

**DIR-SDD-1949**  
**APPENDIX C PRICING INDEX**  
**AMENDMENT NUMBER 4**  
**DYNAMIC WORKFORCE SOLUTIONS**

**CUSTOMIZED TESTING AND TRAINING PRICING**

<b>Training Course/Category</b>	<b>Test/Course Length (hours)</b>	<b>Customer Discount</b>
Custom Course Design - Subject Matter Expertise and Content provided by customer	10-15 minutes	9.50%
Custom Course Design - Subject Matter Expertise and Content provided by customer	16-30 minutes	9.50%
Custom Course Design - Subject Matter Expertise and Content provided by customer	31-45 minutes	9.50%
Custom Online Module courseware with Project Manager Support	Hourly	9.50%
Custom Test Design	up to 30 questions	9.50%
Custom Course Design Content Editing Support	Hourly	9.50%

<b>Quantity Discounts</b>	
<b>Quantity Purchased (Courses Developed)</b>	<b>Customer Discount</b>
5 Courses	10.00%
10 Courses	15.00%
20 Courses	20.00%

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**DYNAMIC WORKFORCE SOLUTIONS**

**SUBSCRIPTION PRICING**

	<b>1 Year Subscription</b>	<b>2 Year Subscription</b>	<b>3 Year Subscription</b>
<b>Training Categories</b>	<b>CUSTOMER DISCOUNT</b>	<b>CUSTOMER DISCOUNT</b>	<b>CUSTOMER DISCOUNT</b>
5 Minute Series small area Membership (monthly)	14.50%	19.50%	24.50%
5 Minute Series medium area Membership (monthly)	14.50%	19.50%	24.50%
5 Minute Series large area Membership (monthly)	14.50%	19.50%	24.50%
5 Steps to Rapid Employment (5 courses, 2 recorded webinars)	65.50%	69.50%	72.50%
Go Guide (5 module entrepreneur & goals setting online training)	65.50%	69.50%	72.50%
Business and Employer Services Certification (7 courses plus Exam)	74.50%	76.50%	79.50%
Certified Motivational Career Coach (5 courses plus Exam)	73.50%	75.50%	78.50%
Certified Motivational Career Coach - for specific populations (6 courses plus Exam)	82.50%	84.50%	86.50%
Core Skills Certification (11 courses plus Exam)	56.50%	59.50%	62.50%
Job Seeker Services Certification (6 courses plus Exam)	59.50%	63.50%	67.50%
Management Services Certification (8 courses plus Exam)	73.50%	75.50%	78.50%
National Workforce Professional 1 Certification (12 courses plus Exam)	59.50%	62.50%	65.50%
Foundations of Workforce Professional Certification (9 courses plus Exam)	59.50%	62.50%	65.50%
National Workforce Professional 2 Certification (14 courses plus Exam)	64.50%	66.50%	69.50%
National Workforce Professional 3 Certification (17 courses plus Exam)	64.50%	66.50%	69.50%
NFJP Workforce Professional 1 Certification (13 courses plus Exam)	59.50%	62.50%	65.50%
Employee Compliance 2012-2014 (3 courses)	72.50%	77.50%	83.50%
Employee Compliance for Youth (3 courses)	32.49%	43.50%	55.50%
Youth Employee Compliance Training (3 courses)	32.49%	43.50%	55.50%
Leadership Certification	49.50%	59.50%	69.50%
Mentor Certifications	49.50%	59.50%	69.50%
Career Edge / Youth Compliance	49.50%	49.50%	49.50%
Basic Computing Catalog	14.50%	19.50%	24.50%
Soft Skills Catalog	14.50%	19.50%	24.50%
Tech Web Catalog	14.50%	19.50%	24.50%
Basic Math Catalog	14.50%	19.50%	24.50%
Administrative Service Managers	14.50%	19.50%	24.50%
Bookkeeping, Accounting, & Auditing Clerks	14.50%	19.50%	24.50%
Child Care Worker	14.50%	19.50%	24.50%
Customer Service Representatives 1	14.50%	19.50%	24.50%
Customer Service Representatives 2	14.50%	19.50%	24.50%
Door to Door Sales Worker, News and Street Vendors, and Related Workers	14.50%	19.50%	24.50%

	<b>1 Year Subscription</b>	<b>2 Year Subscription</b>	<b>3 Year Subscription</b>
<b>Training Categories</b>	<b>CUSTOMER DISCOUNT</b>	<b>CUSTOMER DISCOUNT</b>	<b>CUSTOMER DISCOUNT</b>
Door to Door Sales Worker, News and Street Vendors, and Related Workers	14.50%	19.50%	24.50%
First Line Supervisor/Managers of Food Preparation and Serving Workers	14.50%	19.50%	24.50%
First-Line Supervisors/Managers of Retail Service Workers	14.50%	19.50%	24.50%
Graphic Designers/Desktop Publishers	14.50%	19.50%	24.50%
Hospitality, Waiters and Waitresses	14.50%	19.50%	24.50%
Human Resources Assistant, Except Payroll and Timekeeping	14.50%	19.50%	24.50%
Introduction – Network and Computer Systems Administrators	14.50%	19.50%	24.50%
Introduction - Web Developer	14.50%	19.50%	24.50%
Office Clerk 1	14.50%	19.50%	24.50%
Office Clerk 2	14.50%	19.50%	24.50%
Receptionist and Information Clerk	14.50%	19.50%	24.50%
Retail Salespersons 1	14.50%	19.50%	24.50%
Retail Salespersons 2	14.50%	19.50%	24.50%
Technical Support - Computer Support Specialist	14.50%	19.50%	24.50%
First Steps to Computers	14.50%	19.50%	24.50%
Introduction to Programming – Visual C++	14.50%	19.50%	24.50%
Introduction to Web Design – HTML	14.50%	19.50%	24.50%
Microsoft Access 2007	14.50%	19.50%	24.50%
Microsoft Excel 2007	14.50%	19.50%	24.50%
Microsoft Excel 2010 MOS	14.50%	19.50%	24.50%
Microsoft Office 2007	14.50%	19.50%	24.50%
Microsoft Office 2010	14.50%	19.50%	24.50%
Microsoft Outlook 2007	14.50%	19.50%	24.50%
Microsoft PowerPoint 2007	14.50%	19.50%	24.50%
Microsoft Word 2007	14.50%	19.50%	24.50%
Microsoft Word 2010 MOS	14.50%	19.50%	24.50%
Career Readiness-Applied Mathematics	14.50%	19.50%	24.50%
Career Readiness-Locating Information	14.50%	19.50%	24.50%
Career Readiness-Reading for Information	14.50%	19.50%	24.50%
GED-Applied Mathematics (Math)	14.50%	19.50%	24.50%
GED-Applied Technology (Science)	14.50%	19.50%	24.50%
GED-Locating Information (Social Studies)	14.50%	19.50%	24.50%
GED-Reading for Information (Reading)	14.50%	19.50%	24.50%
GED-Writing	14.50%	19.50%	24.50%
ABE-Applied Mathematics	14.50%	19.50%	24.50%

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<b>Training Categories</b>	<b>CUSTOMER DISCOUNT</b>	<b>CUSTOMER DISCOUNT</b>	<b>CUSTOMER DISCOUNT</b>
ABE-Applied Mathematics	14.50%	19.50%	24.50%
ABE-Applied Technology	14.50%	19.50%	24.50%
ABE-Locating Information	14.50%	19.50%	24.50%
ABE-Reading for Information	14.50%	19.50%	24.50%
ABE-Writing	14.50%	19.50%	24.50%
Peak Workforce – Job Search Success	14.50%	19.50%	24.50%
Peak Workforce – Essential Workplace Skills	14.50%	19.50%	24.50%
Peak Career Readiness	14.50%	19.50%	24.50%
Peak Financial Literacy	14.50%	19.50%	24.50%

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**APPENDIX C PRICING INDEX**  
**A-2**  
**DYNAMIC WORKFORCE SOLUTIONS**

**SUBSCRIPTION PRICING**

<b>Training Course/Category</b>	<b>Class ID</b>	<b>MSRP/ LIST (\$)</b>	<b>CUSTOMER DISCOUNT (%)</b>	<b>CUSTOMER PRICE</b>
5 Minute Series (Set-up)	DW5_setup	\$355	14.50%	\$303.53
5 Minute Series large area Membership (monthly)	DW5_lg	\$1060	14.50%	\$906.30
5 Minute Series medium area Membership (monthly)	DW5_md	\$880	14.50%	\$752.40
5 Minute Series small area Membership (monthly)	DW5_sm	\$705	14.50%	\$602.78
Adult Workplace Relations	Cat 176	\$120	14.50%	\$102.60
Assessment in TANF Case Management	DW_1TFC201	\$25	14.50%	\$21.38
Assessment Training	DW_2WFC201	\$50	14.50%	\$42.75
Assisting Formerly Incarcerated Job Seekers in Finding Employment	DW_1FIJ301	\$150	14.50%	\$128.25
Behavioral Change	FCCC_2014	\$60	14.50%	\$51.30
Better Requests for Proposals for Better Projects	DW_2WFM101	\$50	14.50%	\$42.75
Business & Economic Development Intelligence	DW_1WFC1005	\$60	14.50%	\$51.30
Business & Employer Knowledge	DW_1WFC1001	\$50	14.50%	\$42.75
Business & Employer Services Endorsement	DW_BE2015	\$250	14.50%	\$213.75
Business and Employer Services Certification EXAM	DW_1WFEXBE	\$100	14.50%	\$85.50
Business Communications	DW_1WFB101	\$50	14.50%	\$42.75
Career Counseling	DW_2WFC202	\$50	14.50%	\$42.75
Career Development 2012	DW_1WFC201	\$60	14.50%	\$51.30
Career Development Principles	DW_1WFC202	\$60	14.50%	\$51.30
Case Management	DW_2WFJ601	\$50	14.50%	\$42.75
Case Noting and Documentation Strategies	DW_1WFJ601	\$25	14.50%	\$21.38
Collaboration & Problem Solving 2012	DW_1WFC901	\$60	14.50%	\$51.30
Collaboration, Problem Solving and Teamwork	DW_1WFC903	\$60	14.50%	\$51.30
Communication	DW_1WFC701	\$50	14.50%	\$42.75
Conflict Management	DW_2WFC901	\$50	14.50%	\$42.75
Continuous Improvement Through Monitoring	DW_2WFC601	\$50	14.50%	\$42.75
Contracting	DW_2WFM102	\$50	14.50%	\$42.75
Core Skills Certification Exam	DW_1WFEXCS	\$100	14.50%	\$85.50
CUI Higher Education Modules	DW_CUIHEM2015	\$72	14.50%	\$61.56
Customer Service 2012	DW_1WFC501	\$60	14.50%	\$51.30
Customer Service Methodology	DW_1WFC502	\$60	14.50%	\$51.30
Customized Services	DW_1WFB701	\$60	14.50%	\$51.30
Developing Your Decision-Making Skills	DW_2WFC902	\$50	14.50%	\$42.75
Development of Business Relationships	DW_1WFB201	\$50	14.50%	\$42.75
Diversity	Diversity	\$50	14.50%	\$42.75
Diversity 2012-2014 - In the Workplace	DW_1GPC401A	\$60	14.50%	\$51.30

<b>Training Course/Category</b>	<b>Class ID</b>	<b>MSRP/ LIST (\$)</b>	<b>CUSTOMER DISCOUNT (%)</b>	<b>CUSTOMER PRICE</b>
Diversity in Workforce Development	DW_1WFC401	\$60	14.50%	\$51.30
Diversity Scenarios	DW_2GPC401	\$60	14.50%	\$51.30
DMS 5: Updates for Professionals (6 Modules)	DW_DMS5	\$129	14.50%	\$110.30
DWFS New Hire Training	Cat 149	\$118	6.78%	\$110.00
Effective Business Presentations	DW_2WFC701	\$50	14.50%	\$42.75
Ethics	Event_ethics	\$50	14.50%	\$42.75
Ethics 2012-2014	DW_1GPNA02	\$60	14.50%	\$51.30
Ethics Scenarios	DW_2GPC403	\$60	14.50%	\$51.30
Extreme Customer Service	DW_1GPC501	\$60	14.50%	\$51.30
Finding The Job: Job Search & Networking	DW_1VAJ301	\$150	14.50%	\$128.25
Foundations for Customer Service	foundations_custsvc	\$60	14.50%	\$51.30
Foundations for Diversity	foundations_diversity	\$60	14.50%	\$51.30
Foundations for Ethics	foundations_ethics	\$60	14.50%	\$51.30
Foundations for Preventing Sexual Harrassment	foundations_PSH	\$60	14.50%	\$51.30
Foundations of Workforce Development Professional Certification Exam	DW_1WFEX07	\$100	14.50%	\$85.50
Foundations Package	foundations_pkg	\$118	6.50%	\$110.33
GoGuide	DW_1CVNA10	\$58	14.50%	\$49.59
History of Workforce 2012	DW_1WFC101	\$60	14.50%	\$51.30
Human Resource Services	DW_1WFB501	\$50	14.50%	\$42.75
Identification and Development of Resources	DW_2WFM103	\$50	14.50%	\$42.75
In-depth Look at WIA 2012	DW_1WFC102	\$50	14.50%	\$42.75
Industry Scholars (Construction Tech)	IND_SCH_01	\$60	14.50%	\$51.30
Industry Scholars (Energy Tech)	IND_SCH_02	\$60	14.50%	\$51.30
Industry Scholars (Healthtech)	IND_SCH_04	\$60	14.50%	\$51.30
Industry Scholars (Industrial Tech)	IND_SCH_004	\$60	14.50%	\$51.30
Industry Scholars (Truck Driving)	IND_SCH_005	\$60	14.50%	\$51.30
Information Services	DW_1WFB601	\$50	14.50%	\$42.75
Interviewing Your Hard-to-Serve Customers	DW_1WFJ602	\$35	14.50%	\$29.93
Job Advancement Skills	DW_1WFJ501	\$50	14.50%	\$42.75
Job Keeping Skills 2012	DW_1WFJ401	\$60	14.50%	\$51.30
Job or Career Development Skills	DW_1WFB401	\$50	14.50%	\$42.75
Job Preparation Skills 2012	DW_1WFJ201	\$60	14.50%	\$51.30
Job Search Skills 2012	DW_1WFJ301	\$60	14.50%	\$51.30
Job Seeker Services Certification Exam	DW_1WFEX01	\$100	14.50%	\$85.50
Job Seeker Services Endorsement	DW_JS2015	\$250	14.50%	\$213.75
Knowledge of Economic Development	DW_1WFB301	\$50	14.50%	\$42.75
Labor Market Information 2012	DW_1WFC301A	\$60	14.50%	\$51.30
Labor Market Information and Intelligence	DW_1WFC301	\$60	14.50%	\$51.30
Management Services Certification Exam	DW_2WFEXMS	\$100	14.50%	\$85.50
Management Services Endorsement	DW_MS2015	\$250	14.50%	\$213.75
Meeting the Needs of the Business Customer	DW_2WFC1001	\$50	14.50%	\$42.75

<b>Training Course/Category</b>	<b>Class ID</b>	<b>MSRP/ LIST (\$)</b>	<b>CUSTOMER DISCOUNT (%)</b>	<b>CUSTOMER PRICE</b>
National Farmworker Jobs Program Overview	DW_1WFNA02	\$50	14.50%	\$42.75
National Workforce Professional 1 Certification EXAM	DW_1WFEXT1	\$100	14.50%	\$85.50
National Workforce Professional 2 Certification Exam	DW_2WFEXT2	\$100	14.50%	\$85.50
National Workforce Professional 3 Certification Exam	DW_2WFJ6T3	\$100	14.50%	\$85.50
NFJP Workforce Professional 1 Certification Exam	DW_1WFEXNF	\$100	14.50%	\$85.50
OMG! I'm a Supervisor Now! (5 webinars)	OMG020315	\$360	14.50%	\$307.80
One-Stop Marketing and Communications	DW_2WFM701	\$50	14.50%	\$42.75
Organizational Planning	DW_2WFM104	\$50	14.50%	\$42.75
Overview of One Stop Services	DW_2VAC601	\$50	14.50%	\$42.75
Performance Measures and Standards	DW_2WFM301	\$50	14.50%	\$42.75
Planning and Design	DW_2WFM105	\$50	14.50%	\$42.75
Prevention of Sexual Harassment	POSH	\$50	14.50%	\$42.75
Preventing Sexual Harassment 2012-2014	DW_1GPNA01	\$60	14.50%	\$51.30
Preventing Sexual Harassment Scenarios	DW_2GPNA02	\$60	14.50%	\$51.30
Principles of Communication	DW_1WFC703	\$60	14.50%	\$51.30
Procurement	DW_2WFM201	\$50	14.50%	\$42.75
Program Implementation Principles and Strategies	DW_1WFC602	\$60	14.50%	\$51.30
Program Management 2012	DW_1WFC601	\$60	14.50%	\$51.30
Quality Management in a One-Stop	DW_2WFM302	\$50	14.50%	\$42.75
Seal The Deal: Interviewing & Follow-Up	DW_1VAJ302	\$150	14.50%	\$128.25
Standing Out From The Crowd: Resume Tips And Tricks	DW_1VAJ303	\$150	14.50%	\$128.25
Strategic Direction	DW_2WFM501	\$50	14.50%	\$42.75
Stress Management	DW_2WFC903	\$50	14.50%	\$42.75
Successful Partnerships Make for Successful Service	DW_2WFB201	\$50	14.50%	\$42.75
System Capacity Building	DW_2WFM401	\$50	14.50%	\$42.75
Targeting, Outreach and Recruitment	DW_2WFB202	\$50	14.50%	\$42.75
Technology 2012	DW_1WFC801	\$60	14.50%	\$51.30
The Role of the Board in the Workforce System	DW_2WFM502	\$50	14.50%	\$42.75
The Role of the Workforce Professional in Economic Development Organizations	DW_2WFM503	\$50	14.50%	\$42.75
Time Management	DW_2WFNA01	\$50	14.50%	\$42.75
WIOA Courses	DW_WIOA2015	\$60	14.50%	\$51.30
Workforce Development Structure, Policies and Programs	DW_1WFC103	\$60	14.50%	\$51.30
Workforce Investment Act Advanced	DW_2WFC101	\$50	14.50%	\$42.75
Writing A Resume That Gets The Interview	DW_1VAJ304	\$150	14.50%	\$128.25
Writing Winning Grant Proposals	DW_2WFM106	\$50	14.50%	\$42.75
You, Diversity, and the Workplace	DW_1YAC401	\$20	14.50%	\$17.10
You, Ethics, and the Workplace	DW_1YAC403	\$20	14.50%	\$17.10
You, Sexual Harassment, and the Workplace	DW_1YAC402	\$20	14.50%	\$17.10
Youth Endorsement	DW_Youth2015	\$250	14.50%	\$213.75