State of South Carolina

Change Order # 2

Contract Number	**4400040296**
Procurement Officer	Randy Barr, Sr.
Phone	803-896-5232
E-Mail Address	rbarr@mmo.sc.gov
Address	1201 Main Street Suite 600 Columbia, SC 29201

DESCRIPTION: **Electronic Transcript Services**

USING GOVERNMENTAL UNIT: **Statewide Term Contract**

CONTRACTOR'S NAME AND ADDRESS: Instructure Inc.
6300 South 3000 East – Suite 700
Salt Lake City 84121

TYPE OF CHANGE:
☐ Change to Contract Scope of Work
☐ Change to Contract Pricing Pursuant to Existing Contract Clause.
☐ Administrative Change to Contract (such as changes in paying office, name of Agency Contract Administrator, etc.)
X Other Change: To identify quantity changes during years 4 & 5 and additional SKUs

IMPORTANT NOTICE:

X Change Order: Contractor is required to sign this document and **return one (1) copy** to the procurement officer named above by the following date: **September 23rd ,2026.**

☐ Contract Modification: Contractor is required to acknowledge receipt of this document in writing by the following date: _____. Contractor does not indicate agreement with change simply by acknowledging receipt.

DESCRIPTION OF CHANGE / MODIFICATION:

This Change Order is created to update the products listed offered under this contract as well as pricing. Please see the attachment for the Data Automation Services and prices added to the contract as per the scope of work.

Except as provided herein, all terms and conditions of the Contract referenced above remain unchanged and in full force and effect.

CONTRACTOR'S CERTIFICATE OF CURRENT COST OR PRICING DATA: The Contractor certifies that, to the best of its knowledge and belief, the cost or pricing data (as defined by 48 C.F.R. 2.101) submitted, either actually or by specific identification in writing, by the Contractor to the Procurement Officer in support of this change order are accurate, complete, and current as of the date this change order is signed. [*Procurement Officer must initial here* _____ *if Certificate inapplicable to this Change Order*]
(See "Pricing Data – Audit – Inspection" provision.) (Reference § 11-35-1830 & R. 19-445.2120)

SIGNATURE OF PERSON AUTHORIZED TO EXECUTE THIS CHANGE ORDER & CERTIFICATE ON BEHALF OF CONTRACTOR:

By: Lou Little
(authorized signature)

Lou Little
(printed name of person signing above)

Its: Manager, Deal Desk
(title of person signing above)

Date: 9/25/2026

SIGNATURE OF PERSON AUTHORIZED TO EXECUTE / ISSUE THIS CHANGE ORDER / CONTRACT MODIFICATION ON BEHALF OF USING GOVERNMENTAL UNIT:

By: Randy Barr
(authorized signature)

Randy Barr
(printed name of person signing above)

Its: **State Term IT Procurement Director**
(title of person signing above)

Date: 09/28/26

CHANGE ORDER (MAR 2015)

Instructure Legal Approved

Data Automation Services: Is an OCR / AI tool which reads PDF or imaged transcripts, creates a CSV, XML or Json file which can be loaded into the next system (Like a CRM, SIS) It uses AI so that templates do NOT need to be created. This cloud based solution dramatically reduces processing times,reduces manual workload for both registrars and admissions, improves accuracy and enables faster admissions decisions. Data Automation enables smarter workflows institutions can enhance their first year and transfer applicant experience, increase admit yield and free staff to focus on more student engagement. Data Automation Add on services include: **Equate (Rulemaker), Gateway, EDI/XML Import tool**:

- **Equate (Rulemaker)** - Equate is an automated articulation engine that helps the Registrar maintain academic integrity by replacing manual spreadsheets with a consistent, AI-assisted rules engine. It acts as a centralized "single source of truth," allowing staff to codify institutional expertise and apply credit policies automatically across the entire campus ecosystem, turning week-long backlogs into near-instant credit evaluations.
- **Gateway** - Gateway is a student-facing self-service portal that converts anonymous inquiries into pre-qualified applicants by providing instant transparency into the transfer process. By offering universal transcript uploads and real-time credit evaluations, it allows prospective students to see exactly how their prior coursework fits into a degree plan before they even apply.
- The **EDI/XML Import tool** automatically ingests, parses, and imports student transcript data from EDI and XML formats directly into an SIS or CRM.

Group	Tier (By SL Count)	Data Automation	Data Automation + Equate/Rulemaker or Gateway (2 products)	Data Automation + Equate/Rulemaker + Gateway (all 3 products)	Rulemaker or Gateway only	EDI/XML Import Tool Add-on
Very Small	<2,000 SLs	$17,325	$38,115	$58,905	$20,790	$13,167
Small	2,001-14,999 SLs	$23,100	$48,180	$73,260	$25,080	$15,180
Medium	15,000-19,999 SLs	$28,875	$64,539	$97,163	$32,624	$19,892
Large	20,000-29,999 SLs	$40,425	$81,613	$122,800	$41,187	$29,747
X-Large	30,000-39,999 SLs	$51,975	$104,802	$157,629	$52,827	$40,046
XX-Large	40,000-49,999 SLs	$77,963	$136,296	$174,167	$58,333	$75,703
XXX-Large	50,000-74,999 SLs	$103,950	$175,617	$214,167	$71,667	$106,396
XXXX-Large	75,000-99,999 SLs	$129,938	$221,605	$274,167	$91,667	$127,554
XXXXX-Large	100,000+ SLs	$155,925	$272,848	$349,231	$116,923	$132,017
Implementation Fee		$5,000	$5,000	$5,000	$5,000	$5,000

Receive Premium Services: Allows you to Collect all records, transcripts, verifications, recommendation and other academic records into one digital platform securely (which we call a unified inbox). You don't have to manage multiple ways of receiving transcripts and application documents. Parchment admissions documents and other unified inbox partner transcripts come into the Parchment Receive Premium inbox. Receive manages the workflow process of documents you are receiving from students. The Premium version of Receive allows you to store transcripts indefinitely versus a 30 day expiration. It also allows you to automate the delivery of all records to your system of record, such as Slate, instead of downloading them one at a time. Receive Premium helps admissions/registrars teams process applications faster and more efficiently.

Admissions			
Group	**Tier (By SL Count)**	**Receive Premium**	
Very Small	<2,000 SLs	$2,894	
Small	2,001-14,999 SLs	$5,788	
Medium	15,000-19,999 SLs	$8,682	
Large	20,000-29,999 SLs	$17,364	
X-Large	30,000-39,999 SLs	$34,729	
XX-Large	40,000-49,999 SLs	$52,093	
XXX-Large	50,000-74,999 SLs	$69,458	
XXXX-Large	75,000-99,999 SLs	$86,822	
XXXXX-Large	100,000+ SLs	$104,186	
Implementation Fee		$2,500	