

**APPENDIX C  
PRICE INDEX**

**Web-Hed Technologies, Inc.**

SERVICE Description	DIR Customer Discount
<b>WEBSITE DESIGN/DEVELOPMENT</b>	
<b>Customer Contract Value before Discount - Under \$50,000</b>	
<b>Project Management</b>	
Project Manager	9.50%
Sr. Project Manager	9.50%
Program Manager	9.50%
Project Coordinator	9.50%
<b>Graphic Design/Development</b>	
Graphic Designer	9.50%
Sr. Graphic Designer	9.50%
<b>Website Design/Development</b>	
Web Developer	9.50%
Web Architect	9.50%
Programmer	9.50%
Quality Assurance Tester	9.50%
<b>Application Design/Development</b>	
Multimedia Developer	9.50%
Database Developer	9.50%
Data/Configuration Mgmt	9.50%
Database Administrator	9.50%
Staff Services - not considered	
<b>Customer Contract Value before Discount - \$50,000 to \$200,000</b>	
<b>Project Management</b>	
Project Manager	10.75%
Sr. Project Manager	10.75%
Program Manager	10.75%
Project Coordinator	10.75%
<b>Graphic Design/Development</b>	
Graphic Designer	15.75%
Sr. Graphic Designer	15.75%
<b>Website Design/Development</b>	
Web Developer	15.75%
Web Architect	15.75%
Programmer	15.75%
Quality Assurance Tester	15.75%
<b>Application Design/Development</b>	
Multimedia Developer	15.75%
Database Developer	15.75%
Data/Configuration Mgmt	15.75%

SERVICE Description	DIR Customer Discount
Database Administrator	15.75%
<b>Customer Contract Value before Discount - Above \$200,000</b>	
<b>Project Management</b>	
Project Manager	25.75%
Sr. Project Manager	25.75%
Program Manager	25.75%
Project Coordinator	25.75%
<b>Graphic Design/Development</b>	
Graphic Designer	20.75%
Sr. Graphic Designer	20.75%
<b>Website Design/Development</b>	
Web Developer	20.75%
Web Architect	20.75%
Programmer	20.75%
Quality Assurance Tester	20.75%
<b>Application Design/Development</b>	
Multimedia Developer	20.75%
Database Developer	20.75%
Data/Configuration Mgmt	20.75%
Database Administrator	20.75%
<b>WEBSITE HOSTING</b>	
Hosting	9.50%
Virtual Server	9.50%
Managed Co-Location	9.50%
Unmanaged Co-Location	9.50%
<b>Customer Contract Value before Discount - \$50,000 to \$200,000</b>	
Hosting	14.50%
Virtual Server	14.50%
Managed Co-Location	14.50%
Unmanaged Co-Location	14.50%
<b>Customer Contract Value before Discount - Above \$200,000</b>	
Hosting	19.50%
Virtual Server	19.50%
Managed Co-Location	19.50%
Unmanaged Co-Location	19.50%
<b>Domain Name (DNS) Management</b>	
Systems Administrator	9.50%
<b>EMAIL HOSTING</b>	

SERVICE Description	DIR Customer Discount
Email Hosting (includes 10 mailboxes, unlimited storage w/mobile device support)	9.50%
<b>ACCESSIBILITY</b>	
<b>Customer Contract Value before Discount - Under \$50,000</b>	
Graphic Designer	9.50%
Web Developer	9.50%
Multimedia Developer	9.50%
Database Developer	9.50%
Quality Assurance Tester	9.50%
<b>Customer Contract Value before Discount - \$50,000 to \$200,000</b>	
Graphic Designer	18.25%
Web Developer	18.25%
Multimedia Developer	18.25%
Database Developer	18.25%
Quality Assurance Tester	18.25%
<b>Customer Contract Value before Discount - Above \$200,000</b>	
Graphic Designer	25.75%
Web Developer	25.75%
Multimedia Developer	25.75%
Database Developer	25.75%
Quality Assurance Tester	25.75%
<b>WEB CONTENT MANAGEMENT</b>	
<b>Customer Contract Value before Discount - Under \$50,000</b>	
Web Content Administrator	9.50%
Web Content Analyst	9.50%
<b>Customer Contract Value before Discount - \$50,000 to \$200,000</b>	
Web Content Administrator	18.25%
Web Content Analyst	18.25%
<b>Customer Contract Value before Discount - Above \$200,000</b>	
Web Content Administrator	25.75%
Web Content Analyst	25.75%

SERVICE Description	DIR Customer Discount
<b>MAINTENANCE, TRAINING AND SUPPORT</b>	
<b>Customer Contract Value before Discount - Under \$50,000</b>	
Web/Application Maintenance & Support	9.50%
Documentation	9.50%
Technical Writer	9.50%
Trainer	9.50%
IT Support	9.50%
<b>Customer Contract Value before Discount - \$50,000 to \$200,000</b>	
Web/Application Maintenance & Support	10.75%
Documentation	10.75%
Technical Writer	10.75%
Trainer	10.75%
IT Support	10.75%
<b>Customer Contract Value before Discount - Above \$200,000</b>	
Web/Application Maintenance & Support	25.75%
Documentation	25.75%
Technical Writer	25.75%
Trainer	25.75%
IT Support	25.75%