C3b, and C3c.
- Bidders must provide a detailed breakdown of all pricing elements, including any fees related to the Moodle Workplace subscription. In addition, bidders are encouraged to submit bundled pricing options where these offer a cost or value advantage to UNICEF.
- UNICEF expects unit pricing to decrease as usage volume increases. Proposers shall describe any tier-pricing methodology in Appendix C5-4 and clearly explain any thresholds, assumptions or limitations.
- Where consumption-based pricing applies, Proposers shall complete Appendix C5-5 and identify any applicable pricing tiers or volume discounts.
- All prices shall be quoted in USD and exclusive of taxes.
- If a table is not applicable, enter "N/A" and provide an explanation in the Comments/Assumptions column.

Appendix C5-1 - One-time set-up fees (If applicable)

Cost Compoment	Description	Applicable to: standard service or add-on service?	Metric	Unit Price (List Price)	Total	Comments/Assumptions
Total					$0.00	

Appendix C5 - 2 - Recurring Subscription Service for standard services

Cost Compoment	Description	Metric	Hourly Rate	Unit Price (List Price)	Cost Frequency	Total	Comments
Please expand as necessary							
Example: MWP Subscription cost							
Example: Maintenance and Support Services							
Hosting Administration for AWS managed services							
Maintenance Retainer: Hourly cost for the monthly 32 hours (4 days) of extra support/development.							
Total						$0.00	

Appendix C5 - 3 - Recurring Subscription Service for add-on services

Cost Compoment	Description	Metric	Unit Price (List Price)	Cost Frequency	Total	Comments
Total					$0.00	

Appendix C5

Appendix C5 - 4.1

Subscription Volume - standard service	% discount (compared to UNICEF Prices set out in C5-2)	Comments/Assumptions

Up to xxx	0%	
Up to xxx		
Up to xxx		
Up to xxx		
more than xxx		

Appendix C5 - 4.2

Subscription Volume - add-on services	% discount (compared to UNICEF Prices set out in C5-3)	Comments/Assumptions
Up to xxx (initial baseline)	0%	
Up to xxx		
Up to xxx		
Up to xxx		
more than xxx		

Appendix C5 -5 - Annual Consumption-based costs

Cost Compoment	Metric	Price		Standard, Add-On or Customized SaaS Service?	Applicable Discount (%) - Mention in the Comments/Assumptions column if applicable for the duration of the Agreement or for a period only, i.e first year		Price	Comments
Example: User License (1 - 10 users)	*Example: named user/active user*				$0.00		*Please inform UNICEF if the consumption-based fee stated in the row is based on the requirements stated in the ToR.*	
Example: User License (11 - 20 users)	*Example: named user/active user*				$0.00			
Example: Storage	*500 GB*				$0.00			
Example: Storage	*1 TB*				$0.00			
Number of tenants								

RFPS-NYH-2026-503950

For the provision of a Hosting Administration, maintenance and custom developments of UNICEF's Open-Source (Moodle Workplace) Learning Management System (LMS)

INSTRUCTIONS

- Proposed volume discount scheme shall be driven by multiple parameters to incentivise both parties:
1) based on the cummulative spend of UNICEF and other UN agencies, funds or programmes measured and jointly reviewed on a yearly basis (to be filled out in Appendix C6-2); and
2) Based on UNICEF subscription length commitment (to be filled out in Appendix C6-3); and
3) Based on the volume discount schemes defined in Appendix C6 for Subscription Volume.
- Volume discounts across Annex C are cumulative.
- All spend of UNICEF or other UN agency, fund or programme, including projects, penalties and contracts for different services, shall be deemed qualifying and added to the total spend measured to define the applicable discount(s).
- In case the Proposer would like to propose different spend or volume brackets, please inform and agree them with UNICEF project team first.

Appendix C6.1: This table is designed to capture applicable volume discounts for a single assignment

Value of Assignment	% discount
$50,000 or less	
$50,001 - $100,000	
$100,001 - $200,000	
$200,001 - $500,000	
$500,001 - $1,000,000	
$1,000,001+ or more	

Appendix C6.2: This table is designed to capture % discount over quoted prices based on cumulative volume/value expenditure over LTAS term.

Cumulative expenditure over LTAS term	% discount									
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
up to $250,000										
$250,001 - $500,000										
$500,001 - $1,000,000										
$1,000,001 - $2,000,000										
$2,000,001 or more										

Appendix C6-3

	% discount (compared to 12 month pricing)

Subscription length commitment	Recurring subscription costs - standard services	Recurring subscription costs - add-on services	Rate Card for Professional Services	Comments
24 months				
36 months				
48 months				
60 months				

RFPS-NYH-2026-503950

For the provision of a Hosting Administration, maintenance and custom developments of UNICEF's Open-Source (Moodle Workplace) Learning Management System (LMS)

INSTRUCTIONS

- Please list and describe any assumption you may have made to fill out this Pricing Annex.
- In case of doubt, please contact UNICEF team for clarification or guidance.
- the only purpose of this tab is to document assumptions related to pricing and shall not be used to modify UNICEF requirements nor as an opportunity to Proposers to address disclaimer statements. Any "assumption" not related to pricing will be disregarded by UNICEF.

Assumption	Description and impact	Price Point/Table/Appendix Reference

For the provision of a Hosting Administration, maintenance and custom developments of UNICEF's Open-Source (Moodle Workplace) Learning Management System (LMS)
PROPOSER'S STATEMENT

INSTRUCTIONS
-In addition to the Prices/rates to be quoted it is imperative that you submit the following statement.

"WE HEREBY CONFIRM FULL COMPLIANCE WITH THE REQUIREMENTS AS SPECIFIED IN THE RFPS AND THAT THE PRICES/RATES SPECIFIED AGAINST THESE REQUIREMENTS ARE THE ONLY CHARGES PAYABLE BY UNICEF IN THE EVENT OF A CONTRACT/LTAS RESULTING IN FAVOR OF OUR COMPANY AGAINST THIS RFPS."

ITEM	RESPONSE
Validity of the Proposal (Minimum 180 days):	
Lead-time required prior to commencing services:	
Date of Proposal:	
Name of the person submitting the proposal:	
Position:	
Authorized Signature:	
Contract information (telephone/email):	
Company Seal:	