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	$14,204.55	12%	$12,500
SaaS ELEMENT LMS Annual License; -Unlimited Users, Unlimited Courses -Includes 10,000 Active Course Registrations -Additional Active Course Registrations available in blocks of 750 at $1000.00 -30GB Storage; 30GB Monthly Data Transfer -Includes updates & maintenance	Power ELEMENT LMS	$20,000	12%	$17,600
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 $8250.00 -Virtual Online Training included -40GB Storage; 40GB Monthly Data Transfer -Includes updates & maintenance	Premium ELEMENT LMS	$75,000	12%	$66,000
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	$5,678	12%	$5,034

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.	Element LMS- SCORM Software Service 5000	$4,260	12%	$3,776
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	Element LMS- SCORM Software Service 10000	$6,814	12%	$6,041
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	Element LMS- SCORM Software Service 50000	$22,714	12%	$20,138

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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	$200 /Hr	18%	$165 /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	$200 /Hr	18%	$165 /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	$200/Hr	18%	$165 /Hr
Custom API Integration (using industry standard development tools and web service technology) (hourly rate)	API Integration	$200/Hr	18%	$165 /Hr
Custom Plugin Development (hourly rate)	Custom Plugin	$222/Hr	18%	$183 /Hr
On-site Training per day (within the State of Texas)	On-site Training	$3,500	30%	$2,468
Voice Validate plugin telephony service (monthly) - Includes up to 500 transactions per month - additional transactions are 40 cents each.	Voice Validate	$270	20%	$217