



Higher Ed Pricing Guide

Video Collaboration



Video Collaboration Powered by Zoom is a hosted, all-encompassing video conferencing and web conferencing service that requires no new hardware or network investments. This versatile, flexible, and cost-effective service seamlessly and securely integrates with any desktop or laptop computer (PC/Mac), legacy H.323 system, or tablet or smartphone device (iOS/Android/Blackberry). Video Collaboration Powered by Zoom offers high-quality, multi-person video conferencing, web conferencing, and video collaboration tools that meet the unique needs of today's schools & libraries.

User Licenses*:

- Provide high-quality video and audio support for up to 300 concurrent participants
- Offer easy-to-use tools for collaborating online with others, including sharing and co-annotation tools, breakout rooms, polling, and whiteboarding
- Support faculty, staff, and students locally and remotely
- Include ½ Gigabyte storage per user
- Grant access to user management and admin features
- Allow for high-quality recordings of meetings and subsequent downloading of MP4 files (with full-featured app for iOS and Android)
- Provide usage and session reports
- Provide access to LTI integration and branding
- Vanity URL
- Dashboard access

**Only applies to EDU customers*

Pricing Guide Pro User Licenses

Service	No. of Users	Annual Fee
PRO Video Collaboration 100 Attendee Meeting Room	1 – 9	\$149.90* per user
EDU Video Collaboration 300 Attendee Meeting Room	20 – 149	\$90.00 per user
EDU Video Collaboration 300 Attendee Meeting Room	150 – 499	\$50.00 per user
EDU Video Collaboration 300 Attendee Meeting Room	500 – 999	\$36.00 per user
EDU Video Collaboration 300 Attendee Meeting Room	1,000 – 1,999	\$25.00 per user
EDU Video Collaboration 300 Attendee Meeting Room	2,000 – 2,999	\$18.00 per user
EDU Video Collaboration 300 Attendee Meeting Room	3,000 – 4,999	\$15.00 per user
EDU Video Collaboration 300 Attendee Meeting Room	5,000 +	\$11.00** per user

**Monthly purchase is available at \$14.99 per user/per month. **Custom pricing available upon request.*

Pricing Guide Higher Education Site Licensing

Service	No. of Users	Annual Fee
Site Licenses		
Higher Education Site License	1 - 999	\$25,400.00
Higher Education Site License	1,000 – 2,499	\$39,250.00
Higher Education Site License	2,500 – 4,999	\$50,750.00
Higher Education Site License	5,000 – 7,499	\$67,500.00
Higher Education Site License	7,500 – 9,999	\$79,500.00
Higher Education Site License	10,000 – 14,999	\$104,500.00
Higher Education Site License	15,000 – 19,999	\$124,500.00
Higher Education Site License	20,000 – 29,999	\$157,500.00
Higher Education Site License	30,000 +	\$5.00 (per user/per yr.)

Higher Education Site Licenses*:

- Include licensing for all faculty, staff, and students
- Provide high-quality video and audio support for up to 300 concurrent participants
- Offer easy-to-use tools for collaborating online with others, including sharing and co-annotation tools, breakout rooms, polling, and whiteboarding
- Allow for high-quality recordings of meetings and subsequent downloading of MP4 files (with full-featured app for iOS and Android)
- Support faculty, staff, and students locally and remotely
- Include ½ Gigabyte storage per user

**Note: This does not include the Zoom Conference Rooms, Zoom Webinars, Zoom H.323 Cloud Room Connectors, or Zoom Large Group Meetings Pricing for these Zoom add-ons may be found in the ENA Video Collaboration Powered by Zoom Additional Pricing guide.*

Site License Bundle		
Higher Education Site License Bundle	1 - 999	\$35,500.00
Higher Education Site License Bundle	1,000 – 2,499	\$55,885.00
Higher Education Site License Bundle	2,500 – 4,999	\$81,285.00
Higher Education Site License Bundle	5,000 – 7,499	\$108,000.00
Higher Education Site License Bundle	7,500 – 9,999	\$127,200.00
Higher Education Site License Bundle	10,000 – 14,999	\$167,200.00
Higher Education Site License Bundle	15,000 – 19,999	\$199,200.00
Higher Education Site License Bundle	20,000 – 29,999	\$252,000.00
Higher Education Site License Bundle	30,000 +	\$8.00 (per user/per yr.)

Higher Education Site License Bundle includes:

- User accounts for faculty, staff, and students
- Zoom education licenses to support total users purchased with 300 attendee capacity
- Zoom meeting licensing
- Zoom webinar licensing
- Zoom large meeting licensing
- Access to Zoom Rooms for campus conference rooms
- Zoom cloud room connector ports
- Assigned ENA account service manager, ENA CTAC support/Zoom support
- ENA training and project roll out support
- Software product maintenance and product feature updates

Optional Add-on Services:

Service	No. of Users	Annual Fee
H.323 Port/SIP Room Connector		\$499.00 per port
Zoom Room		\$499.00 per room
Additional Cloud Recording		
1/2 GB Storage for EDU		No additional cost
1 GB Storage for PRO users		No additional cost
100 GB Storage		\$480.00
500 GB Storage		\$1,200.00
3 TB Storage		\$6,000.00
Webinar – One Way Presentation		
500 Participants		\$690.00
1,000 Participants		\$3,400.00
3,000 Participants		\$9,900.00
5,000 Participants		\$24,900.00
10,000 Participants		\$64,900.00
Large Group Meeting – Two Way Presentation		
500 Participants		\$600.00
1,000 Participants		\$1,080.00

Zoom Components

H.323 Port/SIP Room Connector

The H.323/SIP Room Connector is a gateway for H.323 & SIP devices. An H.323 or SIP device can make a video call to a Room Connector to join a Zoom cloud meeting.

Zoom Rooms

Zoom Rooms is a software-based room system that provides an integrated experience for audio conferencing, wireless screen sharing, and video conferencing.

Cloud Recording

Cloud recording is automatically enabled for all paid subscribers. When you record a meeting and choose Record to the Cloud, the video, audio, and chat text are recorded in the Zoom cloud.

Webinar – One-way Presentation

A view-only platform where the attendees cannot see each other, and the host cannot see the attendees. A webinar has registration, reporting, and in-meeting chat for attendees.

Large Group Meeting – Two Way Presentation

A large meeting license allows participants to increase their meeting room capacity to 500 or 1,000 participants.