

## Appendix C Pricing Index

DIR-TSO-3365

Skinny Cat Software LLC dba Element Learning Management Solutions

Per Amendment Number 4

Product Description	Product Number	MSRP List Price	DIR Discount %	DIR Discounted Price
SaaS ELEMENT LMS Annual License; - Unlimited Users, Unlimited Courses - Includes 5,000 Active Course Registrations - Additional Active Course Registrations available in blocks of 500 at \$750.00 - 20GB Storage; 20GB Monthly Data Transfer - Includes updates & maintenance	Standard ELEMENT LMS	\$8,500	12%	\$7,480
SaaS ELEMENT LMS Annual License; - Unlimited Users, Unlimited Courses - Includes 10,000 Active Course Registrations - Additional Active Course Registrations available in blocks of 1,000 at \$1,000.00 - 40GB Storage; 40GB Monthly Data Transfer - Includes updates & maintenance	Power ELEMENT LMS	\$13,500	12%	\$11,880
SaaS ELEMENT LMS Annual License; - Unlimited Users, Unlimited Courses - Includes 50,000 Active Course Registrations - Additional Active Course Registrations available in blocks of 10,000 at \$8,250.00 - Virtual Online Training included - 20GB Storage; 20GB Monthly Data Transfer - Includes updates & maintenance	Premium ELEMENT LMS	\$45,000	12%	\$39,600
Element E-commerce Gateway Annual License; - WooCommerce payment integration for Texas NIC or other gateway. - Includes testing, CPA validation, and security lockdown - Includes updates & maintenance	Element E-commerce Gateway	\$5,000	12%	\$4,400
SCORM Annual Active Course Registrations - Includes 5,000 SCORM registrations - Overage registrations at \$0.75 each - Additional registrations in blocks of 1,000 at \$750.	ElementLMS-SCORM Software Service 5000	\$3,750	15%	\$3,188
SCORM Annual Active Course Registrations - Includes 10,000 SCORM registrations - Overage registrations at \$0.60 each - Additional registrations in blocks of 1,000 at \$600	ElementLMS-SCORM Software Service 10000	\$6,000	15%	\$5,100
SCORM Annual Active Course Registrations - Includes 50,000 SCORM registrations - Overage registrations at \$0.40 each - Additional registrations in blocks of 1,000 at \$400	ElementLMS-SCORM Software Service 50000	\$20,000	15%	\$17,000

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Service Description	Product Number	MSRP List Price	DIR Discount %	DIR Discounted Price
Professional Services to Configure Element LMS for client needs, (hourly rate)	LMS Standard Configuration	\$175 /Hr	18%	\$144 /Hr
Custom Configurations/API Integration - Updates and Annual Maintenance (20% of Professional Service Fees to implement custom LMS options, API integrations, and/or custom plug-ins).	Custom Configuration Maintenance	\$175/Hr	18%	\$144 /hr
Option Description	Product Number	MSRP List Price	DIR Discount %	DIR Discounted Price
Professional Services for Custom Configuration of Element Options (such as e-commerce) (hourly rate)	LMS Option Configuration	\$175	18%	\$144
Custom API Integration (using industry standard development tools and web service technology) (hourly rate)	API Integration	\$175	18%	\$144
Custom Plugin Development (hourly rate)	Custom Plugin	\$195	18%	\$160
On-site Training per day (within the State of Texas)	On-site Training	\$2,500	30%	\$1,750
Voice Validate plugin telephony service (monthly) - Includes up to 500 transactions per month - additional transactions are 40 cents each.	Voice Validate	\$250	20%	\$200

Element DIR Pricing October 2018