

**Appendix C Pricing Index**

**DIR-TSO-4170**

**Dynamis, Inc.**

<b>Brand</b>		<b>DIR Customer Discount % off MSRP</b>
Dynamis		10.50%
<b>Related Services</b>		<b>DIR Customer Discount % off MSRP</b>
Product Installation - client hosted	Client purchases server and installs in their server facility. COBRA technician arrives onsite and installs COBRA software and confirms system is working. Includes one day travel out and one day travel back. Travel expenses are reimbursed by the customer at GSA rate in addition to the daily rate listed.	10.25%
Product Installation - cloud hosted server - dedicated	Client purchases a hosted copy of COBRA on the Amazon Web Services (AWS) government cloud. COBRA technician installs on AWS and performs all maintenance of system.	10.25%
Product Training	6 hour web training - Training conducted online through a webinar service such as WebEx and by calling into a conference phone call line. Requires high speed internet for the customer and ability to install webinar software.	10.25%
Product Training	1 Day Training - COBRA trainer comes out onsite to the customers location. Includes one day travel out and one day travel back. Travel expenses are reimbursed by the customer at GSA rate in addition to the daily rate listed.	10.25%
Product Training	2 Day Training - COBRA trainer comes out onsite to the customers location. Includes one day travel out and one day travel back. Travel expenses are reimbursed by the customer at GSA rates in addition to the daily rate listed.	10.25%
Product Training	3 Day Training - COBRA trainer comes out onsite to the customers location. Includes one day travel out and one day travel back. Travel expenses are reimbursed by the customer at GSA rates in addition to the daily rate listed.	10.25%

<b>Related Services</b>		<b>DIR Customer Discount % off MSRP</b>
Product Training	4 Day Training - COBRA trainer comes out onsite to the customers location. Includes one day travel out and one day travel back. Travel expenses are reimbursed by the customer at GSA rates in addition to the daily rate listed.	10.25%
Product Training	5 Day Training - COBRA trainer comes out onsite to the customers location. Includes one day travel out and one day travel back. Travel expenses are reimbursed by the customer at GSA rates in addition to the daily rate listed.	10.25%
Custom Module - Program Management (Hourly Rate)	Program manager works with large and complex clients (i.e. state agencies, regional Council of Governments, multiple counties) to ensure the COBRA solution meets their needs. Per hour rate billed at 1/4 hour.	10.00%
Custom Module - Project Management (Hourly Rate)	Project manager works with smaller projects and provides overall guidance as to how COBRA can meet the specific needs of local jurisdictions and agencies. Per hour rate billed at 1/4 hour.	10.00%
Custom Module - Technical Analyst (Hourly Rate)	Technical analyst works with the program and project managers to gather technical requirements of client needs and ensures technical and non-technical requirements are addressed accordingly. Per hour rate billed at 1/4 hour.	10.00%
Custom Module - Senior Database Architect and Developer (Hourly Rate)	Senior database architect and developer works with the program and project managers to ensure client needs are met. Developer codes new modules, maintains database, and performs bug fixes. Per hour rate billed at 1/4 hour.	10.00%
Custom Module - Senior GIS Developer (Hourly Rate)	Senior GIS developer works with the program and project managers to ensure clients mapping needs are met. Developer also writes new custom modules, maintains current code, and fixes bugs. Per hour rate billed at 1/4 hour.	10.00%
Custom Module - Junior Developer (Hourly Rate)	Junior developer works with senior developers to maintain COBRA software code. Per hour rate billed at 1/4 hour.	10.00%
Custom Module - Testing Analyst (Hourly Rate)	Testing analyst works tests software code to ensure the code written works as outlined by the program and project managers and that all requirements for modules are met. Per hour rate billed at 1/4 hour.	10.00%