

**APPENDIX C
PRICING INDEX
eSTRATEGY SOLUTIONS, INC.**

Customized Testing and Training Prices				
Training Course/Category (examples only)	Hourly Development Fee Discount	Customer Hourly Development Price	Test/Course Fee Discount	Customer Price (\$)
Custom Courses / Custom LMS Services	100%	\$0.00	51.43%	\$34.00

All hourly costs associated with development, hosting, changes, reporting, support, etc. are discounted 100%. All costs are reflected in the per-user/per-course not-to-exceed price of \$34.00 per course/test. For DIR Customers that desire to outsource online services delivered to third-party payors/licensees, this results in a zero fiscal note to the Customer/agency for all services.

TRAINING SERVICES OFFERED

eStrategy Solutions, Inc. is a complete eLearning services provider – providing all services and assistance necessary or desired to transition a DIR Customer’s training, testing, compliance activity, etc. for online delivery and support. Services are to be delivered to DIR Customers and their End Users through the Vendor’s website and/or the Vendor’s Online Learning Management System / Learning Content Management System, (LMS / LCMS).

In addition to Internet delivery, various other computer platforms, media, and applications may also be offered. The Vendor may provide tailored solutions as related to the customization and delivery of online testing, training, compliance, communication and audit resources to meet DIR Customer defined needs. However, any changes must be within the scope of services awarded.

eStrategy Solutions may convert a DIR Customer/agency existing testing or training materials to online courseware, such as jurisprudence testing, civil rights training, sexual harassment prevention/awareness training, mission statements, new employee orientation, or whatever the agency desires. The agency's training administrators can identify end users who need training, notify them via e-mail, track their progress, and generate compliance reports.

eStrategy Solutions will provide sufficient infrastructure to accommodate DIR customers and their end users receiving services through the eStrategy website. Services available through this contract, at no additional charge, include, but are not limited to:

- Repurpose client custom content into the eSS web-based LMS/LCMS for delivery/hosting

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- Real-time scoring and reporting of tests and course completions, issuance of certificates of passing and/or certification
- Edit all material for updates and changes for any reason
- Repository of frequently asked questions (FAQs)
- Complete reporting, tracking, and/or audit process/system for all user activity, payments, usage and completion of course and/or testing content
- Complete Help Desk services
- Complete billing or user-pay/registration with required payment options as per client needs, including Texas.gov with USAS coding. All electronic payments for products or services with pricing components designated for State/agency cost recovery must be made using Texas.gov.