

EXHIBIT B

Rates

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 (Includes 20 hosts)	\$1,565
Zoom Ed20 : Additional 10 Hosts	\$780
Zoom Ed150 Host Plan (Includes 150 hosts)	\$6515
Zoom Ed150 : Additional 10 Hosts	\$435
Zoom Ed500 Host Plan (Includes 500 hosts)	\$14,765
Zoom Ed500: Additional 50 Hosts	\$1,475
Zoom Ed1000 Host Plan (Includes 1000 hosts)	\$21,750
Zoom Ed1000: Additional 100 Hosts	\$2,175
Zoom Ed2000 Host Plan (Includes 2000 hosts)	\$31,350
Zoom Ed2000: Additional 100 Hosts	\$1,567.50
Zoom Ed3000 Host Plan (Includes 3000 hosts)	\$39,150
Zoom Ed3000: Additional 100 Hosts	\$1,305
Zoom Ed5000 Host Plan (Includes 5000 hosts)	\$47,850

Zoom Ed5000: Additional 100 Hosts	\$957
500 Participant Add On (Per Host)	\$520
1000 Participant Add On (Per Host)	\$940
Webinar 100 Participant Add On (Per Host)	\$350
Webinar 500 Participant Add On (Per Host)	\$1,215
Webinar 1000 Participant Add On (Per Host)	\$2,955
Webinar 3000 Participant Add On (Per Host)	\$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

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

Ed Site License