



**Customer: Enterprise Florida (Department of Commerce)**

**Cvent, Inc.**

Billing Address:  
800 North Magnolia Avenue, Suite 1100  
Orlando, FL 32803

1765 Greensboro Station Place, 7th Floor  
Tysons Corner, VA 22102  
Billing Dept. Phone: 703.226.3522  
Billing Dept. Email: Receivables@cvent.com

Annual Fees and Usage:	Quantity	Unit Rate	Discount Unit Rate	Price
<b>YEAR 1: 8/25/2023 - 2/24/2025</b>				
Enterprise License - Event Management	1	<del>USD 8,500.00</del>	USD 5,780.00	<b>USD 5,780.00</b>
Registration (Per Reg)	6,000	<del>USD 7.12</del>	USD 5.60	<b>USD 33,600.00</b>
eMarketing Tool	1	<del>USD 5,500.00</del>	USD 5,005.00	<b>USD 5,005.00</b>
Cvent Salesforce Integration - Standard	1	<del>USD 3,500.00</del>	USD 2,352.35	<b>USD 2,352.35</b>
OnArrival Premium (Per Event)	1	<del>USD 1,320.00</del>	USD 1,201.20	<b>USD 1,201.20</b>
Event Builder(s) - Advanced	1	<del>USD 4,000.00</del>	USD 0.00	<b>USD 0.00</b>
<b>TOTAL ANNUAL PRICE in USD</b>				<b>USD 47,938.55</b>
<b>YEAR 2: 2/25/2025 - 2/24/2026</b>				
Enterprise License - Event Management	1	<del>USD 8,500.00</del>	USD 5,953.40	<b>USD 5,953.40</b>
Registration (Per Reg)	1	<del>USD 7.12</del>	USD 5.77	<b>USD 5.77</b>
eMarketing Tool	1	<del>USD 5,500.00</del>	USD 5,115.15	<b>USD 5,115.15</b>
Cvent Salesforce Integration - Standard	1	<del>USD 3,500.00</del>	USD 2,422.92	<b>USD 2,422.92</b>
OnArrival Premium (Per Event)	1	<del>USD 1,320.00</del>	USD 1,237.24	<b>USD 1,237.24</b>
<b>TOTAL ANNUAL PRICE in USD</b>				<b>USD 14,734.48</b>
<b>YEAR 3: 2/25/2026 - 2/24/2027</b>				
Enterprise License - Event Management	1	<del>USD 8,500.00</del>	USD 6,132.50	<b>USD 6,132.50</b>
Registration (Per Reg)	1	<del>USD 7.12</del>	USD 5.94	<b>USD 5.94</b>
eMarketing Tool	1	<del>USD 5,500.00</del>	USD 5,309.80	<b>USD 5,309.80</b>
Cvent Salesforce Integration - Standard	1	<del>USD 3,500.00</del>	USD 2,495.61	<b>USD 2,495.61</b>
OnArrival Premium (Per Event)	1	<del>USD 1,320.00</del>	USD 1,274.35	<b>USD 1,274.35</b>
<b>TOTAL ANNUAL PRICE in USD</b>				<b>USD 15,218.20</b>
<b>Total savings of USD 25,303.01 if agreement is signed by 9/1/2023</b>				

## Services

**Contract Term:** The term is 8/25/2023 to 2/24/2027.

- YEAR 1: 8/25/2023 to 2/24/2025
- YEAR 2: 2/25/2025 to 2/24/2026
- YEAR 3: 2/25/2026 to 2/24/2027

**Service Terms:** Cvent's products and services listed in this Order Form are subject to the applicable Terms of Use located on the Cvent website at <http://www.cvent.com/en/product-terms-of-use.shtml>.

Overage Fees	Price
YEAR 1: 8/25/2023 - 2/24/2025	
Registration (Per Reg)	USD 6.60
OnArrival Premium (Per Event)	USD 1,441.44
YEAR 2: 2/25/2025 - 2/24/2026	
Registration (Per Reg)	USD 6.77
OnArrival Premium (Per Event)	USD 1,484.69
YEAR 3: 2/25/2026 - 2/24/2027	
Registration (Per Reg)	USD 6.94
OnArrival Premium (Per Event)	USD 1,529.22

Overage fees billed in arrears. In lieu of paying this rate, the Customer may purchase additional quantities at any point during the term of the agreement.

### Payment Terms

Annual Upfront by Invoice; Payment due Net 45 from Invoice Date.

Tax/VAT/GST/ABN ID #:

Is Purchase Order Required?:

*Price does not include sales tax or any other applicable taxes.*

Purchase Order #:

Please put PO here if required

Purchase Order Portal:

### You will be required to input credit card details upon login to the Cvent system.

Please note: The credit card will be used only if payment by credit card has been selected on this agreement OR if any invoice is greater than 60 days overdue.

### Additional Terms

The Advanced Event build purchased above includes up to 45 hours of Cvent's EventBuild Services. If additional hours are required to complete the Event Build, Customer will be invoiced for the necessary additional hours at \$95/hour USD in arrears. The additional hours are payable in accordance with the Payment Terms above.

Provided Customer is then in good standing of this Agreement, Customer may roll-over up to 6,000 unused registrations from the then current year of the current Term of this Agreement into the immediate following year of the same Term of this Agreement only. Only registrations purchased and paid in full as a part of the Agreement itself and registrations that have not been consumed are eligible for roll-over. Any registrations rolled over into the following year may not be rolled over again if not consumed by the end of such year and if not consumed, shall be deemed to have expired and Customer is not entitled to receive any credit, offset, rebate or additional rollover of such registrations. During any given year of the Term of this Agreement, pre-purchased registrations shall be consumed prior to roll-over registrations, if any, from the prior year.

The Customer must submit Event Builder Form (completed in all aspects) containing information including but not limited to website graphics, a sample registration structure, agenda, speakers, etc. to Cvent. Upon receipt of completed Event Builder form, Cvent will schedule a kick-off call with the Customer at a mutually agreed date and will revert with the first draft of event build project to the

Customer within five (5) business days of conclusion of such kick-off call and/or receipt of any additional information as may be identified on the kick-off call (whichever is later). The Customer will have an opportunity to review and make changes to the Event Build project draft through a Round of Changes Document. Cvent shall submit revised Event Build project plan in accordance with changes proposed by the Customer, within three (3) days of receipt of the round of changes document from the Customer. Cvent is not responsible for delays resulting from any failure by Customer to submit completed Event Builder Form and/or Round of Changes Document and/or revised setup to Cvent

Billing Contact Details:	Billing Address:	Service Address:
Name: Lynn Byars	Street: 800 North Magnolia Avenue, Suite 1100	Street: 800 North Magnolia Avenue, Suite 1100
Title: Vice President of Information Technology	City: Orlando	City: Orlando
Email: lbyars@enterprise-florida.com	State: FL	State: FL
Phone: (407) 956-5670	Zip Code: 32803	Zip Code: 32803
	Country: US	Country: US

**Update Billing Contact Details ( Only if the Billing Contact details are incorrect )**

Are there updates that need to be made to billing Contact Listed here?

**Cvent Signatory**

**Customer Signatory**

Name: Trent Bedillion

Name: Matt Swanson

Title: Senior Sales Executive, Event Solutions

Title: Senior Vice President, Administration

Email: tbedillion@cvent.com

Email: mswanson@enterprise-florida.com

Phone:

Phone: (407) 956-5670

Signature:  CF436561095A4F0...

Signature:  E56C1504914B482...

Date Signed: 8/30/2023

Date Signed: 8/30/2023