



ORDER SCHEDULE

October 1, 2025

Anaplan Entity:

TruEd Consulting,
LLC 2205 West
136th Avenue
Suite 106-320
Broomfield
Colorado 80023
United States of
America Email:
wng@truedconsulting.com

Client Bill to:

County Of San Mateo, Ca
500 County Center, 5th floor
Redwood City
California
94063
United States of America
Contact:
Roberto Manchia
(rmanchia@smcgov.org)

Client Ship to:

County Of San Mateo, Ca
500 County Center, 5th floor
Redwood City
California
94063
United States of America **Contact(s):**
Roberto Manchia
(rmanchia@smcgov.org)

Offer Valid Through: November 16, 2025

Subscription	Start Date	End Date	Quantity	Net Total
Connected Planning - Model Builder	November 17, 2025	November 16, 2026	15	Included
Connected Planning - Model Builder	November 17, 2026	November 16, 2027	15	Included
Connected Planning - Model Builder	November 17, 2027	November 16, 2028	15	Included
Connected Planning - Model Builder	November 17, 2028	November 16, 2029	15	Included
Connected Planning - Model Builder	November 17, 2029	November 16, 2030	15	Included
Connected Planning - Professional User	November 17, 2025	November 16, 2026	289	Included
Connected Planning - Professional User	November 17, 2026	November 16, 2027	289	Included
Connected Planning - Professional User	November 17, 2027	November 16, 2028	289	Included
Connected Planning - Professional User	November 17, 2028	November 16, 2029	289	Included
Connected Planning - Professional User	November 17, 2029	November 16, 2030	289	Included
Disclosure Management Application	November 17, 2025	November 16, 2026	20	Included
Disclosure Management Application	November 17, 2026	November 16, 2027	20	Included
Disclosure Management Application	November 17, 2027	November 16, 2028	20	Included
Disclosure Management Application	November 17, 2028	November 16, 2029	20	Included
Disclosure Management Application	November 17, 2029	November 16, 2030	20	Included
HyperModel Bundle	November 17, 2025	November 16, 2026	1	Included
HyperModel Bundle	November 17, 2026	November 16, 2027	1	Included
HyperModel Bundle	November 17, 2027	November 16, 2028	1	Included
HyperModel Bundle	November 17, 2028	November 16, 2029	1	Included
HyperModel Bundle	November 17, 2029	November 16, 2030	1	Included
Total				USD 1,724,828.36

Payment Terms: Net 30

Billing Frequency: Annual in Advance

Subscription Fees Invoiced

Invoice Date	Invoice Amount	Comments
November 17, 2025	USD 265,779.25	

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November 17, 2026	USD 348,752.68	
November 17, 2027	USD 359,213.88	
November 17, 2028	USD 369,991.61	
November 17, 2029	USD 381,090.94	

Anaplan requires that a Purchase Order (PO) be provided at the time of execution of this Order Schedule, unless Client has confirmed below that no PO is required. If the Client does not clearly indicate whether or not a PO is required, it is assumed that a PO is required.

[] Is a PO required in order for Client to process the payment of Anaplan’s invoice immediately upon invoice due date? (Please enter either “YES” or “NO” into the text box).

By entering “NO”, Client further confirms the Client Ship to name and address, Client Bill to Address, and Billing Contact listed on the Order Schedule are accurate, and Client shall process the payment of Anaplan’s invoice according to the payment terms.

Terms & Conditions

This Order Schedule is made by and between the Anaplan Entity and the "Client" named above and is governed by the associated Anaplan SaaS Subscription Agreement or other agreement governing Client’s use of the Anaplan Service separately executed by the parties (“Agreement”). This Order Schedule is effective as of the latest of the dates included within the signature blocks ("Effective Date") for the subscription services period beginning on the earliest Start Date to the latest End Date in the Subscription Fees table above (“the Order Schedule Term”).

Professional Edition: Client is permitted to access and use the features and functionality of the Professional Edition of the Anaplan Service as identified in the Appendix attached to this Order Schedule and as further detailed in the Documentation.

Renewal of Subscription Fees: The parties may renew this Order Schedule in writing for an additional five- year term subject to Anaplan’s right to increase such fees up to three percent (%) (“Uplift Rate”) in each year of the renewal. Should the parties fail to renew in writing before the end date of this Order Schedule, the Uplift Rate is no longer applicable and the parties shall renew at Anaplan’s then current rates or as otherwise agreed by the parties in writing.

Marketing & Publicity:

Name & Logo: Anaplan may use Client’s name and logo on Anaplan’s website and marketing collateral subject to compliance with branding guidelines provided by Client.

Press Release: Upon completion of implementation services, Anaplan may issue one press release, distribution costs paid by Anaplan, to announce Client’s selection and implementation of Anaplan and the Anaplan Service. No financial or contract details will be included.

Case Study: Client will work with Anaplan to create a case study describing how Anaplan has benefited its operations. Anaplan will pay all costs associated with creation and distribution of the case study. Distribution of the case study and an accompanying press release is subject to Clients prior approval.

Reference Calls: Subject to Clients availability, Client will participate in reference calls as reasonably requested by Anaplan in advance.

Subscription Definitions:

Connected Planning - Model Builder: An Authorized User with the right to access the Anaplan Service to build, maintain and manage models and workspaces, setup users, define roles and access rights, and perform the activities permitted of other Authorized Users.

Connected Planning - Professional User: An Authorized User with the right to access and use the Professional Edition of the Anaplan Service to view and enter data, analyze and generate reports, and run imports of data.

Disclosure Management Application: Anaplan Disclosure Management Application is an out-of-the-box solution intended to facilitate the creation and publication of complex documents that contain both numbers and narrative and need to be assembled in a controlled fashion, relying on the contribution of multiple users and data sources within an organization. Please reference the Application’s Documentation for further information about the latest supported features.

Hypermodel Package: This Package, otherwise referred to as the “Platform”, the following features and capabilities as part of the Platform. For avoidance of doubt, no additional fees shall be charged, provided usage remains as per the limits defined within this Order Schedule. Please reference Anaplan’s Documentation for future information.

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Anaplan Data Orchestrator (ADO) package: ADO is an additional online service providing data integration and staging capabilities. Each package includes an additional 25 GB of managed data. ADO optimizes data for distribution throughout the Client's Anaplan tenant environment, with the ability to connect to external data sources both on cloud and on-premise. It enables the Client to transform, validate, and enrich that data, and publish it into Anaplan modeling environments. Managed Data refers to data that is retained from sessions to session; either persisted from prior sessions or refreshed by the available connectors. A session is when ADO is actively running in a customer tenant. A refresh is a feature where connectors update the data that is in the ADO from the source application and replaces the current data with the latest data. Please reference ADO Documentation for the latest supported connectors, fair use policy, and further details. The offering does not entitle or change the customer's contracted users, workspace capacity, or features. Client is entitled to one (1) package for the full five-year term.

Anaplan XL Reporting: Anaplan XL Reporting is a reporting and analytics tool which connects Excel directly and securely to the Anaplan platform. Users leverage their existing Excel skills to become productive quickly, while XL adds a comprehensive set of extended functionalities to help users work more effectively within data-connected Excel. The subscription includes coverage for the licensed number of users. Please reference the XL Documentation for further information about the latest supported features. Client is entitled to 15 users for the full five-year term.

PlanIQ For Finance: PlanIQ is an integrated solution that allows Authorized Users with model builder rights to build sophisticated, Machine Learning (ML)-driven planning scenarios and forecasting models within Anaplan for the finance use case. Client is entitled to one (1) package starting in year 2 of this Order Schedule.

Read-Only User: An Authorized User with read-only access to model dashboards. Client is entitled to 5,000 users for the full five-year term.

Workflow User: Enables access to the Workflow functionality within Anaplan. Each Authorized User requires a Workflow User subscription to access the Workflow service and is subject to Anaplan's User Guidelines for Workflow: <http://anaplan.com/legal/workflow> Client is entitled to 304 users for the full five-year term.

Special Terms:

Client shall have planning access for all Finance Use Cases; inclusive, but not limited to those defined within Anaplan's Documentation: <https://help.anaplan.com/finance-915b496e-4f7c-4624-afa8-cd55f71e6156>.

COUNTY OF SAN MATEO, CA ("CLIENT")

TRUED CONSULTING, LLC

By: _____
Name: _____
Title: _____
Date: _____

By:  Signed by:
4AC5D3A982364D5
Name: wayland Ng
Title: Managing Partner
Date: 10/27/25

APPENDIX TO ORDER SCHEDULE**PROFESSIONAL EDITION**

The Professional Edition of the Anaplan Service includes the following features and functionality:

- Hyperbyte Allowance – Right to use an aggregate amount of Hyperbytes calculated as four Hyperbytes (4GB) for each Connected Planning - Professional User and Connected Planning - Model Builder. A Hyperbyte is a unit of in-memory data processing capacity within the Anaplan Service, measured in 1 gigabyte (GB) increments.
- Anaplan Applications – Right to deploy Anaplan Applications from the App Hub.
- Core Model Building Functionality - Model business processes by defining the data model, dimensions and hierarchies, calculations, workflow, with administrative capabilities including user management, model management and visual model maps. Requires Connected Planning - Model Builder rights.
- Dashboard Design – Design and share interactive dashboards that include data reports, standard visualizations (column, bar, line, pie, waterfall and timeline charts) and pre-defined user actions. Requires Connected Planning - Model Builder rights.
- Dashboard Interactivity – View and interact with dashboards (including charts) to view, filter, sort or pivot data, enter data and perform actions as enabled within a dashboard.
- Statistical Calculations – Statistical calculation functions for modeling, segmentation analysis, forecasting and call center functions.
- Microsoft Office Integration – Transfer data between Anaplan and Microsoft Excel and PowerPoint, with updates in real time for presentation in those Microsoft applications.
- Self-Service Data Import & Export – Authorized Users may import and export data through the web-based interface.
- Bi-Directional APIs – Programmatic integration with the Anaplan Service through Anaplan APIs.
- ETL Connectors – Standardized Connectors facilitating integrations between the Anaplan Service and third-party services for bi-direction data transfer using ETL (Extract, Translate, Load) tools.
- Change History – Automatic tracking of model changes.
- Single Sign-On – Right to enable single sign-on access to the Anaplan Service using the SAML 2.0 protocol.
- On-Demand Virtual Online Training – Right to access the on-demand virtual training made available to Authorized Users of the Anaplan Service.
- Application Lifecycle Management (ALM) – Manage, update and synchronize models and applications across production, development and test environments.
- Anaplan Audit -Anaplan Audit provides customers access to the last 30 days of audit logs for their tenant. Please see the Documentation for Anaplan Audit for further information.

APPENDIX TO ORDER SCHEDULE:**PLANIQ FOR FINANCE**

PlanIQ allows clients to build sophisticated, ML driven planning scenarios and forecasting models within the Anaplan Service. With PlanIQ users can create and optimize plans based on business needs and forecasts within the finance function.

PlanIQ could be used for the following example application:

- Financial planning - quickly generate OpEx forecasts and analyze new scenarios, variances, and opportunities so board members can speed up decisions.

Client is entitled to up to 240,000 Predictions per month, which may be used in varying amounts and forecasting frequency as Client desires. For example:

- 60,000 Predictions with 4 reports per month, or
- 30,000 Predictions with 8 reports per month, or
- Any other combinations of Predictions and report frequency, provided Client does not exceed 240,000 Predictions per month.

Predictions are allocated on a monthly basis, and Predictions that are not utilized within the month allocated may not be carried forward.

A Prediction is a single item that is being forecasted ("Prediction"). For a finance use case, a Prediction might be a budget forecast line item, for example spend category or cost center. Predictions are consumed each time a forecast is generated. Every item that is part of the forecast output is considered a prediction point for this purpose.

PlanIQ offers Client the ability to use multiple prediction algorithms, some of which are provided by third party service providers, in which case additional terms of those third-party service providers shall apply (such as acceptable use policies, etc.). Please see www.anaplan.com/legal/PlanIQ for additional terms for those third-party service providers. Anaplan will delete all Client Data from PlanIQ within thirty (30) days of Client's termination of the PlanIQ subscription, however anonymized machine learning algorithms, which do not contain any Client Data, will remain as part of Anaplan's trained algorithms. The machine learning algorithms shall only be used internally by Anaplan for the purpose of further model training.

Exhibit: HyperModel

HyperModel: The workspace that supports HyperModeling. Changes in workspace sizes may be requested in any increments from 131GB to 720GB. The HyperModel workspace resides on a separate server from our standard workspaces and requires a minimum of 2 weeks to deliver. Included in this SLA are:

1. The creation of a new HyperModel workspace
2. Changes to the size of an existing HyperModel workspace

In the event of a migration and consolidation of multiple standard workspaces into one or more HyperModel workspaces, Client may temporarily borrow capacity during the permitted transition period.