

Submittable DIR Price Book 2025

List prices are reflective of a 1-year contract term

All Prices reflect 10% DIR Discount followed by 0.75% DIR Administration Fee.

| | | Grants Management Government Platform Package | Grants Management Government Agency Package | Grants Management Government Agency Professional Package | Grants Management Government Agency Enterprise Package | Grants Management State Government Enterprise Package |
|-----------------------------|---|---|---|--|--|---|
| LIST PRICE | | \$60,000.00 | \$150,000.00 | \$400,000.00 | \$850,000.00 | \$10,000,000.00 |
| Texas DIR Price | | \$54,405.00 | \$136,012.50 | \$362,700.00 | \$770,737.50 | \$9,067,500.00 |
| Package SKUs | | 216468 | 216469 | 216470 | 216471 | 216472 |
| Modules | Individual SKU Description | Package Details | Package Details | Package Details | Package Details | Package Details |
| Base Software Package | Instances (Departments / Sub Organizations) | 216477 | 1 | 3 | 15 | 75 |
| | Funding Opportunities (Programs) | 216478 | 3 | 10 | 50 | 500 |
| | Team Seats | 8 | 10 | 25 | 150 | 1000 |
| | Branded Platform Experience (Colors, Logos, Images) | 216479 | Included | Included | Included | Included |
| | Multi-Round Applications | 216480 | Included | Included | Included | Included |
| | Multi Round Reviewing | 947 | Included | Included | Included | Included |
| | Embedded eSignature | 216481 | Included | Included | Included | Included |
| | Email Notifications & Reminders | 216482 | Included | Included | Included | Included |
| | API Access | 5232 | Included | Included | Included | Included |
| | SSO | 31 | Included | Included | Included | Included |
| | Localization | 27 | Included | Included | Included | Included |
| | Organization & Subrecipient Profiles | 216483 | Included | Included | Included | Included |
| | HIPAA | 30 | \$9,068 | \$9,068 | Included | Included |
| Support | Silver Support | 35 | Included | N/A | N/A | N/A |
| | Gold Support | 34 | \$7,181 | Included | Included | N/A |
| | Platinum Support | 33 | \$10,446 | \$10,446 | \$10,446 | Included |
| | Enterprise Support | 1044766 | N/A | \$90,675 | \$90,675 | Included |
| Dedicated Applicant Support | 5029 | N/A | Custom Quote | Custom Quote | Custom Quote | Custom Quote |
| Implementation | Implementation | Included | Self-Guided (Selected) | Gold (Selected) | 3 Gold (Selected) | 15 Platinum (Selected) |
| | Grants Management Self-Guided Implementation | 516504 | N/A | \$1,360 | N/A | N/A |
| | Grants Management Gold Implementation | 216460 | \$9,068 | \$9,068 | \$9,068 | N/A |
| | Grants Management Platinum Implementation | 216461 | \$15,868 | \$15,868 | \$15,868 | \$15,868 |
| Eligibility Module | Eligibility Form & Scoring | 216484 | Included | Included | Included | Included |
| | Charity Check | 4086 | Included | Included | Included | Included |
| | Address Validation | 216485 | \$907 | Included | Included | Included |
| | Sam.gov Verification | 216486 | \$1,814 | Included | Included | Included |
| | Compliance Management | 216462 | \$1,814 | \$1,814 | Included | Included |
| IRS/TIN Validation | 216488 | \$1.13 | \$1.13 | \$1.13 | \$1.13 | |
| Financial Management Module | Funds Tracking & Tracking | | | Included | Included | Included |
| | Budget Categories and Reporting | 217589 | \$27,203 | Included | Included | Included |
| | Expense & Reimbursement Management | | | Included | Included | Included |
| Monitoring Module | Sub-Recipient Monitoring Automation | 216491 | \$6,801 | Included | Included | Included |
| | Narrative Post Award | 216464 | \$6,801 | Included | Included | Included |
| | Goals & Milestones | 216492 | \$6,801 | Included | Included | Included |
| Reporting Module | Data Warehouse & Parquet | 216493 | N/A | \$2,267 | Included | Included |
| | Advanced Reporting | 29 | N/A | \$4,080 | Included | Included |
| Integrations | DocuSign Integration | 57744 | N/A | \$2,267 | Included | Included |
| | Microsoft Dynamics 365 Integration | 216494 | N/A | \$3,174 | \$3,174 | Included |
| | Salesforce.com Integration | 216495 | N/A | \$3,174 | \$3,174 | Included |
| Professional Services | Professional Service Hours | 646 | None Included | None Included | None Included | None Included |

| Upgrade Features & Services | | | | | | |
|-----------------------------|--|--------|-----------|---------------------------|---------------------------|---------------------------|
| Base Software Subscription | Additional Instances (Departments / Sub Organizations) | 216497 | N/A | \$54,405 | \$54,405 | \$54,405 |
| | Additional Team Seats (Sold in blocks of 10) | 69363 | \$907 | \$907 | \$907 | \$907 |
| | Additional Funding Opportunities (Programs) | 216497 | \$3,400 | \$3,400 | \$3,400 | \$3,400 |
| Eligibility Module | Smart Import - (Document Validation) | 216498 | N/A | Custom Quote | Custom Quote | Custom Quote |
| | Automated Eligibility | 216501 | N/A | \$1,813,500 | \$1,813,500 | \$1,813,500 |
| Fund Management Module | Funds Distribution Tier 1 • Fund size <\$1M | 4320 | N/A | \$9,068 | \$9,068 | \$9,068 |
| | Funds Distribution Tier 2 • Fund size <\$10M | 5131 | N/A | \$45,338 | \$45,338 | \$45,338 |
| | Funds Distribution Tier 3 • Fund size >\$10M | 4622 | N/A | \$90,675 | \$90,675 | \$90,675 |
| | Transaction Fee | 4928 | N/A | % of Fund or Distribution | % of Fund or Distribution | % of Fund or Distribution |
| Workflow Automation Module | Workflow Automation | 5030 | N/A | Custom Quote | Custom Quote | Custom Quote |
| Fraud Prevention Module | Identity Verification (IDV) | 216499 | N/A | \$2.72 | \$2.72 | \$2.72 |
| | Knowledge Based Authentication (KBA) | 216500 | N/A | \$13.60 | \$13.60 | \$13.60 |
| Services | Data Import (per form) | 445 | \$4,534 | \$4,534 | \$4,534 | \$4,534 |
| | Report Building - Quantity 5 | 4211 | N/A | \$218 | \$218 | \$218 |
| | Custom FAQ (Per Page) | 516505 | N/A | \$2,720 | \$2,720 | \$2,720 |
| | Professional Services (Hourly) | 646 | N/A | \$272 | \$272 | \$272 |
| | Project Management (Hourly) | 4623 | N/A | \$272 | \$272 | \$272 |
| ERP Integration | 171595 | N/A | \$113,344 | \$113,344 | \$113,344 | |

Submittable DIR Price Book 2025

List prices are reflective of a 1-year contract term

All Prices reflect 10% DIR Discount followed by 0.75% DIR Administration Fee.

| | | Grants Management Government Agency Plus Package | Grants Management Government Agency Professional Plus Package | Grants Management Government Agency Enterprise Plus Package | Grants Management State Government Enterprise Plus Package |
|-----------------------------|---|--|---|---|--|
| LIST PRICE | | \$177,000.00 | \$467,500.00 | \$985,000.00 | \$10,675,000.00 |
| Texas DIR Price | | \$160,494.75 | \$423,905.63 | \$893,148.75 | \$9,679,556.25 |
| Modules | Package SKUs | 216473 | 216474 | 216475 | 216476 |
| | Individual SKU Description | Package Details | Package Details | Package Details | Package Details |
| Base Software Package | Instances (Departments / Sub Organizations) | 216477 | 1 | 3 | 15 |
| | Funding Opportunities (Programs) | 216478 | 10 | 50 | 500 |
| | Team Seats | 8 | 25 | 200 | 5,000 |
| | Branded Platform Experience (Colors, Logos, Images) | 216479 | Included | Included | Included |
| | Multi-Round Applications | 216480 | Included | Included | Included |
| | Multi Round Reviewing | 947 | Included | Included | Included |
| | Embedded eSignature | 216481 | Included | Included | Included |
| | Email Notifications & Reminders | 216482 | Included | Included | Included |
| | API Access | 5232 | Included | Included | Included |
| | SSO | 31 | Included | Included | Included |
| | Localization | 27 | Included | Included | Included |
| | Organization & Subrecipient Profiles | 216483 | Included | Included | Included |
| HIPAA | 30 | \$9,068 | Included | Included | |
| Support | Silver Support | 35 | N/A | N/A | N/A |
| | Gold Support | 34 | Included | Included | N/A |
| | Platinum Support | 33 | \$10,446 | \$10,446 | Included |
| | Enterprise Support | 1044766 | \$90,675 | \$90,675 | Included |
| | Dedicated Applicant Support | 5029 | Custom Quote | Custom Quote | Custom Quote |
| Implementation | Implementation | Included | Gold (Selected) | 3 Gold (Selected) | 15 Platinum (Selected) |
| | | | | | 75 Platinum (Selected) |
| Implementation Packages | Grants Management Self-Guided Implementation | 516504 | N/A | N/A | N/A |
| | Grants Management Gold Implementation | 216460 | \$9,068 | \$9,068 | N/A |
| | Grants Management Platinum Implementation | 216461 | \$15,868 | \$15,868 | \$15,868 |
| Eligibility Module | Eligibility Form & Scoring | 216484 | Included | Included | Included |
| | Charity Check | 4086 | Included | Included | Included |
| | Address Validation | 216485 | Included | Included | Included |
| | Sam.gov Verification | 216486 | Included | Included | Included |
| | Compliance Management | 216462 | \$1,814 | Included | Included |
| | IRS/TIN Validation | 216488 | \$1.13 | \$1.13 | \$1.13 |
| Financial Management Module | Funds Tracking & Tracking | | Included | Included | Included |
| | Budget Categories and Reporting | 217589 | Included | Included | Included |
| | Expense & Reimbursement Management | | Included | Included | Included |
| Monitoring Module | Sub-Recipient Monitoring Automation | 216491 | Included | Included | Included |
| | Narrative Post Award | 216464 | Included | Included | Included |
| | Goals & Milestones | 216492 | Included | Included | Included |
| Reporting Module | Data Warehouse & Parquet | 216493 | \$2,267 | Included | Included |
| | Advanced Reporting | 29 | \$4,080 | Included | Included |
| Integrations | DocuSign Integration | 57744 | \$2,267 | Included | Included |
| | Microsoft Dynamics 365 Integration | 216494 | \$3,174 | \$3,500 | Included |
| | Salesforce.com Integration | 216495 | \$3,174 | \$3,500 | Included |
| Professional Services | Professional Service Hours | 646 | 100 | 250 | 500 |

| Upgrade Features & Services | | | | | |
|-----------------------------|--|--------|---------------------------|---------------------------|---------------------------|
| Base Software Subscription | Additional Instances (Departments / Sub Organizations) | 216497 | \$54,405 | \$54,405 | \$54,405 |
| | Additional Team Seats (Sold in blocks of 10) | 69363 | \$907 | \$907 | \$907 |
| | Additional Funding Opportunities (Programs) | 216497 | \$3,400 | \$3,400 | \$3,400 |
| Eligibility Module | Smart Import - (Document Validation) | 216498 | Custom Quote | Custom Quote | Custom Quote |
| | Automated Eligibility | 216501 | \$1,813,500 | \$1,813,500 | \$1,813,500 |
| Fund Management Module | Funds Distribution Tier 1 • Fund size <\$1M | 4320 | \$9,068 | \$9,068 | \$9,068 |
| | Funds Distribution Tier 2 • Fund size <\$10M | 5131 | \$45,338 | \$45,338 | \$45,338 |
| | Funds Distribution Tier 3 • Fund size >\$10M | 4622 | \$90,675 | \$90,675 | \$90,675 |
| | Transaction Fee | 4928 | % of Fund or Distribution | % of Fund or Distribution | % of Fund or Distribution |
| Workflow Automation Module | Workflow Automation | 5030 | Custom Quote | Custom Quote | Custom Quote |
| Fraud Prevention Module | Identity Verification (IDV) | 216499 | \$2.72 | \$2.72 | \$2.72 |
| | Knowledge Based Authentication (KBA) | 216500 | \$13.60 | \$13.60 | \$13.60 |
| Services | Data Import (per form) | 445 | \$4,534 | \$4,534 | \$4,534 |
| | Report Building - Quantity 5 | 4211 | \$218 | \$218 | \$218 |
| | Custom FAQ (Per Page) | 516505 | \$2,720 | \$2,720 | \$2,720 |
| | Professional Services (Hourly) | 646 | \$272/HR >100hrs | \$272/HR >250hrs | \$272/HR >500hrs |
| | Project Management (Hourly) | 4623 | \$272 | \$272 | \$272 |
| | ERP Integration | 171595 | \$113,344 | \$113,344 | \$113,344 |

| SKU Name | Description |
|---|--|
| Address Validation | Validate addresses are correct and registered with USPS |
| Advanced Reporting | Custom Dashboards and Report Builder |
| API Access | Allows customers the option to build their own integrations and automations leveraging the Submittable Application Programming Interface (API) Automated Eligibility is an independent service from Submittable for eligibility validation using multiple 3rd party data sources and fraud prevention tools to align funding opportunities to individuals and organizations |
| Automated Eligibility | Self service option each customer has to customize their own accounts branding |
| Branded Platform Experience (Colors, Logos, Images) | |
| Budget Categories and Reporting | Ability to divide budgets into separate categories |
| Charity Check | Validate nonprofit organization data |
| Compliance Management | OFAC, Sanctions, Anti-Money Laundering |
| Custom FAQ (Per Page) | Price is per FAQ page. Customers can buy any amount. Import historical data into Submittable based on a single form/table |
| Data Import (per form) | Client specific data warehouse that includes CSV files, attachments, and data generally used for syncing with business intelligence tools (PowerBI, Tableau) |
| Data Warehouse & Parque | White glove level Enterprise Support. Highest priority email, phone, and chat, ticketing system access, multi-language support and custom SLAs. Must be scoped by VP of Customer Success |
| Dedicated Applicant Support | |
| DocuSign Integration | Integrate your account with Docusign using pre-built integration (no custom scoping required) |
| Eligibility Form & Scoring | Ability to include an eligibility form in front of an application, and automatically score it upon submission |
| Email Notifications & Reminders | Automated notifications and reminders |
| Embedded eSignature | Included eSignature solution (can upgrade to Docusign) |
| ERP Integration | Custom ERP Integration must be scoped by an SE and Professional Services Manager |
| Expense & Reimbursement Management | Ability for customers to accept expense & reimbursement requests with approval process |
| Funds Distribution Tier 1 | Fund Size \$1 to \$999,999 |
| Funds Distribution Tier 2 | Fund Size \$1MM to \$9,999,999 |
| Funds Distribution Tier 3 | Fund Size \$10MM+ |
| Funds Distribution Transaction Fee | Fees charged are a percentage of the funds distributed and based on payment partner and payment type. |
| Funds Management | Ability to create funding sources |
| Funds Tracking | Ability to track fund usage |

| SKU Name | Description |
|--|---|
| Goals & Milestones | Grantees set goals and milestones in applications, carrying them into agreements for post-award reporting. For clients with a robust program, complex workflow, and a need for customized training with a dedicated Implementation Specialist. |
| Grants Management Gold Implementation | Our most comprehensive package for clients looking to benefit from ongoing one-on-one Implementation guidance to launch and manage major initiatives smoothly and efficiently. |
| Grants Management Platinum Implementation | Lowest cost implementation package that requires the customer to manage their own implementation using self guided resources (GuideCX, documents, videos etc) |
| Grants Management Self-Guided Implementation | Compliance with the Health Insurance Portability and Accountability Act. |
| HIPAA | Embed an Identity Verification (IDV) screening into your application. Requires scoping and pre-purchase. |
| Identity Verification (IDV) | Volume must be scoped and pre-sold |
| IRS/TIN Validation | Embed a Knowledge Based Authentication (KBA) quiz into your application. Requires scoping and pre-purchase. |
| Knowledge Based Authentication (KBA) | Support for multiple additional languages within the platform |
| Localization | Integrate your account with Microsoft Dynamics 365 using pre-built integration (no custom scoping required) |
| Microsoft Dynamics 365 Integration | |
| Multi Round Reviewing | Review processes that can go through multiple rounds of reviewing |
| Multi-Round Applications | Applications processes can go through multiple rounds of intake and review. Collects general and narrative information from grantees during post-award monitoring (requires respective modules for Expenses & Reimbursements or Goals & Milestones reporting). |
| Narrative Post Award | |
| Organization & Subrecipient Profiles | Ability to create profiles for individuals and organizations Hours must be scoped by an SE and approved by Professional Services Manager. |
| Professional Services | Hours must be scoped by an SE and approved by Professional Services Manager. |
| Project Management | Submittable will build up to 5 reports on behalf of the customer. |
| Report Building | Integrate your account with Salesforce using pre-built integration (no custom scoping required) |
| Salesforce.com Integration | Provides public organization and UEI data validated against Sam.gov |
| Sam.gov Verification | Automatically import physical documents. Requires scoping by an SE and approval by Professional Services Manager |
| Smart Import - (Document Validation) | Single Sign On |
| SSO | Automate the follow-up and collection of subrecipient reporting |
| Sub-Recipient Monitoring Automation | Automate review & scoring of applications. Must be scoped by an SE and approved by Professional Services Manager |
| Workflow Automation | |

Submittable DIR Price Book (Legacy Pricing Renewals Only)

List prices are reflective of a 1-year contract term

All Prices reflect 10% DIR Discount followed by 0.75% DIR Administration Fee.

| | | Government Platform Package | Tier 2 Government Package | Tier 1 Government Package | Government Agency Package | State Government Enterprise Package | |
|-------------------------|--|-----------------------------|---------------------------|---------------------------|---------------------------|-------------------------------------|-----------------|
| LIST PRICE | | \$50,000.00 | \$125,000.00 | \$400,000.00 | \$850,000.00 | \$10,000,000.00 | |
| Texas DIR Price | | \$45,337.50 | \$113,343.75 | \$362,700.00 | \$770,737.50 | \$9,067,500.00 | |
| Modules | Package SKUs | SKU | 184802 | 139287 | 139286 | 216471 | 17216 |
| | Individual SKU Description | SKU | Package Details | Package Details | Package Details | Package Details | Package Details |
| Base Software Package | Instances (Departments / Sub Organizations) | | 1 | 1 | 3 | 15 | 75 |
| | Team Seats | 8 | 10 | 25 | 200 | 1000 | 5,000 |
| | Submissions | 69364 | 200 | 1,000 | 5,000 | 25,000 | 150,000 |
| | Custom Branding (URL + CSS) | 69365 | N/A | 1 | 3 | 15 | 75 |
| | Multi-round Reviewing | 947 | Included | Included | Included | Included | Included |
| | DocuSign Integration | 57744 | Included | Included | Included | Included | Included |
| | API Access | 5232 | N/A | Included | Included | Included | Included |
| | Localization (Multi-Language Support 30+) | 27 | N/A | Included | Included | Included | Included |
| | Organization Profile | | Included | Included | Included | Included | Included |
| | Smart Import | | N/A | Included | Included | Included | Included |
| Support | Silver Support | 35 | Included | N/A | N/A | N/A | N/A |
| | Gold Support | 34 | \$7,181 | Included | N/A | N/A | N/A |
| | Platinum Support | 33 | \$10,446 | Included | Included | Included | N/A |
| | Enterprise Support | 1044766 | N/A | \$90,675 | \$90,675 | \$90,675 | Included |
| | Dedicated Applicant Support | 5029 | N/A | Custom Quote | Custom Quote | Custom Quote | Custom Quote |
| Implementation | Implementation | Included | Self-Guided | Gold | 3 Platinum | 15 Platinum | 75 Platinum |
| Implementation Packages | Self-Guided Implementation | 516504 | \$1,360 | N/A | N/A | N/A | N/A |
| | Gold Implementation (Premium) | 216460 | \$9,068 | \$9,068 | \$9,068 | N/A | N/A |
| | Platinum Implementation (Deluxe) | 216461 | \$15,868 | \$15,868 | \$15,868 | \$15,868 | \$15,868 |
| Eligibility Module | Eligibility Form & Scoring | | Included | Included | Included | Included | Included |
| | Charity Check | 4086 | Included | Included | Included | Included | Included |
| | Address Validation | 216485 | N/A | Included | Included | Included | Included |
| | Sam.gov Verification | | Included | Included | Included | Included | Included |
| Funds Management Module | Funds Tracking (Payments & Awards) | 948 | \$6,801 | Included | Included | Included | Included |
| | Funds Management (Budget Categories & Reimbursemen | 216456 | \$6,801 | Included | Included | Included | Included |
| Monitoring Module | Request Forms (Sub-recipient monitoring) | 216491 | \$6,801 | Included | Included | Included | Included |
| | Additional Forms | 216464 | \$6,801 | Included | Included | Included | Included |
| Reporting Module | Dashboards | 216493 | Included | Included | Included | Included | Included |
| | Standard Reporting | | Included | Included | Included | Included | Included |
| | Impact Reporting | 4625 | N/A | Included | Included | Included | Included |
| | Advanced Reporting | 29 | Included | Included | Included | Included | |
| Professional Services | Professional Service Hours | 646 | None Included | None Included | None Included | None Included | None Included |

Upgrade Features & Services

| | | | | | | | |
|----------------------------|---|--------|---------|---------------------------|---------------------------|---------------------------|---------------------------|
| Base Software Subscription | Single Sign On | 31 | N/A | No cost add-on | No cost add-on | No cost add-on | No cost add-on |
| | Additional Team Seats (Sold in blocks of 10) | 69363 | \$907 | \$907 | \$907 | \$907 | \$907 |
| | Additional Submissions (Sold in blocks of 500) | 14 | \$272 | \$272 | \$272 | \$272 | \$272 |
| | HIPPA | 30 | N/A | \$2,267 | \$2,267 | \$2,267 | \$2,267 |
| | Funds Distribution Tier 1 • Fund size <\$1M | 4320 | N/A | \$9,068 | \$9,068 | \$9,068 | \$9,068 |
| | Funds Distribution Tier 2 • Fund size <\$10M | 5131 | N/A | \$45,338 | \$45,338 | \$45,338 | \$45,338 |
| | Funds Distribution Tier 3 • Fund size >\$10M | 4622 | N/A | \$90,675 | \$90,675 | \$90,675 | \$90,675 |
| | Transaction Fee | 4928 | N/A | % of Fund or Distribution | % of Fund or Distribution | % of Fund or Distribution | % of Fund or Distribution |
| Workflow Automation | Automated Eligibility, Review or Sub-Recipient Monitoring | 5030 | N/A | Custom Quote | Custom Quote | Custom Quote | Custom Quote |
| Fraud Prevention Module | Identity Verification (IDV) pack of 1,000 | 74667 | N/A | \$2,720.25 | \$2,720.25 | \$2,720.25 | \$2,720.25 |
| | Knowledge Based Authentication (KBA) pack of 1,000 | | N/A | | | | |
| Reporting | Data Sharing (Snowflake Data Warehouse) | 74768 | N/A | \$45,338 | \$45,338 | \$45,338 | \$45,338 |
| | Snowflake Reader Account add-on for Data Sharing | 190108 | N/A | \$2,947 | \$2,947 | \$2,947 | \$2,947 |
| Add-On Products & Services | Data Import (per form) | 445 | \$2,267 | \$2,267 | \$2,267 | \$2,267 | \$2,267 |
| | Report Building (5 reports) | 4211 | N/A | \$1,814 | \$1,814 | \$1,814 | \$1,814 |
| | Custom FAQ (Per Page) | 516505 | N/A | \$2,720 | \$2,720 | \$2,720 | \$2,720 |
| | Professional Services (Hourly) | 646 | N/A | \$272 | \$272 | \$272 | \$272 |
| | Project Management (Hourly) | 4623 | N/A | \$272 | \$272 | \$272 | \$272 |
| | White Labeling | 4216 | N/A | \$5,441 | \$5,441 | \$5,441 | \$5,441 |
| | Zapier Integration | 4213 | N/A | No cost add-on | No cost add-on | No cost add-on | No cost add-on |
| | Custom URL | 4215 | N/A | \$2,720 | \$2,720 | \$2,720 | \$2,720 |
| | Custom CSS | 25 | N/A | \$2,720 | \$2,720 | \$2,720 | \$2,720 |
| | Custom URL + Custom CSS | 69365 | N/A | \$4,534 | \$4,534 | \$4,534 | \$4,534 |
| | Comprehensive Form Building | 70 | N/A | \$453 | \$453 | \$453 | \$453 |
| | ERP Integration | 171595 | N/A | \$113,344 | \$113,344 | \$113,344 | \$113,344 |

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| | | Tier 2 Government Plus Package | Tier 1 Government Plus Package | Government Agency Plus Package | State Government Enterprise Plus Package |
|-------------------------|--|--------------------------------|--------------------------------|--------------------------------|--|
| LIST PRICE | | \$149,000.00 | \$460,000.00 | \$960,000.00 | \$106,000.00 |
| Texas DIR Price | | \$135,105.75 | \$417,105.00 | \$870,480.00 | \$96,115.50 |
| Modules | Package SKUs | SKU | 184804 | 184803 | 184805 |
| | Individual SKU Description | | Package Details | Package Details | Package Details |
| Base Software Package | Instances (Departments / Sub Organizations) | | 1 | 3 | 15 |
| | Team Seats | 8 | 25 | 200 | 1000 |
| | Submissions | 69364 | 1,000 | 5,000 | 25,000 |
| | Custom Branding (URL + CSS) | 69365 | 1 | 3 | 15 |
| | Multi-round Reviewing | 947 | Included | Included | Included |
| | DocuSign Integration | 57744 | Included | Included | Included |
| | API Access | 5232 | Included | Included | Included |
| | Localization (Multi-Language Support 30+) | 27 | Included | Included | Included |
| | Organization Profile | | Included | Included | Included |
| | Smart Import | | Included | Included | Included |
| Support | Silver Support | 35 | N/A | N/A | N/A |
| | Gold Support | 34 | Included | N/A | N/A |
| | Platinum Support | 33 | \$10,446 | Included | Included |
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| | Dedicated Applicant Support | 5029 | Custom Quote | Custom Quote | Custom Quote |
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| Implementation Packages | Self-Guided Implementation | 516504 | N/A | N/A | N/A |
| | Gold Implementation (Premium) | 216460 | \$9,068 | \$10,000 | N/A |
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| Eligibility Module | Eligibility Form & Scoring | | Included | Included | Included |
| | Charity Check | 4086 | Included | Included | Included |
| | Address Validation | 216485 | Included | Included | Included |
| | Sam.gov Verification | | Included | Included | Included |
| Funds Management Module | Funds Tracking (Payments & Awards) | 948 | Included | Included | Included |
| | Funds Management (Budget Categories & Reimbursemen | 216456 | Included | Included | Included |
| Monitoring Module | Request Forms (Sub-recipient monitoring) | 216491 | Included | Included | Included |
| | Additional Forms | 216464 | Included | Included | Included |
| Reporting Module | Dashboards | 216493 | Included | Included | Included |
| | Standard Reporting | | Included | Included | Included |
| | Impact Reporting | 4625 | Included | Included | Included |
| | Advanced Reporting | 29 | Included | Included | Included |
| Professional Services | Professional Service Hours | 646 | 100 | 250 | 500 |

Upgrade Features & Services

| | | | | | | |
|----------------------------|---|--------|---------------------------|---------------------------|---------------------------|---------------------------|
| Base Software Subscription | Single Sign On | 31 | No cost add-on | No cost add-on | No cost add-on | No cost add-on |
| | Additional Team Seats (Sold in blocks of 10) | 69363 | \$907 | \$907 | \$907 | \$907 |
| | Additional Submissions (Sold in blocks of 500) | 14 | \$272 | \$272 | \$272 | \$272 |
| | HIPPA | 30 | \$2,267 | \$2,267 | \$2,267 | \$2,267 |
| | Funds Distribution Tier 1 • Fund size <\$1M | 4320 | \$9,068 | \$9,068 | \$9,068 | \$10,000 |
| | Funds Distribution Tier 2 • Fund size <\$10M | 5131 | \$45,338 | \$45,338 | \$45,338 | \$50,000 |
| | Funds Distribution Tier 3 • Fund size >\$10M | 4622 | \$90,675 | \$90,675 | \$90,675 | \$100,000 |
| | Transaction Fee | 4928 | % of Fund or Distribution | % of Fund or Distribution | % of Fund or Distribution | % of Fund or Distribution |
| Workflow Automation | Automated Eligibility, Review or Sub-Recipient Monitoring | 5030 | Custom Quote | Custom Quote | Custom Quote | Custom Quote |
| Fraud Prevention Module | Identity Verification (IDV) pack of 1,000 | 74667 | \$2,720.25 | \$2,720.25 | \$3,000.00 | \$3,000.00 |
| | Knowledge Based Authentication (KBA) pack of 1,000 | | | | | |
| Reporting | Data Sharing (Snowflake Data Warehouse) | 74768 | \$45,338 | \$45,338 | \$50,000 | \$50,000 |
| | Snowflake Reader Account add-on for Data Sharing | 190108 | \$2,947 | \$2,947 | \$3,250 | \$3,250 |
| Add-On Products & Services | Data Import (per form) | 445 | \$2,267 | \$2,267 | \$2,500 | \$2,500 |
| | Report Building (5 reports) | 4211 | \$1,814 | \$1,814 | \$2,000 | \$2,000 |
| | Custom FAQ (Per Page) | 516505 | \$2,720 | \$2,720 | \$3,000 | \$3,000 |
| | Professional Services (Hourly) | 646 | \$272/HR >100hrs | \$272/HR >250hrs | \$272/HR >500hrs | \$272/HR >2500hrs |
| | Project Management (Hourly) | 4623 | \$272 | \$272 | \$272 | \$272 |
| | White Labeling | 4216 | \$5,441 | \$5,441 | \$5,441 | \$5,441 |
| | Zapier Integration | 4213 | No cost add-on | No cost add-on | No cost add-on | No cost add-on |
| | Custom URL | 4215 | \$2,720 | \$2,720 | \$2,720 | \$2,720 |
| | Custom CSS | 25 | \$2,720 | \$2,720 | \$2,720 | \$2,720 |
| | Custom URL + Custom CSS | 69365 | \$4,534 | \$4,534 | \$4,534 | \$4,534 |
| | Comprehensive Form Building | 70 | \$453 | \$453 | \$453 | \$453 |
| | ERP Integration | 171595 | \$113,344 | \$113,344 | \$113,344 | \$113,344 |

| Legacy Pricing SKU Name | Description |
|--|--|
| Address Validation | Validate addresses are correct and registered with USPS |
| Advanced Reporting | Custom Dashboards and Report Builder |
| API Access | Allows customers the option to build their own integrations and automations leveraging the Submittable Application Programming Interface (API) |
| Automated Review | Automated your workflows. Can include automated eligibilty, reviews, scoring and subrecipient monitoring. |
| Branded Platform Experience (Colors, Logos, Images) | Self service option each customer has to customize their own accounts branding |
| Budget Categories and Reporting | Ability to divide budgets into separate categories |
| Charity Check | Validate nonprofit organization data |
| Comprehensive Form Building | Leverage Submittable to its fullest potential by letting the industry experts on our team build your form. |
| Custom FAQ (Per Page) | Price is per FAQ page. Customers can buy any amount. |
| Custom URL+ Custom CSS | Enhance branding with a custom URL and CSS styling. |
| Data Import (per form) | Import historical data into Submittable based on a single form/table |
| Dedicated Applicant Support | White glove level Enterprise Support. Highest priority email, phone, and chat, ticketing system access, multi-language support and custom SLAs. Must be scoped by VP of Customer Success |
| Docusign Integration | Integrate your account with Docusign using pre-built integration (no custom scoping required) |
| Eligibility Form & Scoring | Ability to include an eligibility form in front of an application, and automatically score it upon submission |
| Email Notifications & Reminders | Automated notifications and reminders |
| ERP Integration | Custom ERP Integration must be scoped by an SE and Professional Services Manager |
| Expense & Reimbursement Management | Ability for customers to accept expense & reimbursement requests with approval process |
| ERP Integration | Custom ERP Integration must be scoped by an SE and Professional Services Manager |
| Fraud Prevention | Embed a Knowledge Based Authentication quiz or Identity Verification screening into your application. Packs of 1000 @ \$3 each. |
| Funds Distribution Tier 1 | Fund Size \$1 to \$999,999 |
| Funds Distribution Tier 2 | Fund Size \$1MM to \$9,999,999 |
| Funds Distribution Tier 3 | Fund Size \$10MM+ |
| Funds Distribution Transaction Fees | Fees charged are a percentage of the funds distributed and based on payment partner and payment type. |
| Funds Management | Ability to create funding sources and categories. |

| Legacy Pricing SKU Name | Description |
|---|--|
| Funds Tracking | Ability to track fund usage |
| Gold Implementation (Premium) | For clients with a robust program, complex workflow, and a need for customized training with a dedicated Implementation Specialist. |
| HIPAA | Compliance with the Health Insurance Portability and Accountability Act. |
| Identity Verification (IDV) | Embed an Identity Verification (IDV) screening into your application. Requires scoping and pre-purchase. |
| Knowledge Based Authentication (KBA) | Embed a Knowledge Based Authentication (KBA) quiz into your application. Requires scoping and pre-purchase. |
| Localization | Support for multiple additional languages within the platform |
| Multi-Round Applications | Applications processes can go through multiple rounds of intake and review. |
| Multi Round Reviewing | Review processes that can go through multiple rounds of reviewing |
| Organization & Subrecipient Profiles | Ability to create profiles for individuals and organizations |
| Platinum Implementation (Deluxe) | Our most comprehensive package for clients looking to benefit from ongoing one-on-one Implementation guidance to launch and manage major initiatives smoothly and efficiently. |
| Professional Services | Hours must be scoped by an SE and approved by Professional Services Manager. |
| Project Management | Hours must be scoped by an SE and approved by Professional Services Manager. |
| Report Building | Submittable will build up to 5 reports on behalf of the customer. |
| Sam.gov Verification | Provides public organization and UEI data validated against Sam.gov |
| Self-Guided Implementation | Self-paced implementation package where customers manage their setup using guided resources, including GuideCX, documentation, and instructional videos. |
| Smart Import - (Document Validation) | Validate imported documents automatically. |
| SSO | Single Sign On |
| Snowflake Data Sharing | Pull your Submittable data into your Snowflake data warehouse in close-to-real time. |
| Snowflake Reader Account | Reader account to access your Submittable data in Snowflake. Must be purchased with Data Sharing. |
| SSO | Single Sign On |
| White Labeling | Remove Submittable brand to applicants |
| Workflow Automation | Automate review & scoring of applications. Must be scoped by an SE and approved by Professional Services Manager |
| Zapier Integration | Connect Submittable to other business applications. Can be added to the Tier 1 & 2 Government, Government Agency Enterprise and State Government Enterprise Package. Fee is waived for these packages. |