

DIR-TSO-3876

Appendix C Pricing Index

(per Amendment 2)

ANNUAL SUBSCRIPTION BASED PRICING

Training Course/Category	Class ID	MSRP/ LIST (\$)	Customer Discount off MSRP (%)	Price Per Student
5 Minute Countdown Annual Subscription *Yearly Price Only, Not available via per seat	DW5	\$8,368.00	14.50%	<i>\$7,160.01</i>
Virtual Works Coaching Subscription Bronze	VWCoachB	\$2,542.54	14.50%	<i>\$2,175.50</i>
Virtual Works Coaching Subscription Silver	VWCoachS	\$3,330.85	14.50%	<i>\$2,850.01</i>
Virtual Works Coaching Subscription Gold	VWCoachG	\$4,130.25	14.50%	<i>\$3,534.01</i>
Virtual Works Workshop Webinars Subscription	VWWkshop2	\$194.30	14.50%	<i>\$166.25</i>
Virtual Works Workshop Webinars Subscription	VWWkshop4	\$317.55	14.50%	<i>\$271.71</i>
Virtual Works Workshop Webinars Subscription	VWWkshop6	\$396.37	14.50%	<i>\$339.15</i>

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Training Course/Category	Class ID	MSRP/ LIST (\$)	DIR Customer Discount % off MSRP	DIR Customer Price
Assisting Formerly Incarcerated Job Seekers in Finding Employment	DW_1FIJ301	\$163.00	14.50%	\$139.47
Business & Economic Development Intelligence	DW_1WFC1005	\$65.00	14.50%	\$55.62
Business & Employer Knowledge	DW_1WFC1001	\$54.00	14.50%	\$46.20
Business & Employer Services Package	DW_BE2015	\$272.00	14.50%	\$232.73
Business and Employer Services Certification EXAM	DW_1WFEXBE	\$108.00	14.50%	\$92.41
Business Communications	DW_1WFB101	\$54.00	14.50%	\$46.20
Business Engagement and Interaction	DW_2WFNA02	\$65.00	14.50%	\$55.62
Business Solutions Package	DW_2WFNA05	\$217.00	14.50%	\$185.67
Business Solutions Professional Exam	DW_2WFNAEX	\$108.00	14.50%	\$92.41
Career Development 2012	DW_1WFC201	\$65.00	14.50%	\$55.62
Career Development Principles	DW_1WFC202	\$65.00	14.50%	\$55.62
Career Services Orientation	DW_1GPNA201710	\$16.00	14.50%	\$13.69
Collaboration & Problem Solving 2012	DW_1WFC901	\$65.00	14.50%	\$55.62
Collaboration, Problem Solving and Teamwork	DW_1WFC903	\$65.00	14.50%	\$55.62
Communication	DW_1WFC701	\$54.00	14.50%	\$46.20
Computer Literacy	DW_1GPNA201729	\$22.00	14.50%	\$18.82
Customer Service 2012	DW_1WFC501	\$65.00	14.50%	\$55.62
Customer Service Methodology	DW_1WFC502	\$65.00	14.50%	\$55.62
Customized Services	DW_1WFB701	\$65.00	14.50%	\$55.62
Diversity	Diversity	\$54.00	14.50%	\$46.20
Diversity 2012-2014 - In the Workplace	DW_1GPC401A	\$65.00	14.50%	\$55.62
Diversity in the Workplace - The Gray Areas	DWFS_DIV_102016	\$65.00	14.50%	\$55.62
Diversity in Workforce Development	DW_1WFC401	\$65.00	14.50%	\$55.62
DMS 5: Updates for Professionals (6 Modules)	DW_DMS5	\$140.00	14.50%	\$119.79

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DWFS Annual Training	DW_DMS5	233.91	14.50%	\$200.00
DWFS New Hire Training	Cat 149	\$128.00	14.50%	\$109.52
DWFS New Hire & Culture Training	Cat 150	\$233.91	14.50%	\$200.00
Dynamic Certification	DCert	\$428.00	14.50%	\$366.21
Dynamic Certification SME	DCertSME	\$1,085.00	14.50%	\$928.37
Dynamic Futures	DW_1YANA2017001	\$326.00	14.50%	\$278.94
Dynamic Futures: Dynamic Possibilities/Abilities	DFDPA	\$117.00	14.50%	\$100.11
Dynamic Futures: Dynamic Possibilities/Re-Entry	DFDPR	\$117.00	14.50%	\$100.11
Dynamic Futures: Dynamic Possibilities/Veterans	DFDPV	\$117.00	14.50%	\$100.11
Empowering Job Seekers through Coaching	NAWDP_ECSTC_72016	\$407.00	14.50%	\$348.25
Engagement with Economic Development	DW_2WFNA03	\$65.00	14.50%	\$55.62
Ethics	Event_ethics	\$54.00	14.50%	\$46.20
Ethics 2012-2014	DW_1GPNA02	\$65.00	14.50%	\$55.62
Ethics in the Workplace - The Gray Areas	DWFS_ETH_102016	\$65.00	14.50%	\$55.62
Ex-Offender Job Development Series	EXOJDS	\$98.00	14.50%	\$83.85
Extreme Customer Service	DW_1GPC501	\$65.00	14.50%	\$55.62
Extreme Customer Service Certification	DW_2WFNA201735	\$407.00	14.50%	\$348.25
Foundations for Customer Service	foundations_custsvc	\$65.00	14.50%	\$55.62
Foundations for Diversity	foundations_diversity	\$65.00	14.50%	\$55.62
Foundations for Ethics	foundations_ethics	\$65.00	14.50%	\$55.62
Foundations for Preventing Sexual Harassment	foundations_PSH	\$65.00	14.50%	\$55.62
Foundations of Workforce Development Professional Certification Exam	DW_1WFEX07	\$108.00	14.50%	\$92.41
Foundations Package	foundations_pkg	\$128.00	14.50%	\$109.52

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Foundations of Workforce Development Professional Certification	DW_1WF07	\$375.00	14.50%	\$320.62
From Corrections to Work: Helping Make the Mental Transition to Employment	CtoWork	\$38.00	14.50%	\$32.51
Get Prep'D Accepting/Acting on Feedback	DW_1GPNA201725	\$13.00	14.50%	\$11.12
Get Prep'D Adaptability/Flexibility	DW_1GPNA201724	\$13.00	14.50%	\$11.12
Get Prep'D Communication	GETPREPD_COMM	\$13.00	14.50%	\$11.12
Get Prep'D Computer Literacy	GETPREPD_CL	\$13.00	14.50%	\$11.12
Get Prep'D Dependability	GETPREPD_DEP	\$13.00	14.50%	\$11.12
Get Prep'D Effective Problem Solving	GETPREPD_EPS	\$13.00	14.50%	\$11.12
Get Prep'D Good Work Attitude	GETPREPD_GWA	\$13.00	14.50%	\$11.12
Get Prep'D LifeLong Learning	GETPREPD_LLL	\$13.00	14.50%	\$11.12
Get Prep'D Multi-Generational Workplace	GETPREPD_MGW	\$13.00	14.50%	\$11.12
Get Prep'D Remaining Focused on the Job	GETPREPD_RFJ	\$13.00	14.50%	\$11.12
Get Prep'D Taking Initiative	GETPREPD_TIN	\$13.00	14.50%	\$11.12
Get Prep'D Teamwork	DW_1GPNA201728	\$13.00	14.50%	\$11.12
Get Prep'D Time Management	GETPREPD_TM	\$13.00	14.50%	\$11.12
Get Prep'D New Topic	GETPREPD_NT	\$13.00	14.50%	\$11.12
Get Prep'D Work Readiness Series	DW_1GPNA05	\$65.00	14.50%	\$55.62
GoGuide	DW_1CVNA10	\$63.00	14.50%	\$53.91
Helping Ex-Offenders Overcome Employer Resistance	DW_1WFNA201733	\$65.00	14.50%	\$55.62
History of Workforce 2012	DW_1WFC101	\$65.00	14.50%	\$55.62
Industry Scholars (insert industry here)	IND_SCH_01	\$65.00	14.50%	\$55.62
Interviewing Your Hard-to-Serve Customers	DW_1WFJ602	\$38.00	14.50%	\$32.51
Job Keeping Skills 2012	DW_1WFJ401	\$65.00	14.50%	\$55.62

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Job or Career Development Skills	DW_1WFB401	\$54.00	14.50%	\$46.20
Job Preparation Skills 2012	DW_1WFJ201	\$65.00	14.50%	\$55.62
Knowledge of Economic Development	DW_1WFB301	\$54.00	14.50%	\$46.20
Labor Market Information 2012	DW_1WFC301A	\$65.00	14.50%	\$55.62
Labor Market Information and Intelligence	DW_1WFC301	\$65.00	14.50%	\$55.62
Supervisor Training	DW_4BUNA201721	\$217.00	14.50%	\$185.67
Linkages and Promotion of the Workforce System	DW_2WFNA01	\$65.00	14.50%	\$55.62
Motivational Interviewing for Workforce Professionals	DWFS_MIT_WFP2016	\$407.00	14.50%	\$348.25
National Farmworker Jobs Program Overview	DW_1WFNA02	\$65.00	14.50%	\$55.62
National Workforce Professional 1 Certification Certification EXAM	DW_1WFEXT1	\$108.00	14.50%	\$92.41
New Employee Orientation	DW_1BUNA201709	\$65.00	14.50%	\$55.62
OMG! I'm a Supervisor Now! (5 webinars)	OMG020315	\$391.00	14.50%	\$334.56
Orientation for Career Seekers	DW_1WFB402	\$54.00	14.50%	\$46.20
Preventing Sexual Harassment 2012-2014	DW_1GPNA01	\$65.00	14.50%	\$55.62
Preventing Sexual Harassment in the Workplace - The Gray Areas	DWFS_PSH_102016	\$65.00	14.50%	\$55.62
Preventing Sexual Harassment Scenarios	DW_2GPNA02	\$65.00	14.50%	\$55.62
Prevention of Sexual Harassment	POSH	\$54.00	14.50%	\$46.20
Principles of Communication	DW_1WFC703	\$65.00	14.50%	\$55.62
Program Implementation Principles and Strategies	DW_1WFC602	\$65.00	14.50%	\$55.62
Program Management 2012	DW_1WFC601	\$65.00	14.50%	\$55.62
TAA Recruitment	DW_1GPNA201712	\$16.00	14.50%	\$13.69
Talent Pipeline Development	DW_2WFNA04	\$65.00	14.50%	\$55.62
Technology 2012	DW_1WFC801	\$65.00	14.50%	\$55.62

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The Big Three: Operations, Fiscal and Quality	DW_4WFNA201731	\$244.00	14.50%	\$208.78
The Role of the Workforce Professional in Economic Development Organizations	DW_2WFM503	\$54.00	14.50%	\$46.20
We're on the Case: A Master Class in Case Noting	DWFS_WOTC_122016_REC	\$407.00	14.50%	\$348.25
Work Based Learning Orientation for Employers	WBLEMPLRS	\$16.00	14.50%	\$13.69
Work Based Learning Orientation for Job Seekers	WBLJSKRS	\$16.00	14.50%	\$13.69
Work in Texas How To Guide	DW_1CVNA201774	\$130.00	14.50%	\$111.23
Working with Hard to Serve Populations	DW_2WFNA201707	\$407.00	14.50%	\$348.25
Workplace Foundations	DW_Found	\$96.00	14.50%	\$82.14
Workplace Foundations - Entry Level	DW_FoundEL	\$56.00	14.50%	\$47.92
You, Diversity, and the Workplace	DW_1YAC401	\$22.00	14.50%	\$18.82
You, Ethics, and the Workplace	DW_1YAC403	\$22.00	14.50%	\$18.82
You, Sexual Harassment, and the Workplace	DW_1YAC402	\$22.00	14.50%	\$18.82

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Training Course/Category	Hourly Development Rate	Customer Discount (%)	(A) Customer Price (\$)	Test/Course Fee	Customer Discount (%)	Customer Price (\$)	Total Customer Price (A)+(B)
Custom Course Design - Subject Matter Expertise and Content provided by customer	\$159.00	9.50%	\$143.90	\$359.00	9.50%	\$324.90	\$472.31
Custom Explainer/Instructional Video Course Design - Subject Matter Expertise and Content provided by customer	\$180.00	9.50%	\$162.90	\$359.00	9.50%	\$324.90	\$491.45
Custom MicroLearning - Subject Matter Expertise and Content provided by customer	\$159.00	9.50%	\$143.90	\$359.00	9.50%	\$324.90	\$472.31
Customize Online Module Content and Project Manager Support	\$102.00	9.50%	\$92.31	\$359.00	9.50%	\$324.90	\$420.33
Custom Course Design Content Editing Support	\$77.00	9.50%	\$69.69	\$359.00	9.50%	\$324.90	\$397.54
Language Translation	\$308.00	9.50%	\$278.74	\$359.00	9.50%	\$324.90	\$608.16
Language VO Translation	\$359.00	9.50%	\$324.90	\$359.00	9.50%	\$324.90	\$654.66
Webinar Interface Training	\$180.00	9.50%	\$162.90	\$359.00	9.50%	\$324.90	\$491.45
One Hour Custom Course Design and Production	\$17,434.00	9.50%	\$15,777.77				

Quantity Discounts	
Quantity Purchased (Courses Developed)	Customer Discount
5 Courses	10.00%
10 Courses	15.00%
20 Courses	20.00%