

**Appendix C  
Pricing Index  
DIR-SDD-2097  
Amendment # 1**

<b>Software Description</b>	<b>DIR Customer Discount</b>
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Akamai	25.50%
Archibus	
New Product	20.50%
Support/Subscription	5.66%
Eucalyptus	3.00%
Flexera	9.00%
Informatica	17.63%
Percussion	3.00%
Red Hat	19.88%
TomTom	4.25%

<b>Services</b>	<b>Hourly Rate</b>
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Installation Engineer	\$	222.38
System Engineer	\$	140.31
Sr. System Engineer	\$	160.16
Application Developer	\$	109.86
Sr. Application Developer	\$	117.81
Director/Engineer	\$	364.01
Senior Project Manager/Engineer	\$	304.45
Project Manager/Engineer	\$	244.88
Senior Consultant/Engineer	\$	230.32
Consulting/Engineer	\$	205.17
Associate Software Consultant/Engineer	\$	123.11