

**Imprivata OneSign - Worldwide Price List - Nov., 2010**

| Item   |       | Part No.                              | MSRP<br>Euro        |
|--|-------|---------------------------------------|---------------------|
| <b>ONESIGN SINGLE SIGN-ON (SSO) - LICENSE</b>                    |       |                                       |                     |
| <b>Imprivata OneSign SSO (New Users Only)</b>                    |       |                                       |                     |
| 25   | 50    | OneSign SSO 50 New Users              | SSO-50-USR 7,500    |
| 51   | 100   | OneSign SSO 100 New Users             | SSO-100 -USR 10,500 |
| 101  | 150   | OneSign SSO 150 New Users             | SSO-150-USR 13,000  |
| <b>Imprivata OneSign SSO (Additional Users Only)</b>             |       |                                       |                     |
| 25   | 199   | OneSign SSO 25-199 Additional Users   | SSO-ADDL-25 80      |
| <b>Imprivata OneSign SSO (New or Additional Users)</b>           |       |                                       |                     |
| 200  | 299   | OneSign SSO 201-299 Users             | SSO-200 80          |
| 300  | 399   | OneSign SSO 300-399 Users             | SSO-300 70          |
| 400  | 499   | OneSign SSO 400-499 Users             | SSO-400 60          |
| 500  | 699   | OneSign SSO 500-699 Users             | SSO-500 54          |
| 700  | 999   | OneSign SSO 700-999 Users             | SSO-700 51          |
| 1000   | 1499  | OneSign SSO 1,000-1,499 Users         | SSO-1000 44         |
| 1500   | 1999  | OneSign SSO 1,500-1,999 Users         | SSO-1500 36         |
| 2000   | 2499  | OneSign SSO 2,000-2,499 Users         | SSO-2000 33         |
| 2500   | 3499  | OneSign SSO 2,500-3,499 Users         | SSO-2500 31         |
| 3500   | 4999  | OneSign SSO 3,500-4,999 Users         | SSO-3500 28         |
| 5000   | 7999  | OneSign SSO 5,000-7,999 Users         | SSO-5K 23           |
| 8000   | 9999  | OneSign SSO 8,000-9,999 Users         | SSO-8K 21           |
| 10000  | 12999 | OneSign SSO 10,000-12,999 Users       | SSO-10K 20          |
| 13000  | 16999 | OneSign SSO 13,000-16,999 Users       | SSO-13K 19          |
| 17000  | 20000 | OneSign SSO 17,000-20,000 Users       | SSO-17K 18          |
| <b>Imprivata OneSign AM Add-On (for existing SSO Users Only)</b> |       |                                       |                     |
| 25   | 999   | OneSign AM Add-on 25-999 Users        | AM-ADD-ON-25 20     |
| 1000   | 1499  | OneSign AM Add-on 1,000-1,499 Users   | AM-ADD-ON-1000 19   |
| 1500   | 2499  | OneSign AM Add-on 1,500-2,499 Users   | AM-ADD-ON-1500 18   |
| 2500   | 4999  | OneSign AM Add-on 2,500-4,999 Users   | AM-ADD-ON-2500 16   |
| 5000   | 9999  | OneSign AM Add-on 5,000-9,999 Users   | AM-ADD-ON-5K 14     |
| 10000  | 14999 | OneSign AM Add-on 10,000-14,999 Users | AM-ADD-ON10K 12     |
| 15000  | 20000 | OneSign AM Add-on 15,000-20,000 Users | AM-ADD-ON15K 11     |
| <b>ONESIGN AUTHENTICATION MANAGEMENT (AM) - LICENSE</b>          |       |                                       |                     |
| <b>Imprivata OneSign AM (New Users Only)</b>                     |       |                                       |                     |
| 25   | 50    | OneSign AM 50 New Users               | AM-50-USR 5,000     |
| 51   | 100   | OneSign AM 100 New Users              | AM-100 -USR 7,500   |
| 101  | 150   | OneSign AM 150 New Users              | AM-150-USR 9,250    |
| <b>Imprivata OneSign AM (Additional Users Only)</b>              |       |                                       |                     |
| 25   | 199   | OneSign AM 25-199 Additional Users    | AM-ADDL-25 56       |
| <b>Imprivata OneSign AM (New or Additional Users)</b>            |       |                                       |                     |
| 200  | 299   | OneSign AM 200-299 Users              | AM-200 56           |
| 300  | 399   | OneSign AM 300-399 Users              | AM-300 49           |
| 400  | 499   | OneSign AM 400-499 Users              | AM-400 42           |
| 500  | 699   | OneSign AM 500-699 Users              | AM-500 38           |
| 700  | 999   | OneSign AM 700-999 Users              | AM-700 36           |
| 1000   | 1499  | OneSign AM 1,000-1,499 Users          | AM-1000 31          |
| 1500   | 1999  | OneSign AM 1,500-1,999 Users          | AM-1500 25          |
| 2000   | 2499  | OneSign AM 2,000-2,499 Users          | AM-2010 23          |
| 2500   | 3499  | OneSign AM 2,500-3,499 Users          | AM-2500 22          |
| 3500   | 4999  | OneSign AM 3,500-4,999 Users          | AM-3500 20          |
| 5000   | 7999  | OneSign AM 5,000-7,999 Users          | AM-5K 16            |
| 8000   | 9999  | OneSign AM 8,000-9,999 Users          | AM-8K 15            |
| 10000  | 12999 | OneSign AM 10,000-12,999 Users        | AM-10K 14           |
| 13000  | 16999 | OneSign AM 13,000-16,999 Users        | AM-13K 13           |
| 17000  | 20000 | OneSign AM 17,000-20,000 Users        | AM-17K 12           |

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|--|-------|--|------------------------|
| <b>ONESIGN SSO/AM BUNDLED LICENSE</b>                    |       |  |                        |
| <b>Imprivata SSO/AM Bundle (New Users Only)</b>          |       |  |                        |
| 25   | 50    | OneSign SSO/AM 50 New Users            | SSO/AM-50-USR 8250     |
| 51   | 100   | OneSign SSO/AM 100 New Users           | SSO/AM-100 -USR 11,550 |
| 101  | 150   | OneSign SSO/AM 150 New Users           | SSO/AM-150-USR 14,300  |
| <b>Imprivata SSO/AM Bundle (Additional Users Only)</b>   |       |  |                        |
| 25   | 199   | OneSign SSO/AM 25-199 Additional Users | SSO/AM-ADDL-25 88      |
| <b>Imprivata SSO/AM Bundle (New or Additional Users)</b> |       |  |                        |
| 200  | 299   | OneSign SSO/AM 200-299 Users           | SSO/AM-200 88          |
| 300  | 399   | OneSign SSO/AM 300-399 Users           | SSO/AM-300 77          |
| 400  | 499   | OneSign SSO/AM 400-499 Users           | SSO/AM-400 66          |
| 500  | 699   | OneSign SSO/AM 500-699 Users           | SSO/AM-500 59          |
| 700  | 999   | OneSign SSO/AM 700-999 Users           | SSO/AM-700 56          |
| 1000   | 1499  | OneSign SSO/AM 1,000-1,499 Users       | SSO/AM-1000 48         |
| 1500   | 1999  | OneSign SSO/AM 1,500-1,999 Users       | SSO/AM-1500 40         |
| 2000   | 2499  | OneSign SSO/AM 2,000-2,499 Users       | SSO/AM-2000 36         |
| 2500   | 3499  | OneSign SSO/AM 2,500-3,499 Users       | SSO/AM-2500 34         |
| 3500   | 4999  | OneSign SSO/AM 3,500-4,999 Users       | SSO/AM-3500 31         |
| 5000   | 7999  | OneSign SSO/AM 5,000-7,999 Users       | SSO/AM-5K 25           |
| 8000   | 9999  | OneSign SSO/AM 8,000-9,999 Users       | SSO/AM-8K 23           |
| 10000  | 12999 | OneSign SSO/AM 10,000-12,999 Users     | SSO/AM-10K 22          |
| 13000  | 16999 | OneSign SSO/AM 13,000-16,999 Users     | SSO/AM-13K 21          |
| 17000  | 20000 | OneSign SSO/AM 17,000-20,000 Users     | SSO/AM-17K 20          |

**Notes:**

**OneSign Versions**

OneSign licenses can be purchased in two (2) configurations:  
 OneSign Single Sign-On  
 OneSign Authentication Management  
 Initial license purchase includes two appliances.

**OneSign User Pricing**

Pricing for 1-200 new license purchases is fixed, sold in 50, 100, 150 or 200 user increments only.  
 For example, Imprivata does not offer new user-based pricing for 75 users; this would be rounded up to 100 users.  
 Pricing for 1-200 additional license purchases is user-based, to be prorated based on the 50, 100, 150 or 200 user pricing.; 25  
 Pricing for 201+ licenses is user-based, including New or Additional User as well as Add-on User purchases; 25-user min.  
 Total User License Price = # of Users \* License Price  
 OneSign Users may be enabled or disabled from OneSign services to comply with license limits.

**OneSign Add-on Licenses**

OneSign Authentication Management may be added to existing Single Sign-On user licenses  
 by purchasing OneSign AM Add-on user licenses.  
 Total Add-on License Price = # of Users \* Add-on User Price

**ONESIGN LICENSE OPTIONS**

|  |       |   |             |
|--|-------|---|-------------|
| <b>Imprivata OneSign SSPW Management</b>               |       |   |             |
| 25   | 1499  | OneSign SSPW Management 25-1,499 Users      | SSPW-25 10  |
| 1500   | 2499  | OneSign SSPW Management 1,500-2,499 Users   | SSPW-1500 9 |
| 2500   | 4999  | OneSign SSPW Management 2,500-4,999 Users   | SSPW-2500 8 |
| 5000   | 9999  | OneSign SSPW Management 5,000-9,999 Users   | SSPW-5K 7   |
| 10000  | 20000 | OneSign SSPW Management 10,000-20,000 Users | SSPW-10K 6  |
| <b>Imprivata OneSign - FBID License *</b>              |       |   |             |
| 25   | 1499  | OneSign FBID License 25-1,499 Users         | FBID-25 10  |
| 1500   | 2499  | OneSign FBID License 1,500-2,499 Users      | FBID-1500 9 |
| 2500   | 4999  | OneSign FBID License 2,500-4,999 Users      | FBID-2500 8 |
| 5000   | 9999  | OneSign FBID License 5,000-9,999 Users      | FBID-5K 7   |
| 10000  | 20000 | OneSign FBID License 10,000-20,000 Users    | FBID-10K 6  |
| <b>Imprivata OneSign - VASCO Digipass License *</b>    |       |   |             |
| 25   | 20000 | OneSign VASCO License 25-20,000 Users       | VASCO 10    |
| <b>Imprivata OneSign - Physical Logical License **</b> |       |   |             |
| 25   | 20000 | OneSign PL License 25-20,000 Users          | PL 11       |
| <b>Imprivata OneSign - Secure Walkaway License *</b>   |       |   |             |
| 10   | 99    | OneSign SWA License 10-99 Work Stations     | SWA-10 150  |
| 100  | 299   | OneSign SWA License 100-299 Work Stations   | SWA-100 141 |
| 300  | 20000 | OneSign SWA License 300+ Work Stations      | SWA-300 133 |

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|             | Item  | Part No. | MSRP<br>Euro |
|-------------|---|----------|--------------|
|             | <b>Imprivata OneSign - Virtual Desktop Access (VDA) *</b> |          |              |
| 50 99       | OneSign VDA 50 - 99 Licenses                              | VDA-50   | 23           |
| 100 399     | OneSign VDA 100-399 Licenses                              | VDA-100  | 22           |
| 400 999     | OneSign VDA 400-999 Licenses                              | VDA-400  | 22           |
| 1000 1999   | OneSign VDA 1,000-1,999 Licenses                          | VDA-1K   | 21           |
| 2000 2499   | OneSign VDA 2,000-2,499 Licenses                          | VDA-2K   | 19           |
| 2500 3499   | OneSign VDA 2,500-3,499 Licenses                          | VDA-2500 | 19           |
| 3500 4999   | OneSign VDA 3,500-4,999 Licenses                          | VDA-3500 | 18           |
| 5000 9999   | OneSign VDA 5,000-9,999 Licenses                          | VDA-5K   | 17           |
| 10000 12999 | OneSign VDA 10,000-12,999 Licenses                        | VDA-10K  | 16           |
| 13000 16999 | OneSign VDA 13,000-16,999 Licenses                        | VDA-13K  | 15           |
| 17000 20000 | OneSign VDA 17,000-20,000 Licenses                        | VDA-17K  | 14           |

**Notes:** Minimum OneSign optional license purchase is 25.  
 Optional Licenses required only for those users needing that option; which can be a subset of licensed OneSign users.  
 \* FBID, VASCO, P/L, SWA and VDA License options require the purchase of Authentication Management  
 \*\* Physical Logical License option requires the designation of a P/L Connector (see below).

**ONESIGN PHYSICAL/LOGICAL CONNECTORS - LICENSE**

**Imprivata OneSign Physical/Logical - Connector License**

|                                   |               |
|-----------------------------------|---------------|
| OneSign P/L Connector - Tyco      | PLC-TYCO      |
| OneSign P/L Connector - Lenel     | PLC-LENEL     |
| OneSign P/L Connector - S2        | PLC-S2        |
| OneSign P/L Connector - Honeywell | PLC-Honeywell |
| OneSign P/L Connector - AMAG      | PLC-AMAG      |
| OneSign P/L Connector - Universal | PLC-Universal |
| OneSign P/L Connector - CCURE9000 | PLC-CCURE     |

**Notes:** One Physical/Logical Connector is included with purchase of User Licenses. It must be designated with the order.

**ONESIGN SSO SUBSCRIPTION SERVICE - LICENSE**

**Imprivata OneSign SSO Appliance - Annual Subscription License**

|  |             |        |
|--|-------------|--------|
| OneSign SSO 100 User - 1-Year Subscription | SUB-100-1YR | 6,336  |
| OneSign SSO 100 User - 2-Year Subscription | SUB-100-2YR | 5,544  |
| OneSign SSO 100 User - 3-Year Subscription | SUB-100-3YR | 4,752  |
| OneSign SSO 200 User - 1-Year Subscription | SUB-200-1YR | 12,375 |
| OneSign SSO 200 User - 2-Year Subscription | SUB-200-2YR | 10,890 |
| OneSign SSO 200 User - 3-Year Subscription | SUB-200-3YR | 9,504  |
| OneSign SSO 300 User - 1-Year Subscription | SUB-300-1YR | 15,840 |
| OneSign SSO 300 User - 2-Year Subscription | SUB-300-2YR | 14,355 |
| OneSign SSO 300 User - 3-Year Subscription | SUB-300-3YR | 12,870 |

**Notes:** Subscription Services is an Annual Fee that includes SSO, AM, SSPW Management, FBID and Standard Maintenance.  
 Customers on the Subscription Service Program do not own the Appliances. They must purchase them to have any ownership.  
 Installation, Training Services & Equipment must be purchased separately. There is no Subscription pricing for these items.  
 Subscription pricing for larger deals may be available; contact Imprivata Sales Management for details

**MAINTENANCE**

|   |              |               |
|---|--------------|---------------|
| * OneSign Premium Maintenance             | SUPG30       | 30% of licens |
| * OneSign Standard Maintenance            | SUPS20       | 20% of licens |
| OneSign Premium Maintenance - Multi-Year  | SUPG30-MULTI | 30% of licens |
| OneSign Standard Maintenance - Multi-Year | SUPS20-MULTI | 20% of licens |
| OneSign Premium Maintenance - Alignment   | SUPG30-ALIGN | 30% of licens |
| OneSign Standard Maintenance - Alignment  | SUPS20-ALIGN | 20% of licens |

**Notes:** \* Maintenance must be purchased at time of sale.  
 To calculate maintenance pricing, follow the procedure below:  
 Total License Cost = OneSign License + Optional License costs  
 Maintenance pricing = Total License Cost \* the appropriate percentage (30%-Premium, 20%-Standard)  
 Maintenance is paid annually in advance. Maintenance agreements renew on the anniversary of the maintenance contract.  
 Maintenance renewals are based on the then current Imprivata price list.  
 Customers pre-paying 2 Years of Maintenance receive a 5% discount and a guarantee of no price increase during the period.  
 Customers pre-paying 3+ Years of Maintenance receive a 10% discount and a guarantee of no price increase during the period

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| Item   | Part No.            | MSRP<br>Euro |
|--|---------------------|--------------|
| <b>TRAINING &amp; CONSULTING SERVICES</b>                  |                     |              |
| OneSign Services Installation & Configuration Day - Onsite | TR-INSTALL-ONSITE   | 1,400        |
| OneSign Services Appliance/Agent Upgrade Day - Onsite      | TR-UPGRADE-ONSITE   | 1,400        |
| OneSign Services Architect Day - Onsite                    | TR-ARCHITECT-ONSITE | 1,650        |
| OneSign Services Installation & Configuration Day - Remote | TR-INSTALL-REMOTE   | 1,100        |
| OneSign Services Appliance/Agent Upgrade Day - Remote      | TR-UPGRADE-REMOTE   | 1,100        |
| OneSign Services Architect Day - Remote                    | TR-ARCHITECT-REMOTE | 1,400        |
| ** OneSign Project Management Services                     | TR-PM               | 1,100        |
| * OneSign 2-Day General Bootcamp, Onsite                   | TR-BTCMP-GEN        | 4,950        |
| * OneSign 2-Day APG Bootcamp, Onsite                       | TR-BTCMP-APG        | 4,950        |
| OneSign Documentation Set                                  | DOC                 | 95           |
| OneSign 5-Day Certification - Course Fee                   | TR-CERT-COURSE      | 12,500       |
| OneSign 5-Day Certification - Customer                     | TR-CERT-USER        | 3,000        |
| OneSign Accelerated Certification - Customer               | TR-CERT-ACCEL-USER  | 2,000        |
| OneSign 5-Day Certification - Partner                      | TR-CERT-PTNR        | 500          |
| OneSign Advanced Training - Customer                       | TR-ADVANCED-USER    | 1,500        |
| Support Services - Profiling -                             | SUPPORTSERVICES     | 215          |
| Appliance Re-image Fee                                     | IMG-REIMAGEFEE      | 430          |
| Appliance Rental - Minimum of 3 months                     | RENTALAPPL          | 350          |
| After Hours Support/Services - Minimum of 4 hours          | AFTERHOURSUPPORT    | 300          |
| ** OneSign Technical Account Management Services           | TR-TAM              |              |
| ** OneSign Custom Services                                 | TR-CUSTOM           |              |

Notes: \*Maximum # of Students per class = 10, Includes T&E  
 \*\* Separately negotiated services - not sold with original order

**HARDWARE**

|  |               |       |
|--|---------------|-------|
| <b>Imprivata OneSign Appliances</b>        |               |       |
| * OneSign New Appliance                    | NEW-APP       |       |
| ** OneSign Additional Appliance            | ADDTL-APP     | 4,946 |
| *** OneSign Test Environment Appliance     | TEST-APP      | 4,946 |
| **** OneSign Replacement Appliance         | REPL-APP      | 2,475 |
| * OneSign New Virtual Appliance            | NEW-VIR-APP   |       |
| OneSign Additional Virtual Appliance       | ADDTL-VIR-APP | 1624  |
| OneSign Test Environment Virtual Appliance | TEST-VIR-APP  | 1624  |

Notes: \* Initial license purchase includes two appliances.  
 \*\* Additional appliance for purchase in a production environment.  
 \*\*\* Test environment appliance for purchase in a test environment only.  
 \*\*\*\* Replacement appliance for purchase by existing customers, who are current on standard maintenance and are out of warranty.

**Fingerprint Readers (minimum order = 25 readers; maximum VAR Margin = 10%)**

|            |   |                    |     |
|------------|---|--------------------|-----|
| 25 999     | Upek EikonTouch 500 USB FP Reader (Qty 25-999)        | HDW-UPEK-TCRF1S    | 106 |
| 1000 2999  | Upek EikonTouch 500 USB FP Reader (Qty 1,000-2,999)   | HDW-UPEK-TCRF1S-1K | 99  |
| 3000 20000 | Upek EikonTouch 500 USB FP Reader (Qty 3,000 -20,000) | HDW-UPEK-TCRF1S-3K | 95  |
| 25 999     | Upek EikonTouch 700 USB FP Reader (Qty 25-999)        | HDW-UPEK-TCRF1C    | 128 |
| 1000 2999  | Upek EikonTouch 700 USB FP Reader (Qty 1,000-2,999)   | HDW-UPEK-TCRF1C-1K | 119 |
| 3000 20000 | Upek EikonTouch 700 USB FP Reader (Qty 3,000 -20,000) | HDW-UPEK-TCRF1C-3K | 115 |
| 25 20000   | Upek Eikon USB FP Reader (Qty 25-20,000)              | HDW-UPEK-TCRE      | 69  |

**Proximity Readers (minimum order = 25; maximum VAR Margin = 10%)**

|           |   |                     |     |
|-----------|---|---------------------|-----|
| 25 99     | RFIdeas pcProx HID USB Reader (Qty 25-99)               | HDW-RFI-6082AKU     | 78  |
| 100 499   | RFIdeas pcProx HID USB Reader (Qty 100-499)             | HDW-RFI-6082AKU-100 | 76  |
| 500 20000 | RFIdeas pcProx HID USB Reader (Qty 500-20,000)          | HDW-RFI-6082AKU-500 | 73  |
| 25 99     | RFIdeas pcProx G-Prox USB Reader (Qty 25-99)            | HDW-RFI-6G82AKU     | 78  |
| 100 499   | RFIdeas pcProx G-Prox USB Reader (Qty 100-499)          | HDW-RFI-6G82AKU-100 | 76  |
| 500 20000 | RFIdeas pcProx G-Prox USB Reader (Qty 500-20,000)       | HDW-RFI-6G82AKU-500 | 73  |
| 25 99     | RFIdeas pcProx Indala USB Reader (Qty 25-99)            | HDW-RFI-6382AKU     | 78  |
| 100 499   | RFIdeas pcProx Indala USB Reader (Qty 100-499)          | HDW-RFI-6382AKU-100 | 76  |
| 500 20000 | RFIdeas pcProx Indala USB Reader (Qty 500-20,000)       | HDW-RFI-6382AKU-500 | 73  |
| 25 99     | RFIdeas pcProx Keri SDK USB Reader (Qty 25-99)          | HDW-RFI-6K82AKU     | 78  |
| 100 499   | RFIdeas pcProx Keri SDK USB Reader (Qty 100-499)        | HDW-RFI-6K82AKU-100 | 76  |
| 500 20000 | RFIdeas pcProx Keri SDK USB Reader (Qty 500-20,000)     | HDW-RFI-6K82AKU-500 | 73  |
| 25 99     | RFIdeas pcProx ioProx SDK USB Reader (Qty 25-99)        | HDW-RFI-6782AKU     | 78  |
| 100 499   | RFIdeas pcProx ioProx SDK USB Reader (Qty 100-499)      | HDW-RFI-6782AKU-100 | 76  |
| 500 20000 | RFIdeas pcProx ioProx SDK USB Reader (Qty 500-20,000)   | HDW-RFI-6782AKU-500 | 73  |
| 25 99     | RFIdeas AIR ID (iclass) USB Reader (Qty 25-99)          | HDW-RFI-7082AKU     | 109 |
| 100 499   | RFIdeas AIR ID (iclass) USB Reader (Qty 100-499)        | HDW-RFI-7082AKU-100 | 106 |
| 500 20000 | RFIdeas AIR ID (iclass) USB Reader (Qty 500-20,000)     | HDW-RFI-7082AKU-500 | 102 |
| 25 99     | RFIdeas AIR ID (Mifare) CSN USB Reader (Qty 25-99)      | HDW-RFI-7582AKU     | 74  |
| 100 499   | RFIdeas AIR ID (Mifare) CSN USB Reader (Qty 100-499)    | HDW-RFI-7582AKU-100 | 72  |
| 500 20000 | RFIdeas AIR ID (Mifare) CSN USB Reader (Qty 500-20,000) | HDW-RFI-7582AKU-500 | 70  |

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|---|---|------------------------|-----------|
| <b>VASCO Digipass Tokens (minimum order = 25; maximum VAR Margin = 10%)</b> |   |                        |           |
| 25 49   | Digipass Go3 Series Token (Qty 25-49)             | HDW-VDIGI-GO3          | 99        |
| 50 99   | Digipass Go3 Series Token (Qty 50-99)             | HDW-VDIGI-GO3-50       | 99        |
| 100 499   | Digipass Go3 Series Token (Qty 100-499)           | HDW-VDIGI-GO3-100      | 99        |
| 500 999   | Digipass Go3 Series Token (Qty 500-999)           | HDW-VDIGI-GO3-500      | 99        |
| 1000 20000  | Digipass Go3 Series Token (Qty 1,000-20,000)      | HDW-VDIGI-GO3-1K       | 99        |
| 25 49   | Digipass Go3 Series Soft Token (Qty 25-49)        | HDW-VDIGI-GO3-SOFT     | 99        |
| 50 99   | Digipass Go3 Series Soft Token (Qty 50-99)        | HDW-VDIGI-GO3-SOFT-50  | 99        |
| 100 499   | Digipass Go3 Series Soft Token (Qty 100-499)      | HDW-VDIGI-GO3-SOFT-100 | 99        |
| 500 999   | Digipass Go3 Series Soft Token (Qty 500-999)      | HDW-VDIGI-GO3-SOFT-500 | 99        |
| 1000 20000  | Digipass Go3 Series Soft Token (Qty 1,000-20,000) | HDW-VDIGI-GO3-SOFT-1K  | 99        |
| 25 20000  | Digipass Go3 Series Virtual Token (Qty 25-20,000) | HDW-VDIGI-GO3-VIRTUAL  | 4         |

**Notes:** Outside the USA, VASCO Tokens are sold through VASCO's own Distribution channels, not Imprivata. When ordering VASCO Soft Tokens, please indicate the PDA Operating System. For virtual tokens, indicate primary or backup.

**HID Cards and Readers (minimum order = 25 readers/50 cards; maximum VAR Margin = 10%)**

|  | Item  | Part No.                  | MSRP Euro |
|--|---|---------------------------|-----------|
| <u>Crescendo Smart Cards (Minimum Order of 50)</u> |   |                           |           |
| 50 20000   | C700 Contact Smart Card w iClass Contactless (Qty 50-20,000)        | HDW-HID-C-700-ICLASS      | 26        |
| 50 20000   | C700 Contact Smart Card w iClass & Prox Contactless (Qty 50-20,000) | HDW-HID-C-700-ICLASS/PROX | 26        |
| 25 99  | Contact Smart Card Reader, Standing Base (Qty 25-99)                | HDW-HID-3121LB            | 25        |
| 100 499  | Contact Smart Card Reader, Standing Base (Qty 100-499)              | HDW-HID-3121LB            | 19        |
| 500 999  | Contact Smart Card Reader, Standing Base (Qty 500-999)              | HDW-HID-3121LB            | 18        |
| 1000 20000   | Contact Smart Card Reader, Standing Base (Qty 1,000-20,000)         | HDW-HID-3121LB            | 16        |
| 25 99  | Contactless Reader iCLASS (Qty 25-99)                               | HDW-HID-5321CLI           | 50        |
| 100 499  | Contactless Reader iCLASS (Qty 100-499)                             | HDW-HID-5321CLI           | 47        |
| 500 999  | Contactless Reader iCLASS (Qty 500-999)                             | HDW-HID-5321CLI           | 45        |
| 1000 20000   | Contactless Reader iCLASS (Qty 1,000-20,000)                        | HDW-HID-5321CLI           | 42        |
| 25 99  | Contactless Reader HID Prox (Qty 25-99)                             | HDW-HID-5325CL            | 62        |
| 100 499  | Contactless Reader HID Prox (Qty 100-499)                           | HDW-HID-5325CL            | 59        |
| 500 999  | Contactless Reader HID Prox (Qty 500-999)                           | HDW-HID-5325CL            | 57        |
| 1000 20000   | Contactless Reader HID Prox (Qty 1,000-20,000)                      | HDW-HID-5325CL            | 54        |
| 25 99  | Dual Interface Contact/Contactless iCLASS CR (Qty 25-99)            | HDW-HID-5321CR            | 97        |
| 100 499  | Dual Interface Contact/Contactless iCLASS CR (Qty 100-499)          | HDW-HID-5321CR            | 91        |
| 500 999  | Dual Interface Contact/Contactless iCLASS CR (Qty 500-999)          | HDW-HID-5321CR            | 86        |
| 1000 20000   | Dual Interface Contact/Contactless iCLASS CR (Qty 1,000-20,000)     | HDW-HID-5321CR            | 77        |
| 25 99  | Dual Interface Contact/Contactless iCLASS (Qty 25-99)               | HDW-HID-5321              | 74        |
| 100 499  | Dual Interface Contact/Contactless iCLASS (Qty 100-499)             | HDW-HID-5321              | 69        |
| 500 999  | Dual Interface Contact/Contactless iCLASS (Qty 500-999)             | HDW-HID-5321              | 65        |
| 1000 20000   | Dual Interface Contact/Contactless iCLASS (Qty 1,000-20,000)        | HDW-HID-5321              | 60        |
| 25 99  | Dual Interface Contact/Contactless HID Prox (Qty 25-99)             | HDW-HID-5325              | 81        |
| 100 499  | Dual Interface Contact/Contactless HID Prox (Qty 100-499)           | HDW-HID-5325              | 76        |
| 500 999  | Dual Interface Contact/Contactless HID Prox (Qty 500-999)           | HDW-HID-5325              | 72        |
| 1000 20000   | Dual Interface Contact/Contactless HID Prox (Qty 1,000-20,000)      | HDW-HID-5325              | 68        |
| 25 99  | Contactless Dongle iCLASS (Qty 25-99)                               | HDW-HID-6321CLI           | 50        |
| 100 499  | Contactless Dongle iCLASS (Qty 100-499)                             | HDW-HID-6321CLI           | 47        |
| 500 999  | Contactless Dongle iCLASS (Qty 500-999)                             | HDW-HID-6321CLI           | 45        |
| 1000 20000   | Contactless Dongle iCLASS (Qty 1,000-20,000)                        | HDW-HID-6321CLI           | 42        |

**Notes:**

**VAR Partners Only \***

|   |            |      |
|---|------------|------|
| OneSign 100 User VAR NFR Appliance        | NFR-OS     | 2500 |
| OneSign 50 User VAR NFR Virtual Appliance | NFR-VIR-OS | 2000 |
| OneSign DEMO Key                          | DEMOKEY-00 | 50   |

**Notes:**

All prices **exclude** shipping which are added upon invoicing. Applicable duty and taxes are assigned to the buyer  
**Incoterms 2000:** FCA, Seller's Factory; **Payment Terms:** Net 30 Days

Imprivata Privacy Alert - Worldwide Price List - Nov., 2010

|                               |      |                      | Item                                    | Part No.          | MSRP<br>Euro |
|-------------------------------|------|----------------------|---|-------------------|--------------|
| <b>PRIVACYALERT - LICENSE</b> |      |                      |   |                   |              |
| 0                             | 200  | < 200                | PrivacyAlert - 200 or less Beds         | PA-200BD          | 3,857        |
| 3                             | 9    | 3 to 9 Each          | PrivacyAlert - 3 to 9 Data Sources      | PA-200BD/3-9DS    | 3,686        |
| 10                            | 19   | 10 to 19 Each        | PrivacyAlert - 10 to 19 Data Sources    | PA-200BD/10-19DS  | 3,000        |
| 20                            | 49   | 20 to 49 Each        | PrivacyAlert - 20 to 49 Data Sources    | PA-200BD/20-49DS  | 2,571        |
| 50                            | 99   | 50 to 99 Each        | PrivacyAlert - 50 to 99 Data Sources    | PA-200BD/50-99DS  | 1,800        |
| 100                           | <    | <b>100+ Each</b>     | PrivacyAlert - 100 or more Data Sources | PA-200BD/100+DS   | 1,200        |
| 201                           | 400  | 201 to 400           | PrivacyAlert - 201 to 400 Beds          | PA-400BD          | 41,143       |
| 3                             | 9    | <b>3 to 9 Each</b>   | PrivacyAlert - 3 to 9 Data Sources      | PA-400BD/3-9DS    | 4,114        |
| 10                            | 19   | 10 to 19 Each        | PrivacyAlert - 10 to 19 Data Sources    | PA-400BD/10-19DS  | 3,343        |
| 20                            | 49   | 20 to 49 Each        | PrivacyAlert - 20 to 49 Data Sources    | PA-400BD/20-49DS  | 2,829        |
| 50                            | 99   | 50 to 99 Each        | PrivacyAlert - 50 to 99 Data Sources    | PA-400BD/50-99DS  | 1,971        |
| 100                           | <    | 100+ Each            | PrivacyAlert - 100 or more Data Sources | PA-400BD/100+DS   | 1,371        |
| 401                           | 800  | 401 to 800           | PrivacyAlert - 401 to 800 Beds          | PA-800BD          | 60,000       |
| 3                             | 9    | 3 to 9 Each          | PrivacyAlert - 3 to 9 Data Sources      | PA-800BD/3-9DS    | 4,457        |
| 10                            | 19   | 10 to 19 Each        | PrivacyAlert - 10 to 19 Data Sources    | PA-800BD/10-19DS  | 3,600        |
| 20                            | 49   | 20 to 49 Each        | PrivacyAlert - 20 to 49 Data Sources    | PA-800BD/20-49DS  | 3,086        |
| 50                            | 99   | 50 to 99 Each        | PrivacyAlert - 50 to 99 Data Sources    | PA-800BD/50-99DS  | 2,143        |
| 100                           | <    | 100+ Each            | PrivacyAlert - 100 or more Data Sources | PA-800BD/100+DS   | 1,457        |
| 801                           | 1200 | 801 to 1200          | PrivacyAlert - 801 to 1200 Beds         | PA-1200BD         | 72,214       |
| 3                             | 9    | 3 to 9 Each          | PrivacyAlert - 3 to 9 Data Sources      | PA-1200BD/3-9DS   | 5,143        |
| 10                            | 19   | 10 to 19 Each        | PrivacyAlert - 10 to 19 Data Sources    | PA-1200BD/10-19DS | 4,286        |
| 20                            | 49   | 20 to 49 Each        | PrivacyAlert - 20 to 49 Data Sources    | PA-1200BD/20-49DS | 3,600        |
| 50                            | 99   | 50 to 99 Each        | PrivacyAlert - 50 to 99 Data Sources    | PA-1200BD/50-99DS | 2,657        |
| 100                           | <    | <b>100+ Each</b>     | PrivacyAlert - 100 or more Data Sources | PA-1200BD/100+DS  | 1,629        |
| 1201                          | 2000 | 1201 to 2000         | PrivacyAlert - 1201 to 2000 Beds        | PA-2000BD         | 91,714       |
| 3                             | 9    | 3 to 9 Each          | PrivacyAlert - 3 to 9 Data Sources      | PA-2000BD/3-9DS   | 5,143        |
| 10                            | 19   | 10 to 19 Each        | PrivacyAlert - 10 to 19 Data Sources    | PA-2000BD/10-19DS | 4,286        |
| 20                            | 49   | 20 to 49 Each        | PrivacyAlert - 20 to 49 Data Sources    | PA-2000BD/20-49DS | 3,600        |
| 50                            | 99   | 50 to 99 Each        | PrivacyAlert - 50 to 99 Data Sources    | PA-2000BD/50-99DS | 2,657        |
| 100                           | <    | 100+ Each            | PrivacyAlert - 100 or more Data Sources | PA-2000BD/100+DS  | 1,629        |
| 2001                          | 3000 | 2001 to 3000         | PrivacyAlert - 2001 to 3000 Beds        | PA-3000BD         | 130,714      |
| 3                             | 9    | 3 to 9 Each          | PrivacyAlert - 3 to 9 Data Sources      | PA-3000BD/3-9DS   | 5,143        |
| 10                            | 19   | 10 to 19 Each        | PrivacyAlert - 10 to 19 Data Sources    | PA-3000BD/10-19DS | 4,286        |
| 20                            | 49   | 20 to 49 Each        | PrivacyAlert - 20 to 49 Data Sources    | PA-3000BD/20-49DS | 3,600        |
| 50                            | 99   | 50 to 99 Each        | PrivacyAlert - 50 to 99 Data Sources    | PA-3000BD/50-99DS | 2,657        |
| 100                           | <    | 100+ Each            | PrivacyAlert - 100 or more Data Sources | PA-3000BD/100+DS  | 1,629        |
| 3001                          | 4000 | 3001 to 4000         | PrivacyAlert - 3001 to 4000 Beds        | PA-4000BD         | 158,571      |
| 3                             | 9    | 3 to 9 Each          | PrivacyAlert - 3 to 9 Data Sources      | PA-4000BD/3-9DS   | 5,143        |
| 10                            | 19   | <b>10 to 19 Each</b> | PrivacyAlert - 10 to 19 Data Sources    | PA-4000BD/10-19DS | 4,286        |
| 20                            | 49   | 20 to 49 Each        | PrivacyAlert - 20 to 49 Data Sources    | PA-4000BD/20-49DS | 3,600        |
| 50                            | 99   | 50 to 99 Each        | PrivacyAlert - 50 to 99 Data Sources    | PA-4000BD/50-99DS | 2,657        |
| 100                           | <    | <b>100+ Each</b>     | PrivacyAlert - 100 or more Data Sources | PA-4000BD/100+DS  | 1,629        |

Notes: Total license price equals the licensing for the number of beds (flat charge) and data sources (charged per Initial license purchase includes one appliance with 3 year warranty).

**PRIVACY ALERT MAINTENANCE**

|  |              |               |
|--|--------------|---------------|
| PrivacyAlert Premium Maintenance               | SUPG30       | 30% of licens |
| PrivacyAlert Standard Maintenance              | SUPS20       | 20% of licens |
| PrivacyAlert Premium Maintenance - Multi-Year  | SUPG30-MULTI | 30% of licens |
| PrivacyAlert Standard Maintenance - Multi-Year | SUPS20-MULTI | 20% of licens |
| PrivacyAlert Premium Maintenance - Alignment   | SUPG30-ALIGN | 30% of licens |
| PrivacyAlert Standard Maintenance - Alignment  | SUPS20-ALIGN | 20% of licens |

Notes: Maintenance must be purchased at time of sale. To calculate maintenance pricing, multiply total license list price by 20% for Standard and 30% for Premium Maintenance is paid annually in advance and is renewed on the anniversary of the maintenance contract. Maintenance renewals are based on the then current Imprivata price list.

**TRAINING & CONSULTING SERVICES**

|              |    |                 |   |                            |        |
|--------------|----|-----------------|---|----------------------------|--------|
| < 200        |    |                 |   |                            |        |
| 0            | 10 | Up to 10        | PrivacyAlert Installation & Configuration | TR-INSTALL-PA-200BD-10DS   | 10,714 |
| 11           | 20 | Up to 20        | PrivacyAlert Installation & Configuration | TR-INSTALL-PA-200BD-20DS   | 15,857 |
| 20           | <  | Greater than 20 | PrivacyAlert Installation & Configuration | TR-INSTALL-PA-200BD-20+DS  | 0      |
| 201 to 400   |    |                 |   |                            |        |
| 0            | 10 | Up to 10        | PrivacyAlert Installation & Configuration | TR-INSTALL-PA-400BD-10DS   | 11,571 |
| 11           | 20 | Up to 20        | PrivacyAlert Installation & Configuration | TR-INSTALL-PA-400BD-20DS   | 17,143 |
| 20           | <  | Greater than 20 | PrivacyAlert Installation & Configuration | TR-INSTALL-PA-400BD-20+DS  | 0      |
| 401 to 800   |    |                 |   |                            |        |
| 0            | 10 | Up to 10        | PrivacyAlert Installation & Configuration | TR-INSTALL-PA-800BD-10DS   | 13,286 |
| 11           | 20 | Up to 20        | PrivacyAlert Installation & Configuration | TR-INSTALL-PA-800BD-20DS   | 20,143 |
| 20           | <  | Greater than 20 | PrivacyAlert Installation & Configuration | TR-INSTALL-PA-800BD-20+DS  | 0      |
| 801 to 1200  |    |                 |   |                            |        |
| 0            | 10 | Up to 10        | PrivacyAlert Installation & Configuration | TR-INSTALL-PA-1200BD-10DS  | 15,000 |
| 11           | 20 | Up to 20        | PrivacyAlert Installation & Configuration | TR-INSTALL-PA-1200BD-20DS  | 22,286 |
| 20           | <  | Greater than 20 | PrivacyAlert Installation & Configuration | TR-INSTALL-PA-1200BD-20+DS | 0      |
| 1201 to 2000 |    |                 |   |                            |        |
| 0            | 10 | Up to 10        | PrivacyAlert Installation & Configuration | TR-INSTALL-PA-2000BD-10DS  | 0      |
| 11           | 20 | Up to 20        | PrivacyAlert Installation & Configuration | TR-INSTALL-PA-2000BD-20DS  | 0      |
| 20           | <  | Greater than 20 | PrivacyAlert Installation & Configuration | TR-INSTALL-PA-2000BD-20+DS | 0      |
| 2001 to 3000 |    |                 |   |                            |        |
| 0            | 10 | Up to 10        | PrivacyAlert Installation & Configuration |                            | 0      |
| 11           | 20 | Up to 20        | PrivacyAlert Installation & Configuration |                            | 0      |
| 20           | <  | Greater than 20 | PrivacyAlert Installation & Configuration | TR-INSTALL-PA-3000BD-20+DS | 0      |
| 3001 to 4000 |    |                 |   |                            |        |
| 0            | 10 | Up to 10        | PrivacyAlert Installation & Configuration | TR-INSTALL-PA-4000BD-10DS  | 0      |
| 11           | 20 | Up to 20        | PrivacyAlert Installation & Configuration | TR-INSTALL-PA-4000BD-20DS  | 0      |
| 20           | <  | Greater than 20 | PrivacyAlert Installation & Configuration | TR-INSTALL-PA-4000BD-20+DS | 0      |

Notes: Installation & Configuration must be purchased at time of sale.  
All installation and configuration services are done remotely.  
Installation & configuration must match number of data sources purchased  
Installation and configuration involving more than 1200 beds or 20 data sources are negotiated separately.

**HARDWARE**

|                                   |              |        |
|-----------------------------------|--------------|--------|
| PrivacyAlert Additional Appliance | ADDTL-PA-APP | 13,714 |
| Single Channel SAN Card           | HDW-PA-SAN-1 | 1,286  |
| Dual Channel SAN Card             | HDW-PA-SAN-2 | 2,143  |

All prices exclude shipping, duty and taxes. These charges will be added upon invoicing as applicable.