

**Appendix C  
Pricing Index  
DIR-SDD-2133**

<i>Description</i>	<i>DIR Customer Discount</i>	<i>Description of MSRP</i>
<b>Services</b>		
Train the Trainer—preparing IT Admins to train agency staff	N/A	\$0 - Included with Professional Licenses
Training on every user in an enterprise solution	30%	Includes travel, materials, quantity, and time required for up to four (4) sessions per day per instructor (limit of 20 per session). MSRP pricing of \$1,250 per instructor per day. DIR starting pricing with discount is \$875.
<b>Software as a Service</b>		
Encryptics Professional (seat per email account, up to 5 active devices)	20%	\$180 MSRP per seat—based on competition pricing, analysis of industry, and costs of included training, development, and maintenance. DIR starting pricing with discount is \$144 per seat per year.
100–500 Quantity Discount	5%*	
500–1000 Quantity Discount	10%*	
1000–2500 Quantity Discount	15%*	
2500 or more Quantity Discount	>15%* case-by-case	For more than 2500 licenses purchased at once, we will treat your contract as an enterprise solution and custom-pricing model will be negotiated
2 years upfront payment	10%*	
3 years+ upfront payment	17.5%*	
*Note—quantity and upfront discounts can be combined		
Encryptics Free Read and Reply (unlimited devices)	N/A	\$0 - Free for all users
<b>Optional Items</b>		
API and implementation of Encryptics technology into existing products	20%	Includes developer time, solution analysis, and integration of requested products/features
<i>*Cumulative additional discount</i>		
<b>Custom application development is not included within the scope of this contract. Software sold with or loaded on an appliance is also outside the scope.</b>		

