

**ANNUAL SUBSCRIPTION BASED PRICING**

Training Course/Category	Class ID	1 Year Subscription	2 Year Subscription	3 Year Subscription
		CUSTOMER DISCOUNT off MSRP (%)	CUSTOMER DISCOUNT off MSRP (%)	CUSTOMER DISCOUNT off MSRP (%)
Everything IT (Bundle)	KA800	15.00%	25.00%	27.00%
Business Skills (Bundle)	KA801	15.00%	25.00%	27.00%
Configuring Microsoft Windows 10 (Bundle)	KA200	15.00%	18.50%	20.50%
Designing and Deploying Microsoft Exchange Server 2016 (Bundle)	KA201	15.00%	18.50%	20.50%
Installing and Configuring Microsoft Windows Server 2012 R2 (Bundle)	KA202	15.00%	18.50%	20.50%
Interconnecting Cisco Network Devices Part 1 (ICND1) 3.0 (Bundle)	KA203	15.00%	18.50%	20.50%
Interconnecting Cisco Network Devices Part 2 (ICND2) 3.0 (Bundle)	KA204	15.00%	18.50%	20.50%
JavaScript Fundamentals (Bundle)	KA205	15.00%	18.50%	20.50%
Managing Microsoft SharePoint Server 2016 (Bundle)	KA206	15.00%	18.50%	20.50%
Other (ex: individual Office, Programming, Security or agency custom courses)	KA207	15.00%	18.50%	20.50%

**SINGLE COURSE BASED PRICING**

<b>Training Course/Category</b>	<b>Class ID</b>	<b>DIR Customer Discount % off MSRP</b>
Everything IT (Bundle)	KS800	16.00%
Business Skills (Bundle)	KS801	16.00%
Certified Professional Ethical Hacker	MS201	11.00%
Certified Digital Forensics Examiner	MS202	11.00%
Certified Disaster Recovery Engineer	MS203	11.00%
Certified Healthcare IS Security Practitioner	MS204	11.00%
Certified Incident Handling Engineer	MS205	11.00%
Certified Information Systems Risk Manager	MS206	11.00%
Certified Information Systems Security Auditor	MS207	11.00%
Certified Information Systems Security Manager	MS208	11.00%
Certified Information Systems Security Officer	MS209	11.00%
Certified Network Forensics Examiner	MS210	11.00%
Certified Penetration Testing Consultant	MS211	11.00%
Certified Penetration Testing Engineer	MS212	11.00%
Certified Secure Web Application Engineer	MS213	11.00%
Certified Security Leadership Officer	MS214	11.00%
Certified Security Sentinel	MS215	11.00%
Certified Vulnerability Assessor	MS216	11.00%
Information Systems Certification and Accreditation Professional	MS217	11.00%
IS20 Security Controls	MS218	11.00%
Other (ex: individual Office, Programming, Security or agency custom courses)	MS219	11.00%

**CUSTOMIZED TESTING AND TRAINING PRICING\***

<b>Training Course/Category**</b>	<b>Course/Test Name</b>	<b>Hourly Rate Customer Discount (%)</b>	<b>Test Fee Customer Discount (%)</b>
<b>Business Skills Programs</b>	<b>Course:</b> Typically related to general skills used in the workplace to include custom Time Management, Customer Service, Leadership Training and Management Programs, among many others as directed by the client. <b>Test:</b> Custom Assessments/Quizzes/Tests are created to accompany each module/program designed as learning checks for each course. Test Length and Test Level vary depending on client needs.	25.00%	0.00%
<b>Internal Communications &amp; Programs</b>	<b>Course:</b> Custom programs related to internal announcements, communications, messages and statements that convey agency exchanges, or other needs an agency might have. <b>Test:</b> While this type of elearning program is used for general announcements and communications and often does not contain a test, organizations may require a tracking tool to make certain the target audience receives the message. Test Length and Test Level vary depending on client needs.	25.00%	0.00%
<b>Public &amp; Private Education Initiatives</b>	<b>Course:</b> Agencies, Universities and Government organizations may require custom courses to be completed for online use. These courses are used to educate the target audience on a variety of topics. <b>Test:</b> Custom Assessments/Quizzes/Tests are created to accompany each module/program designed as learning checks for each course. Test Length and Test Level vary depending on client needs.	25.00%	0.00%
<b>Public &amp; Private Outreach Programs</b>	<b>Course:</b> Many times agencies have specific programs that they would like to extend via elearning to their employees as well as the general public. One example could be a series of online courses on disaster preparedness from the Department of State Health Services. <b>Test:</b> Custom Assessments/Quizzes/Tests are created to accompany each module/program designed as learning checks for each course. Test Length and Test Level vary depending on client needs.	25.00%	0.00%
<b>Service Based Programs</b>	<b>Course:</b> This category provides education to employees and other audiences for services that are offered by a particular agency, university, or other government entity. These courses take organization initiatives and turn them into a customized, online learning environment. <b>Test:</b> Custom Assessments/Quizzes/Tests are created to accompany each module/program designed as learning checks for each course. Test Length and Test Level vary depending on client needs.	25.00%	0.00%
<b>Technology Related Programs</b>	<b>Course:</b> Often organizations create custom software applications and hardware platforms that they need to train employees, contractors, and the public. These custom elearning courses are designed to lead students through the applications. <b>Test:</b> Custom Assessments/Quizzes/Tests are created to accompany each module/program designed as learning checks for each course. Test Length and Test Level vary depending on client needs.	25.00%	0.00%
<b>Law Enforcement Training</b>	<b>Course:</b> Law enforcement entities require online training development to deploy to their employees and constituents. These custom elearning courses are designed to lead students through the applications. <b>Test:</b> Custom Assessments/Quizzes/Tests are created to accompany each module/program designed as learning checks for each course. Test Length and Test Level vary depending on client needs.	25.00%	0.00%
<b>Compliance and Regulatory Training Development</b>	<b>Course:</b> This category provides compliance and regulatory education to employees and other audiences. These courses take organization compliance and regulatory initiatives and turn them into a customized, online learning environment. <b>Test:</b> Custom Assessments/Quizzes/Tests are created to accompany each module/program designed as learning checks for each course. Test Length and Test Level vary depending on client needs.	25.00%	0.00%
<b>Accredited Degree Programs</b>	<b>Course:</b> N/A <b>Test:</b> N/A Test Length and Test Level vary depending on client needs.	25.00%	0.00%
<b>Activate/Deactivate Users from System</b>	<b>Course:</b> N/A <b>Test:</b> N/A Test Length and Test Level vary depending on client needs.	25.00%	0.00%
<b>AICC-compliant</b>	<b>Course:</b> N/A <b>Test:</b> N/A Test Length and Test Level vary depending on client needs.	25.00%	0.00%
<b>Assessments, Quizzes &amp; Learning Checks</b>	<b>Course:</b> N/A <b>Test:</b> N/A Test Length and Test Level vary depending on client needs.	25.00%	0.00%
<b>Audio / Visual</b>	<b>Course:</b> N/A <b>Test:</b> N/A Test Length and Test Level vary depending on client needs.	25.00%	0.00%
<b>Audit Trail</b>	<b>Course:</b> N/A <b>Test:</b> N/A Test Length and Test Level vary depending on client needs.	25.00%	0.00%
<b>Auto-grading</b>	<b>Course:</b> N/A <b>Test:</b> N/A Test Length and Test Level vary depending on client needs.	25.00%	0.00%
<b>Automatically Generate Calendars and Schedules</b>	<b>Course:</b> N/A <b>Test:</b> N/A Test Length and Test Level vary depending on client needs.	25.00%	0.00%

Appendix C - Pricing Index  
Microassist, Inc.  
DIR-TSO-3982

Training Course/Category**	Course/Test Name	Hourly Rate Customer Discount (%)	Test Fee Customer Discount (%)
Base Course Changes	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Batch Registrations	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Blended Learning Development & Delivery	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Blogs	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Bulletin Boards	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Business Requirements for Training	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Certification Deadlines and Regulatory Compliance & Tracking	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Class Evaluation Reports	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Class Evaluations System	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Classroom Training Development	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Closed Captioning Creation	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Closed Captioning Programming / Syncing	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Commercial Support	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Content Creation or Development	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Content Proofing, Editing & Approval	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Content Population	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Course Development	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Course Scheduling	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Create Custom Reports	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Create Employee Reports	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Curriculum Design and Development	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Customized ArcGIS Course Development	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Custom Assessments / Quizzes / Tests / Exams / Appraisals Development	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Custom Coaching	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Custom Content Development & Delivery for Classroom and Other Instruction Methods	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Custom Course Catalog and Descriptions	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Custom Course Conversions	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Custom Course Notifications	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Custom Elearning Administration	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Custom Facilitation	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Custom Mentoring	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Custom Job Aids	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Custom Tests and Survey Development	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Design Plan	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Disable/Hide Courses & Exams	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%

Appendix C - Pricing Index  
Microassist, Inc.  
DIR-TSO-3982

Training Course/Category**	Course/Test Name	Hourly Rate Customer Discount (%)	Test Fee Customer Discount (%)
Discussion Forums	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
E-Books	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Elearning Development Tools	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
E-Mail Verification	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Enroll and Cancel Registration for Blending Learning Programs	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
E-Payment for Courses	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Export Report Data	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Evaluation	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Fulfillment	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Graphics Design	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Instructional Design	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Integration with HR Systems	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Intelligent Testing Feature Development & Integration	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Interactions	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Internal e-mail messaging	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Interoperability with Non-Standard Content	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Job Aid Creation & Deployment	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
LDAP Authentication	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Learning Analyst	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Learning Consulting	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Learning Planning & Execution	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Learning Project Management	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Learning Resources (White Papers, Podcasts, Certification Assistance, etc.)	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Learning Strategy	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Link to Internal or External Training Resources	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Live Text Chat	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Learning Management System (LMS) Consulting	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
LMS Configuration or Integration	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
LMS Extension Creation and/or Configuration	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
LMS Integration	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
LMS Maintenance & Support	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
LMS Reporting	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
LMS Training	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Login History	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Logistics & Configuration	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Management Registration Approval Process	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%

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Training Course/Category**	Course/Test Name	Hourly Rate Customer Discount (%)	Test Fee Customer Discount (%)
Manual Repository	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Mobile Learning Development	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Multimedia Development	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Multiple Authoring Tools Support	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Narration Services	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Online Training Courses	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Payment Reports	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Payment System for Tracking Internal Costs	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Podcasting	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Prerequisites for Courses	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Program Management	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Maintenance Support and Hosting - Level 1****	Course: N/A Test: N/A	25.00%	0.00%
Maintenance Support and Hosting - Level 2****	Course: N/A Test: N/A	25.00%	0.00%
Maintenance Support and Hosting - Level 3****	Course: N/A Test: N/A	25.00%	0.00%
Maintenance Support and Hosting - Level 4****	Course: N/A Test: N/A	25.00%	0.00%
Maintenance Support and Hosting - Level 5****	Course: N/A Test: N/A	25.00%	0.00%
Performance Training Metrics	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Professional Services	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Post Course Support	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Project Plan	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Programmed Course	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Proposed Solution	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Prototype	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Quality Assurance	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Reference Library	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Registrar Registration	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Registration Confirmation and Reminders	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Registration Reports	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Report Access Levels	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Report Building	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Report Generation	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Report Printing	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Resoure Area Assets - Job Aids, Tools, Documents, etc.	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Resource Reservations	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Resources tracking for rooms, equipment, etc.	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
SCORM-compliant	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%

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Microassist, Inc.  
DIR-TSO-3982

Training Course/Category**	Course/Test Name	Hourly Rate Customer Discount (%)	Test Fee Customer Discount (%)
Screencasting Development	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Script Preparation	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Section 508 / TAC 206/213 Compliant (ADA)	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Section 508 / TAC 206/213 Assessment & Reports	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Security	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Senior Learning Architect	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Server-level user authentication	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Set Passing Scores	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Simulations	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Social Learning	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Social Networking & Media	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Storyboard Development	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Student Certificates	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Student Self Registration	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Student Transcripts Tracking	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Support	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Task Analysis	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Test, Quizzes, Learning Check Development	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Third-Party Custom Developers	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Technical Writing	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Technology Based Training Program Accessibility Remediation	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Training Accessibility Treatments	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Training Analysis	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Training Enrollment Management	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Training Infrastructure Configuration & Logistics	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Training Management	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Training Marketing	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Training Migration (ILT-WBT, etc.)	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Training Needs Analysis	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Training Program Management	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Training Project Management	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Training Requirements	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Training Resource Depoloyment	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Training Technology Management	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Training Vendor Management	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
Training System Integration	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%

Appendix C - Pricing Index  
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<b>Training Course/Category**</b>	<b>Course/Test Name</b>	<b>Hourly Rate Customer Discount (%)</b>	<b>Test Fee Customer Discount (%)</b>
<b>Training Stakeholder &amp; Role Identification</b>	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
<b>Training Strategy</b>	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
<b>Training Surveys &amp; Studies</b>	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
<b>Transcription</b>	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
<b>User Experience Surveys &amp; Testing</b>	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
<b>Video Production</b>	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
<b>Video Post Production</b>	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
<b>Video Shoot</b>	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
<b>Virtual Training Program, Content, and Platform Development and Delivery</b>	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
<b>Web-based Administration Interface</b>	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
<b>Web-Based Reporting Interface</b>	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
<b>Webinar Development</b>	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
<b>Wikis</b>	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
<b>Wireless Learning Technology Training Development</b>	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%
<b>Other</b>	Course: N/A Test: N/A Test Length and Test Level vary depnding on client needs.	25.00%	0.00%



Training Course/Category**	Course/Test Name	Hourly Rate Customer Discount (%)	Test Fee Customer Discount (%)
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**Legend:**

\*\*Microassist creates custom elearning solutions for its clients. These solutions include, but are not limited to, creating content, assembling, programming & populating templates, creating graphic elements, sound, video, assessing learner's material absorption, creating, configuring and managing Learning Management Systems and other items. These elements are often combined to build elearning training programs that are used by our clients internally or our client's outreach initiatives. Other services may be added to this proposal to further enhance the student's learning experience.

These categories include the custom elearning solutions that clients request related to general business programs such as Time Management, Customer Service, Leadership and Management courses, among others. In addition, clients provide public and private education and outreach programs, internal communication programs, service and technology based programs, law enforcement training and regulatory and compliance programs. Some examples of these client directed components include, but are not limited to, educating the general public and focus groups on specific topics, teaching client's employees about a technology that was created in-house, as well as customizing customer service courses for agency-specific requirements.

Each customized client requirement is different, and requires planning and analysis to determine the ultimate cost. For example, some solutions only require one learning module with no integration to an LMS, while others might be multiple modules connecting to an LMS with full reporting capabilities. Therefore, each project will be different in price according to

CUSTOMIZED TBT SERVICES OFFERED: Microassist offers additional custom elearning services that agencies can utilize as part of their overall custom elearning solution. The level of services required vary depending on the client requirements, and custom service level(s) requested.

NOTE: The MSRP is the blended hourly rate Microassist would normally charge an organization for its services. Microassist does not charge a separate test/course fee for custom developed TBT courses, and service items may be combined in training module development.

\*\*\*\*Per Month.

"X" = does not apply to service level.

Assumption: "Hourly Development Rate" and "Test/Course Fee" are Manufacturer's Suggested Retail Price ("MSRP").

**Technology Based Instructor Led Training**

Instructor-Led Training Class*	Category/Class (i.e. Class Name or category)	Course Level(s) (i.e. Introduction, Intermediate, Advanced)**	Course Length (Number of Days)***	DIR Customer Discount
Computer Training	Adobe Acrobat	Introduction-Intermediate	1	30.00%
Computer Training	Adobe Dreamweaver	Introduction-Intermediate	1	30.00%
Computer Training	Agile	Introduction-Advanced	1-5	10.50%
Computer Training	Angular	Introduction-Advanced	5	10.50%
Computer Training	Big Data	Introduction-Advanced	1.5-5	10.50%
Computer Training	Certification Courses - Other (depending on customer requirements) ****	Introduction - Advanced	Varies	10.50%
Computer Training	Certification Exams (depending on Customer requirements) ****	Introduction - Advanced	Varies	0.00%
Computer Training	Crystal Reports	Introduction - Advanced	2	20.00%
Computer Training	Custom Courses - ex: a combination of topics from this catalog or agency custom courses *****	Introduction - Advanced	Varies	10.50%
Computer Training	Cybersec First Responder	Intermediate	5	10.50%
Computer Training	CyberSecurity	Introduction - Advanced	0.5-5	10.50%
Computer Training	CyberSecurity: Other Security Courses (depending on agency requirements) ***	Introduction - Advanced	Varies	10.50%
Computer Training	Dojo	Introduction - Advanced	2-3	10.50%
Computer Training	Elearning Accessibility Compliance	Intermediate	2	10.50%
Computer Training	Elearning Authoring Tools	Introduction - Advanced	2	20.00%
Computer Training	Elearning Project Management with Microsoft Project	Introduction	2	20.00%
Computer Training	Ember	Introduction-Intermediate	2-5	10.50%
Computer Training	Essential Git	Introduction	1	10.50%
Computer Training	Fundamentals of IBM Cúram SPM Platform for Developers	Introduction	10	10.50%
Computer Training	Fundamentals of the IBM Cúram SPM Platform for Business Analysts 6.0.5	Introduction	5	10.50%
Computer Training	GIS	Introduction-Advanced	1-3	10.50%
Computer Training	HTML	Advanced	3	10.50%
Computer Training	HTML: Fundamentals	Introduction	2	10.00%
Computer Training	HTML: New Features	Introduction	1	18.00%
Computer Training	IBM Cúram	Intermediate	2	10.50%
Computer Training	IBM Cúram Workflow for Developers 6.0.5	Intermediate	5	10.50%
Computer Training	IDOL Essentials 10.10	Introduction	4	10.50%
Computer Training	Introduction to R for Programmers	Introduction	3	10.50%
Computer Training	ITIL	Introduction-Intermediate	1-5	15.50%
Computer Training	Java	Introduction-Advanced	3-5	10.50%
Computer Training	JavaScript	Introduction-Advanced	2-5	10.50%
Computer Training	C# .NET Fundamentals	Introduction	5	10.50%
Computer Training	Fundamentals of C++	Introduction	5	10.50%
Computer Training	Intermediate Perl Scripting	Intermediate	5	10.50%
Computer Training	Advanced Perl	Advanced	4	10.50%
Computer Training	Microsoft Access	Introduction-Advanced	1	34.50%
Computer Training	Microsoft Excel	Introduction-Advanced	1	34.50%
Computer Training	Microsoft Excel - PivotTables	Intermediate	0.5	22.25%
Computer Training	Microsoft Excel - Power Pivot	Advanced	0.5	22.25%
Computer Training	Microsoft Excel - Dashboards	Intermediate	1	22.25%
Computer Training	Microsoft Excel - VBA	VBA	1	22.25%
Computer Training	Microsoft Excel - Self-Service Analytics with No Code for End Users	Introduction	1	22.25%

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Instructor-Led Training Class*	Category/Class (i.e. Class Name or category)	Course Level(s) (i.e. Introduction, Intermediate, Advanced)**	Course Length (Number of Days)***	DIR Customer Discount
Computer Training	Microsoft Excel - Other (depends on agency requirements) ****	Introduction-Advanced	Varies	22.25%
Computer Training	Microsoft Outlook	Introduction-Advanced	1	34.50%
Computer Training	Microsoft PowerPoint	Introduction-Intermediate	1	34.50%
Computer Training	Microsoft Project	Introduction-Complete	1	34.50%
Computer Training	Microsoft SQL Server	Fundamentals-Advanced	1	30.00%
Computer Training	Microsoft Visio	Introduction-Complete	1	34.50%
Computer Training	Microsoft Word	Introduction-Advanced	1	34.50%
Computer Training	Microsoft Word	VBA	1	22.50%
Computer Training	Mobile: Introduction to Android Development	Introduction	5	10.50%
Computer Training	Mobile: Objective-C Training for iOS Development	Introduction	4	10.50%
Computer Training	Mobile: Other 1 days, Other 2 days, Other 3 days, Other 4 days, Other 5 days	Introduction - Advanced	1-5	10.50%
Computer Training	MOR: Management of Risk	Foundation	3	15.50%
Computer Training	MOR: Management of Risk	Practitioner	2	15.50%
Computer Training	Office Essentials	Introduction	1	34.50%
Computer Training	Office Transition	Introduction	1	34.50%
Computer Training	Other Courses (Endu User, Technical, Webinar, 1 - 5 days)	Introduction - Advanced	1-5	10.50%
Computer Training	Power BI	Introduction-Advanced	2	26.00%
Computer Training	PowerShell	Introduction-Advanced	2-5	10.50%
Computer Training	Python	Introduction-Advanced	3-5	10.50%
Computer Training	R	Introduction-Intermediate	3-4	10.50%
Computer Training	Service-Oriented Architecture	Introduction	3	10.50%
Computer Training	SharePoint	Introduction-Advanced	1-5	10.50%
Computer Training	Team Foundation Server	Introduction-Intermediate	2-3	10.50%
Computer Training	Web Design	Introduction-Advanced	1	18.00%
Computer Training	Web Design: Modern Web Design with HTML5, CSS3, JavaScript, and jQuery	Introduction	5	10.50%
Computer Training	Web Design: Architecting on Amazon Web Services	Advanced	3	10.50%
Computer Training	Web Design: Amazon Web Services Technical Essentials	Introduction	1	10.50%
Computer Training	Web Design: Developing on Amazon Web Services	Intermediate	3	10.50%
Computer Training	Web Design: Systems Operations on Amazon Web Services	Advanced	3	10.50%
Computer Training	Web Design: Developing Windows Azure and Web Services	Introduction	5	10.50%
Computer Training	Webinar Delivery - 1 Day, 2 Day, 3 Day, 4 Day, 5 Day	Introduction - Advanced	1	10.50%
Computer Training	Webinar Delivery- Hourly	Introduction - Advanced	Varies	10.50%
Computer Training	Webinar Development	Introduction-Advanced	Varies	10.50%
Computer Training	Windows	Essentials, Transition	1	34.00%
Computer Training	Designing and Deploying Microsoft Exchange Server 2016 (Bundle)	Introduction - Advanced	Varies	10.50%
Computer Training	Managing Microsoft SharePoint Server 2016 (Bundle)	Introduction - Advanced	Varies	10.50%
Computer Training	Configuring Microsoft Windows 10 (Bundle)	Introduction - Advanced	Varies	10.50%
Computer Training	JavaScript Fundamentals (Bundle)	Introduction - Advanced	Varies	10.50%
Computer Training	Installing and Configuring Microsoft Windows Server 2012 R2 (Bundle)	Introduction - Advanced	Varies	10.50%
Computer Training	Interconnecting Cisco Network Devices Part 1 (ICND1) 3.0 (Bundle)	Introduction - Advanced	Varies	10.50%
Computer Training	Interconnecting Cisco Network Devices Part 2 (ICND2) 3.0 (Bundle)	Introduction - Advanced	Varies	10.50%
Accessibility Training	Accessibility	Introduction	1-3	20.00%

Instructor-Led Training Class*	Category/Class (i.e. Class Name or category)	Course Level(s) (i.e. Introduction, Intermediate, Advanced)**	Course Length (Number of Days)***	DIR Customer Discount
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The following notes reference the column titles above:

\*Instructor-Led Training Class: These classes are primarily delivered in a classroom environment. Virtual instructor led and blended training deliveries are also options

\*\*Course Levels:

Introduction = Part I = Level 1

Intermediate = Part II = Level 2

Advanced = Part III = Level 3

\*\*\*Course Length: These timeframes may be changed to accommodate a better learner experience.

\*\*\*\*Certification Courses and Exams could vary depending on Customer requirements. Customer's may dictate the desired certifications and corresponding exams

\*\*\*\*\*Customers may select pre-designed content from multiple Microassist offerings and construct a course to be delivered by Microassist.