

Bluebeam Proposal for California State University

INTRODUCTION

This document is a summary of products, services, and discounts Bluebeam has to offer California State University - Office of the Chancellor, along with mutual benefits.

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1.0 PROPOSAL

1.1 Products / Services

The following links will direct you to a landing page with the most up to date information on our services:

- [Revu - Edition Overview](#)
- [Maintenance](#)
- [Enterprise Licensing](#)
- [Open Licensing](#)
- [Studio Prime](#)

You can refer to the link below as a guide on our licensing options and pricing:

- [Bluebeam licensing Guide](#)

For global services, please refer to the information below:

OVERVIEW

Bluebeam service products are itemized in the following table. Services beyond the scope outlined in this Proposal are available subject to Bluebeam personnel availability on a time and materials basis under separate contract.

NOTES

- Services marked with an asterisk (*) require travel by Bluebeam personnel and expenses will be billed accordingly. Bluebeam will invoice travel expenses and per diem as provided by US Dept of State [Office of Allowance](#).
- Delivery of services are subject to Bluebeam personnel availability.

BLUEBEAM GLOBAL SERVICES CARD

Product	No. of Personnel	Cost (USD)
Self-Guided Learning		
One-year access for one user to Bluebeam University Bluebeam Basics 2018/2019 a self-guided online course covering the following topics: Interface, Document Manipulation, Markup Tools, Tool Chest, Markups List and Bluebeam Studio	N/A	\$99.00
One-year access for one user to Bluebeam University Bluebeam Power Pack 2018/2019 including all workflow courses that include: Bluebeam Basics, Drawing Management, Measurements, Takeoffs & Estimation, and future course releases	N/A	\$249.00
Instructor Led Training		
Two (2) hour standard agenda Instructor-Led Web Training; maximum 500 students. Agendas can be found at https://www.bluebeam.com/training/instructor-led-training	1	\$795.00
One (1) day Instructor-Led On-site Training and materials; hands-on format; standard content; maximum 20 students	1*	\$4,000.00
One (1) day Instructor-Led On-site Training and materials; lecture format; standard content; maximum 50 students	2*	\$8,000.00
Certifications		
Three (3) day instructor-led Bluebeam Certified Instructor (BCI) certification course and materials; at a Bluebeam-specified location; per person. [Participants must first pass the BCU exam]	2	\$3,000.00
Three (3) day instructor-led Bluebeam Certified Instructor (BCI) certification course and materials; on- site; maximum 7 participants. [Participants must first pass the BCU exam]	2*	\$12,000.00
Three (3) day instructor-led Bluebeam Certified Support Representative (BCSR) certification course and materials; at a Bluebeam-specified location; per person.	2	\$3,000.00
Three (3) day instructor-led Bluebeam Certified Support Representative (BCSR) certification course and materials; on-site; maximum 7 participants.	2*	\$12,000.00
Consulting		
Three (3) day Accelerated Consult focused at providing actionable workflow guidance and knowledge transfer for small projects, teams or offices.	1*	\$12,000.00
The Bluebeam Implementation service delivers reduced time to value for organizations and large offices interested in using Bluebeam Solutions to their fullest potential.	2*	\$38,500.00
The Bluebeam Workflow Optimization service focuses optimizing your use of Bluebeam products for maximum efficiency.	2*	\$42,000.00

1.2 Discounts

For every transaction with 50 or more seats, CSU will be entitled to a 40% discount on the cost of maintenance for perpetual licenses of Revu.

1.3 Mutual Benefits

In exchange for your continued business, Bluebeam will provide CSU with our software service and enterprise support to facilitate the procurement of additional seats, products, and training services.