



### Cornerstone OnDemand – ORDER

|   |   |  |              |
|---|---|--|--------------|
| Client Name (“Client”):                                     |   | County of Guilford, NC                     |              |
| Order Effective Date:                                       |   | [Date of last signature below]             |              |
| Master Agreement Effective Date:                            |   |  |              |
| Is a <i>new</i> purchase order required for this purchase?* |   | (“No,” unless box is checked) [ ] Yes: PO# |              |
| Primary Client Contact                                      | Hemant Desai  | hdesai@myguilford.com                      | 1-3366414633 |
| Client Address (Ship To)                                    | 201 W. Market St, 4th Floor, Room 412, Greensboro, NC, 27401, United States |  |              |
| Primary Billing (Invoice) Contact                           | Hemant Desai  | hdesai@myguilford.com                      | 1-3366414633 |
| Client Billing (Invoice) Address                            | 201 S. Greene St, Greensboro, NC, 27401, United States                      |  |              |
| <b>Order Start Date:</b>                                    | [Order Effective Date]  | <b>Order Term/ Order End Date:</b>         | 3 Year(s)    |

\*Note: If Purchase Order (PO) number is required for this purchase and not listed above, please send PO number to [DLCollections@csod.com](mailto:DLCollections@csod.com) within 3 business days of order signing

This Order is hereby incorporated into and made part of the Master Agreement (sometimes referred to as the Cloud Subscription Agreement or License and Services Agreement or similar name) by and between Client and Cornerstone OnDemand (the “**Agreement**”). Capitalized terms used, but not otherwise defined, herein shall have the same meanings assigned to those terms in the Agreement. If the term of the Agreement is set to expire prior to the end of the Order Term, the term of the Agreement is hereby extended through the end of the Order Term for the purposes of this Order.

| Product Name                                     | Max Quantity | Annual Fee(s)   |
|--|--------------|-----------------|
| Learning   | 3,200        | \$74,500.00     |
| Included Customer Success Package                | 1            | \$0.00          |
| Unlimited Video Hosting and Delivery             | 1            | \$750.00        |
| Inbound Data Feed - OU/Users (IDF) Connector (s) | 1            | \$1,200.00      |
| Single Sign On - Standard (SSO) Connector (s)    | 1            | \$1,000.00      |
| <b>ANNUAL FEE SUBTOTAL</b>                       |              | \$77,450.00     |
|  |              | One time Fee(s) |
| Services (see attached Statement of Work)        |              | \$0.00          |
| <b>FIRST YEAR GRAND TOTAL</b>                    |              | \$77,450.00     |

Each data feed connector includes two login credentials. Requested modifications to a data feed connector may be subject to additional scoping and fees.

**Included Package:**

- New Functionality Readiness and Adoption – *adopt and drive usage of new features*
- S.O.S. (Sustain Our System) – *get help with tasks and on-boarding new admins, and tune up your reports*
- Education – *an efficient way to learn Cornerstone products, features and functions*
- Customer Success – *proactive, strategic guidance and support to make the most of your investment*
- Technical Support – *enhanced support and issue resolution*
- Client Community – *access self-help tools, connect with peers and stay up to speed on what’s new*

Annual fees are invoiced annually, beginning on the Order Start Date, through the Order End Date. If applicable, the final invoice for annual fees (except for eLearning content) will be prorated as follows: (total number of days in the prorated period / 365) x annual





fee. One-time fees are invoiced on the Order Start Date. See <https://www.cornerstoneondemand.com/support/included> for detailed support descriptions for detailed support descriptions.

Client agrees to an annual 3.00% fee increase for the Annual Fees in this Order, beginning on the first anniversary thereof. In exchange, except for Content purchases, Cornerstone agrees never to increase such prices beyond this rate during the Order Term and/or any renewal thereof for the same contract length, products and quantities.

Agreed and accepted:

| Client     |  | Cornerstone OnDemand |  |
|------------|--|----------------------|--|
| Signature: |  | Signature:           |  |
| Name:      |  | Name:                |  |
| Title:     |  | Title:               |  |
| Date:      |  | Date:                |  |

