

EXHIBIT B**Rates****Service Provider Fees for Services****1. Provider Rates**

Below pricing is for Internet2 Members. Pricing for Internet2 Non-Members is 10% higher.

A. Zoom Standard Offering Pricing:

Offer Type	Annual NET+ Zoom Price
Zoom Ed20 Host Plan (20 host minimum; \$78.25/host/yr)	\$1,565
Zoom Ed150 Host Plan (150 host minimum; \$43.43/host/yr)	\$6515
Zoom Ed500 Host Plan (500 host minimum; \$43.43/host/yr)	\$14,765
Zoom Ed1000 Host Plan (1,000 host minimum; \$21.75/host/yr)	\$21,750
Zoom Ed2000 Host Plan (2,000 host minimum; \$15.63/host/yr)	\$31,350
Zoom Ed3000 Host Plan (3,000 host minimum; \$13.05/host/yr)	\$39,150
Zoom Ed5000 Host Plan (5,000 host minimum; \$9.57/host/yr)	\$47,850
500 Participant Add On	\$520
1,000 Participant Add On	\$940
Webinar 500 Participant Add On	\$621
Webinar 1000 Participant Add On	\$2,955
Webinar 3000 Participant Add On	\$8,675
Webinar 5000 Participant Add On	\$21,710
Webinar 10000 Participant Add On	\$56,360
Zoom Room Connector (virtual or cloud) Ports	\$425
Zoom Rooms	\$435
Committed Premium Audio Conferencing Plans: \$1200	\$1,200
Committed Premium Audio Conferencing Plans: \$6000	\$6,000
Committed Cloud Storage (100GB): \$480	\$480
Committed Cloud Storage (500GB): \$1200	\$1,200
Committed Cloud Storage (3TB): \$6000	\$6,000
Concurrent Meeting License Basic	\$96

Overage Charges for “Committed Premium Audio Conferencing” and “Committed Cloud Storage” plans: Provider will charge Customer directly for additional usage if the plan committed threshold is exceeded. Overage charges will be invoiced monthly in arrears based on the rates provided by Provider to Customer on the Customer Order Form.

B. Advanced Offerings (larger volume purchases and site license):

For each Contract Year, the minimum “Total Size of Institution” that Customer will order will be based on Customer’s total number of faculty and staff as declared by the Customer to Provider, which declaration must be based on a reputable and published source reasonably selected by the Customer and approved by Provider. In the event of an increase in Customer’s total faculty and staff, Customer must provide Provider notice of such increase at its next renewal or when Customer needs additional licenses in excess of those available in its current tier.

If Customer’s faculty/staff count increases during a Contract Year and reaches the next level of “Total Size of Institution,” an amendment quote will be generated. All licenses included in the order will be repriced, on a pro-rated basis for the remainder of the billing cycle at the rate associated with the corresponding tier shown below. Any changes in price will be prospective from the effective date of the amendment quote, and there will be no refunds or credits offered.

- (1) Ed Site License: Pro host licenses for all faculty, staff and students

Total Size of Institution (Faculty+Staff count FTE)	Flat Rate Annual NET+ Zoom Price
Up To 999 Faculty+Staff Count	\$ 21,710
1000-2499 Faculty+Staff Count	\$33,555
2500-4999 Faculty+Staff Count	\$43,420
5000-7499 Faculty+Staff Count	\$58,725
7500-9999 Faculty+Staff Count	\$69,165
10000-14999 Faculty+Staff Count	\$90,915
15000-19999 Faculty+Staff Count	\$108,315
20000-29999 Faculty+Staff Count	\$137,025
30000+ Faculty+Staff Count	Actual Faculty+Staff Count multiplied by \$4.35/host/year

- (2) Ed Site License Bundle: Pro host licenses for all faculty, staff, and students plus Custom Add-on Bundle*

Total Size of Institution (Faculty+Staff count FTE)	Flat Rate Annual NET+ Zoom Price
Up To 999 Faculty+Staff Count	\$ 30,395
1000-2499 Faculty+Staff Count	\$47,765
2500-4999 Faculty+Staff Count	\$69,475
5000-7499 Faculty+Staff Count	\$93,960
7500-9999 Faculty+Staff Count	\$110,664
10000-14999 Faculty+Staff Count	\$145,464
15000-19999 Faculty+Staff Count	\$173,304
20000-29999 Faculty+Staff Count	\$219,240
30000+ Faculty+Staff Count	Actual Faculty+Staff Count multiplied by \$7.00/host/year