a. The Contractor's compensation shall be contingent upon the satisfactory provision of goods or services as set forth in Section A.

b. Subject to Section C.3.c. below, the Contractor shall be compensated based upon the following payment methodology:

SERVICE DESCRIPTION	**Amount (per compensable increment)**				
	March 1, 2022 — February 28, 2023	March 1, 2023 — February 29, 2024	March 1, 2024 — February 28, 2025	March 1, 2025 — February 28, 2026 (If the State exercises its right under Section B.2 above to extend the Contract Term)	March 1, 2026 — February 28, 2027 (If the State exercises its right under Section B.2 above to extend the Contract Term)
(1) For the additional professional risk management consulting services described in Section A.5.b. of this Contract	$0.00	$245 per hour	$245 per hour	$245 per hour	$245 per hour
(2) For all other services set forth in this Contract	↓	↓	↓	↓	↓
Total aggregate insurance premiums of $1.00 – $1,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums of $1,000,001 – $2,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums of $2,000,001 – $3,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums of $3,000,001 – $4,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums of $4,000.001 – $5,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums of $5,000,001 – $6,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums of $6,000,001 – $7,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums

Total aggregate insurance premiums of $7,000,001 – $8,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums of $8,000,001 – $9,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums of $9,000,001 – $10,000,000	Up to 2.0000% of total aggregate premiums	Up to 2.0000% of total aggregate premiums	Up to 2.0000% of total aggregate premiums	Up to 2.0000% of total aggregate premiums	Up to 2.0000% of total aggregate premiums
Total aggregate insurance premiums of $10,000,001 – $11,000,000	Up to 1.7500% of total aggregate premiums	Up to 1.7500% of total aggregate premiums	Up to 1.7500% of total aggregate premiums	Up to 1.7500% of total aggregate premiums	Up to 1.7500% of total aggregate premiums
Total aggregate insurance premiums of $11,000,001 – $12,000,000	Up to 1.6000% of total aggregate premiums	Up to 1.6000% of total aggregate premiums	Up to 1.6000% of total aggregate premiums	Up to 1.6000% of total aggregate premiums	Up to 1.6000% of total aggregate premiums
Total aggregate insurance premiums of $12,000,001 – $13,000,000	Up to 1.5000% of total aggregate premiums	Up to 1.5000% of total aggregate premiums	Up to 1.5000% of total aggregate premiums	Up to 1.5000% of total aggregate premiums	Up to 1.5000% of total aggregate premiums
Total aggregate insurance premiums of $13,000,001 – $14,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums of $14,000,001 – $15,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums of $15,000,001 – $16,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums of $16,000,001 – $17,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums of $17,000,001 – $18,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums of $18,000,001 – $19,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums of $19,000,001 – $20,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums of $20,000,001 – $21,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums

Total aggregate insurance premiums of $21,000,001 – $22,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums of $22,000,001 – $23,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums of $23,000,001 – $24,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums of $24,000,001 – $25,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums of $25,000,001 – $26,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums of $26,000,001 – $27,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums of $27,000,001 – $28,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums of $28,000,001 – $29,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums of $29,000,001 – $30,000,000	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums
Total aggregate insurance premiums over $30 million	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums	Up to 0.0100% of total aggregate premiums

c. Except for the fees described in Section C.3.b.(1) above, the Contractor shall not receive fees or other compensation directly from the State or any other Tennessee state governmental entity or agency with respect to the services provided under this Contract. The Contractor shall invoice the State for the fees in Section C.3.b.(1) above on a quarterly basis and in arrears. Such invoices shall be submitted in accordance with Section C.6 below.

The fees described in Section C.3.b.(2) above shall come from commissions from insurance carriers resulting from insurance placed on behalf of the State pursuant to this Contract. Specifically, payment of those fees to the Contractor shall be made via the insurance premiums. The insurance companies providing the coverages charge a premium for those coverages. A percentage commission (based on prevailing market rates for similar services) of the respective premiums charged shall be paid to the Contractor by the insurance companies. The State shall compensate the Contractor for the full amount of the insurance premiums for each such policy, as verified by appropriate documentation from the insurance companies, including the