

**Appendix C Pricing Index**  
**DIR-CPO-4463**  
**Skinny Cat Software LLC dba Element Learning Management Solutions**

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	\$8,925	12%	\$7,854
SaaS ELEMENT LMS Annual License; -Unlimited Users, Unlimited Courses -Includes 10,000 Active Course Registrations -Additional Active Course Registrations available in blocks of 1000 at \$1000.00 -30GB Storage; 30GB Monthly Data Transfer -Includes updates & maintenance	Power ELEMENT LMS	\$14,175	12%	\$12,474
SaaS ELEMENT LMS Annual License; -Unlimited Users, Unlimited Courses -Includes 50,000 Active Course Registrations -Additional Active Course Registrations available in blocks of 10,00 at \$8250.00 -Virtual Online Training included -40GB Storage; 40GB Monthly Data Transfer -Includes updates & maintenance	Premium ELEMENT LMS	\$47,250	12%	\$41,580
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	\$5250	12%	\$4,620

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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	\$3,938	15%	\$3,347
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	\$6,300	15%	\$5,355
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	\$21,000	15%	\$17,850
SaaS ELEMENT LMS Certification and Compliance Manager Annual License; - 500 Managed Unique Users -Unlimited Certification, Unlimited Email Notifications -Additional Managed Users available in blocks of 100 at \$750.00	ElementLMS-Certification & Compliance Software Service 500	\$4500	12%	\$3960
SaaS ELEMENT LMS Certification and Compliance Manager Annual License; - 1000 Managed Unique Users -Unlimited Certification, Unlimited Email Notifications -Additional Managed Users available in blocks of 100 at \$650.00	ElementLMS-Certification & Compliance Software Service 1000	\$7500	12%	\$6,600
SaaS ELEMENT LMS Certification and Compliance Manager Annual License; - 2000 Managed Unique Users -Unlimited Certification, Unlimited Email Notifications -Additional Managed Users available in blocks of 500 at \$1250.00	ElementLMS-Certification & Compliance Software Service 2000	\$13,000	12%	\$11,440

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SaaS ELEMENT LMS Certification and Compliance Manager Annual License; - 5000 Managed Unique Users -Unlimited Certification, Unlimited Email Notifications -Additional Managed Users available in blocks of 1000 at \$2000.00	ElementLMS-Certification & Compliance Software Service 5000	\$18,000	12%	\$15,840
SaaS ELEMENT LMS Certification and Compliance Manager Annual License; - 10000 Managed Unique Users -Unlimited Certification, Unlimited Email Notifications -Additional Managed Users available in blocks of 1000 at \$1500.00	ElementLMS-Certification & Compliance Software Service 10K	\$25,000	12%	\$22,000

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	\$185 /Hr	18%	\$150 /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	\$185 /Hr	18%	\$150 /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	\$185 /Hr	18%	\$150 /Hr

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Custom API Integration (using industry standard development tools and web service technology) (hourly rate)	API Integration	\$185 /Hr	18%	\$150 /Hr
Custom Plugin Development (hourly rate)	Custom Plugin	\$205 /Hr	18%	\$168 /Hr
On-site Training per day (within the State of Texas)	On-site Training	\$2,625	30%	\$1,838
Voice Validate plugin telephony service (monthly) - Includes up to 500 transactions per month - additional transactions are 40 cents each.	Voice Validate	\$250	20%	\$200