

Appendix C - Pricing Index
 Dynamic Workforce Solutions-Texas LLC
 DIR-TSO-3876

ANNUAL SUBSCRIPTION BASED PRICING

Training Course/Category	Class ID	1 Year Subscription	2 Year Subscription	3 Year Subscription
		CUSTOMER DISCOUNT off MSRP (%)	CUSTOMER DISCOUNT off MSRP (%)	CUSTOMER DISCOUNT off MSRP (%)
Annual Employee Compliance (3 courses)	DW_2WFNA201734	14.50%	19.50%	24.50%
Business and Employer Services Certification (7 courses plus Exam)	DW_2WFNA05	14.50%	19.50%	24.50%
Business Solutions (4 courses plus Exam)	DW_2WFNA05	14.50%	19.50%	24.50%
Career Academy - Complete	careeracademy_pkg	5.00%	6.50%	7.00%
Childcare Professional Development	DW_3CVNA201737	14.5%	19.50%	24.50%
Core Skills Certification (11 courses plus Exam)	DW_1WFCORE	56.50%	59.50%	62.50%
Cornerstone Series (12 courses)	DW_2CVNA201778	59.50%	59.50%	62.50%
Foundations of Workforce Professional Certification (9 courses plus Exam)	foundations_pkg	59.50%	62.50%	65.50%
Get Prep'D Work Readiness Family	DW_1GPNA05	14.50%	19.50%	24.50%
GoGuide (5 module entrepreneur & goals setting online training)	DW_1CVNA10	14.50%	19.50%	24.50%
Job Seeker Services Certification (6 courses plus Exam)	DW_JS2015	59.50%	63.50%	67.50%
Leadership Certification	leadercert_pkg	49.50%	59.50%	69.50%
Management Services Certification (8 courses plus Exam)	DW_MS2015	73.50%	75.50%	78.50%
Mentor Certifications	mentorcert_pkg	49.50%	59.50%	69.50%
Renovate your Resource Room Family	resourceroom_pkg	14.50%	19.50%	24.50%
Youth Employee Compliance Training (3 courses)	DW_FoundEL	32.49%	43.50%	55.50%

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5 Minute Series (Set-up)	DW5_setup	14.50%
5 Minute Series large area Membership (monthly)	DW5_lg	14.50%
5 Minute Series medium area Membership (monthly)	DW5_md	14.50%
5 Minute Series small area Membership (monthly)	DW5_sm	14.50%
Abide By The Platinum Rule Cornerstone	DW_2CVNA2017002	14.50%
Active Listening Cornerstone	DW_2CVNA2017004	14.50%
Adult Workplace Relations	Cat 176	14.50%
Anticipate Need Cornerstone	DW_2CVNA2017007	14.50%
Assisting Formerly Incarcerated Job Seekers in Finding Employment	DW_1FIJ301	14.50%
Attracting and Keeping Great Workers	DW_2BUNA201765	14.50%
Behavioral Change	FCCC_2014	14.50%
Better Requests for Proposals for Better Projects	DW_2WFM101	14.50%
Build Rapport Cornerstone	DW_2CVNA2017001	14.50%
Business & Economic Development Intelligence	DW_1WFC1005	14.50%
Business & Employer Knowledge	DW_1WFC1001	14.50%
Business & Employer Services Package	DW_BE2015	14.50%
Business and Employer Services Certification EXAM	DW_1WFEXBE	14.50%
Business Communications	DW_1WFB101	14.50%
Business Engagement and Interaction	DW_2WFNA02	14.50%
Business Solutions Package	DW_2WFNA05	14.50%
Career Academy Math	DW_1GPNA201762	5.00%
Career Academy Math-Agriculture, Food & Natural Resources	DW_1GPNA201740	5.00%

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Career Academy Math-Architecture & Construction	DW_2GPNA201741	5.00%
Career Academy Math-Arts, A/V Technology & Communications	DW_1GPNA201742	5.00%
Career Academy Math-Business Management & Administration	DW_1GPNA201743	5.00%
Career Academy Math-Education & Training	DW_2GPNA201742	5.00%
Career Academy Math-Finance	DW_1GPNA201744	5.00%
Career Academy Math-Government & Public Administration	DW_1GPNA201745	5.00%
Career Academy Math-Health Science	DW_2GPNA201743	5.00%
Career Academy Math-Hospitality & Tourism	DW_1GPNA201746	5.00%
Career Academy Math-Human Services	DW_1GPNA201747	5.00%
Career Academy Math-Information Technology	DW_2GPNA201744	5.00%
Career Academy Math-Law, Public Safety, Corrections & Security	DW_1GPNA201748	5.00%
Career Academy Math-Manufacturing	DW_1GPNA201749	5.00%
Career Academy Math-Marketing	DW_2GPNA201745	5.00%
Career Academy Math-Science, Technology, Engineering & Mathematics	DW_1GPNA201750	5.00%
Career Academy Math-Transportation, Distribution & Logistics	DW_1GPNA201751	5.00%
Career Academy Reading	DW_1GPNA201763	5.00%
Career Academy Reading-Agriculture, Food & Natural Resources	DW_2GPNA201746	5.00%
Career Academy Reading-Architecture & Construction	DW_1GPNA201752	5.00%
Career Academy Reading-Arts, A/V Technology & Communications	DW_1GPNA201753	5.00%
Career Academy Reading-Business Management & Administration	DW_2GPNA201747	5.00%
Career Academy Reading-Education & Training	DW_1GPNA201754	5.00%
Career Academy Reading-Finance	DW_1GPNA201755	5.00%

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Career Academy Reading-Government & Public Administration	DW_2GPNA201748	5.00%
Career Academy Reading-Health Science	DW_1GPNA201756	5.00%
Career Academy Reading-Hospitality & Tourism	DW_1GPNA201757	5.00%
Career Academy Reading-Human Services	DW_2GPNA201749	5.00%
Career Academy Reading-Information Technology	DW_1GPNA201758	5.00%
Career Academy Reading-Law, Public Safety, Corrections & Security	DW_1GPNA201759	5.00%
Career Academy Reading-Manufacturing	DW_2GPNA201750	5.00%
Career Academy Reading-Marketing	DW_1GPNA201760	5.00%
Career Academy Reading-Science, Technology, Engineering & Mathematics	DW_1GPNA201761	5.00%
Career Academy Reading-Transportation, Distribution & Logistics	DW_2GPNA201751	5.00%
Career Counseling	DW_2WFC202	14.50%
Career Development 2012	DW_1WFC201	14.50%
Career Development Principles	DW_1WFC202	14.50%
Career Pathway Academy Complete	DW_1GPNA201765	5.00%
Career Pathways Strategies	DW_2WFNA201732	14.50%
Career Services Orientation	DW_1GPNA201710	14.50%
Case Management	DW_2WFJ601	14.50%
Case Noting and Documentation Strategies	DW_1WFJ601	14.50%
Catalog Package Course Update	updates_package	14.50%
Catalog Single Course Update	updates_course	14.50%
Childcare Professional Development	DW_3CVNA201737	14.50%
Collaboration & Problem Solving 2012	DW_1WFC901	14.50%

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Collaboration, Problem Solving and Teamwork	DW_1WFC903	14.50%
Collaborative Cornerstone	DW_2CVNA2017006	14.50%
Communication	DW_1WFC701	14.50%
Computer Literacy	DW_1GPNA201729	14.50%
Conflict Management	DW_2WFC901	14.50%
Continuous Improvement Through Monitoring	DW_2WFC601	14.50%
Contracting	DW_2WFM102	14.50%
Core Skills Certification Exam	DW_1WFEXCS	14.50%
Cornerstone Series	DW_2CVNA201778	14.50%
CUI Higher Education Modules	DW_CUIHEM2015	14.50%
Cultural Sensitivity	DW_2WFNA201723	14.50%
Customer Service 2012	DW_1WFC501	14.50%
Customer Service Methodology	DW_1WFC502	14.50%
Customized Services	DW_1WFB701	14.50%
De-escalation & Gun Violence	DW_2WFNA201713	14.50%
Developing Your Decision-Making Skills	DW_2WFC902	14.50%
Development of Business Relationships	DW_1WFB201	14.50%
Disability Sensitivity	DW_2WFNA201722	14.50%
Diversity	Diversity	14.50%
Diversity 2012-2014 - In the Workplace	DW_1GPC401A	14.50%
Diversity in the Workplace - The Gray Areas	DWFS_DIV_102016	14.50%
Diversity in Workforce Development	DW_1WFC401	14.50%

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Diversity Scenarios	DW_2GPC401	14.50%
DMS 5: Updates for Professionals (6 Modules)	DW_DMS5	14.50%
DWFS Annual Training	DW_2WFNA201734	14.50%
DWFS New Hire Training	Cat 149	14.50%
Dynamic Futures	DW_1YANA2017001	14.50%
Effective Business Presentations	DW_2WFC701	14.50%
E-kit for Business Services	DW_2WFNA201716	14.50%
E-kit for Employers	DW_2BUNA201717	14.50%
Empower Customer Cornerstone	DW_2CVNA2017009	14.50%
Empowering Job Seekers through Coaching	NAWDP_ECSTC_72016	14.50%
Engagement with Economic Development	DW_2WFNA03	14.50%
Ethics	Event_ethics	14.50%
Ethics 2012-2014	DW_1GPNA02	14.50%
Ethics in the Workplace - The Gray Areas	DWFS_ETH_102016	14.50%
Ethics Scenarios	DW_2GPC403	14.50%
Ex-Offenders and Employment	DW_2FINA201701	14.50%
Extreme Customer Service	DW_1GPC501	14.50%
Extreme Customer Service Certification	DW_2WFNA201735	14.50%
Finding The Job: Job Search & Networking	DW_1VAJ301	14.50%
Foundations for Customer Service	foundations_custsvc	14.50%
Foundations for Diversity	foundations_diversity	14.50%
Foundations for Ethics	foundations_ethics	14.50%

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Foundations for Preventing Sexual Harassment	foundations_PSH	14.50%
Foundations of Workforce Development Professional Certification Exam	DW_1WFEX07	14.50%
Foundations Package	foundations_pkg	6.50%
Get Prep'D Accepting/Acting on Feedback	DW_1GPNA201725	14.50%
Get Prep'D Adaptability/Flexibility	DW_1GPNA201724	14.50%
Get Prep'D Communication	GETPREPD_COMM	14.50%
Get Prep'D Dependability	GETPREPD_DEP	14.50%
Get Prep'D Effective Problem Solving	GETPREPD_EPS	14.50%
Get Prep'D for Graduates	DW_2YANA201738	14.50%
Get Prep'D Handling Criticism	DW_1GPNA201726	14.50%
Get Prep'D Remaining Focused on the Job	GETPREPD_RFJ	14.50%
Get Prep'D Self-Management	DW_1GPNA201727	14.50%
Get Prep'D Taking Initiative	GETPREPD_TIN	14.50%
Get Prep'D Teamwork	DW_1GPNA201728	14.50%
Get Prep'D Work Readiness Family	DW_1GPNA05	14.50%
GoGuide	DW_1CVNA10	14.50%
Helping Ex-Offenders Overcome Employer Resistance	DW_1WFNA201733	14.50%
History of Workforce 2012	DW_1WFC101	14.50%
How to Deliver a Powerful Presentation	DW_2GPNA201703	14.50%
Human Resource Services	DW_1WFB501	14.50%
Human Trafficking	DW_2WFNA201706	14.50%
Identification and Development of Resources	DW_2WFM103	14.50%

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Improving Self-Perception and Strength-Based Engagement	DW_2WFNA201734	14.50%
Incorporating Gamification in the Workplace	DW_3BUNA201766	14.50%
Industry Scholars (insert industry here)	IND_SCH_01	14.50%
Information Services	DW_1WFB601	14.50%
Innovative Cornerstone	DW_2CVNA2017011	14.50%
Interviewing Your Hard-to-Serve Customers	DW_1WFJ602	14.50%
Introduction to Vocational Rehabilitation	DW_2WFNA201771	14.50%
Is Technology Really Helping?	DW_2BUNA201768	14.50%
Job Advancement Skills	DW_1WFJ501	14.50%
Job Keeping Skills 2012	DW_1WFJ401	14.50%
Job or Career Development Skills	DW_1WFB401	14.50%
Job Preparation Skills 2012	DW_1WFJ201	14.50%
Job Search Skills 2012	DW_1WFJ301	14.50%
Job Seeker Services Certification Exam	DW_1WFEX01	14.50%
Job Seeker Services Endorsement	DW_JS2015	14.50%
Knowledge of Economic Development	DW_1WFB301	14.50%
Knowledgeable Cornerstone	DW_2CVNA2017010	14.50%
Labor Market Information 2012	DW_1WFC301A	14.50%
Labor Market Information and Intelligence	DW_1WFC301	14.50%
Leadership Training	DW_4BUNA201721	14.50%
Leading/Working on Virtual or Distance Teams	DW_3BUNA201704	14.50%
Lineages and Promotion of the Workforce System	DW_2WFNA01	14.50%

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Management Services Certification Exam	DW_2WFEXMS	14.50%
Management Services Endorsement	DW_MS2015	14.50%
Managing Virtual Teams	DW_3BUNA201767	14.50%
Mechanics of Resume Writing	DW_2WFNA201701	14.50%
Meeting the Needs of the Business Customer	DW_2WFC1001	14.50%
Mentoring Package	DW_3WFNA201714	14.50%
Mindful Leadership	DW_4BUNA201719	14.50%
Motivational Interviewing for Workforce Professionals	DWFS_MIT_WFP2016	14.50%
National Farmworker Jobs Program Overview	DW_1WFNA02	14.50%
National Workforce Professional 1 Certification Certification EXAM	DW_1WFEXT1	14.50%
National Workforce Professional 2 Certification Exam	DW_2WFEXT2	14.50%
National Workforce Professional 3 Certification Exam	DW_2WFJ6T3	14.50%
New Employee Orientation	DW_1BUNA201709	14.50%
NFJP Workforce Professional 1 Certification Exam	DW_1WFEXNF	14.50%
OMG! I'm a Supervisor Now! (5 webinars)	OMG020315	14.50%
Onboarding Package	DW_1BUNA201720	14.50%
One-Stop Marketing and Communications	DW_2WFM701	14.50%
Organizational Planning	DW_2WFM104	14.50%
Overview of One Stop Services	DW_2VAC601	14.50%
Pathways to Employment	DW_1YANA201715	14.50%
Performance Measures and Standards	DW_2WFM301	14.50%
Planning and Design	DW_2WFM105	14.50%

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Preventing Sexual Harassment 2012-2014	DW_1GPNA01	14.50%
Preventing Sexual Harassment in the Workplace - The Gray Areas	DWFS_PSH_102016	14.50%
Preventing Sexual Harassment Scenarios	DW_2GPNA02	14.50%
Prevention of Sexual Harassment	POSH	14.50%
Principles of Communication	DW_1WFC703	14.50%
Procurement	DW_2WFM201	14.50%
Program Implementation Principles and Strategies	DW_1WFC602	14.50%
Program Management 2012	DW_1WFC601	14.50%
Proposal Writing	DW_3WFNA201779	14.50%
Quality Management in a One-Stop	DW_2WFM302	14.50%
Reinforce & Celebrate Cornerstone	DW_2CVNA2017003	14.50%
Responsive Cornerstone	DW_2CVNA2017005	14.50%
Safety Management Systems	DW_2BUNA201776	14.50%
Seal The Deal: Interviewing & Follow-Up	DW_1VAJ302	14.50%
Serving our Veterans	DW_2VANA201701	14.50%
Standing Out From The Crowd: Resume Tips And Tricks	DW_1VAJ303	14.50%
Strategic Direction	DW_2WFM501	14.50%
Strengths Based Coaching	DW_2WFNA201739	14.50%
Strengths Based Sector Strategies	DW_2WFNA201708	14.50%
Stress Management	DW_2WFC903	14.50%
Successful Partnerships Make for Successful Service	DW_2WFB201	14.50%
System Capacity Building	DW_2WFM401	14.50%

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TAA Recruitment	DW_1GPNA201712	14.50%
Take Ownership Cornerstone	DW_2CVNA2017008	14.50%
Talent Pipeline Development	DW_2WFNA04	14.50%
TANF Reauthorization	DW_1TFNA201730	14.50%
Targeting, Outreach and Recruitment	DW_2WFB202	14.50%
Technology 2012	DW_1WFC801	14.50%
The Big Three: Operations, Fiscal and Quality	DW_4WFNA201731	14.50%
The Role of the Board in the Workforce System	DW_2WFM502	14.50%
The Role of the Workforce Professional in Economic Development Organizations	DW_2WFM503	14.50%
Time Management	DW_2WFNA01	14.50%
Transferrable Skills – How to Help Job Seekers	DW_2WFNA201705	14.50%
Understanding Job Corps	DW_2YANA201770	14.50%
Value Customer Cornerstone	DW_2CVNA2017012	14.50%
We're on the Case: A Master Class in Case Noting	DWFS_WOTC_122016_	14.50%
What is TANF?	DW_2TFNA201772	14.50%
When Problems at Home Become Problems at Work	DW_1GPNA201769	14.50%
Who is Eligible for Food Stamps?	DW_2WFNA201773	14.50%
WIOA Courses	DW_WIOA2015	14.50%
Work Based Learning Orientation for Employers	WBLEMPLRS	14.50%
Work Based Learning Orientation for Job Seekers	WBLJSKRS	14.50%
Work in Texas How To Guide	DW_1CVNA201774	14.50%
Workforce Development Structure, Policies and Programs	DW_1WFC103	14.50%

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Workforce Investment Act Advanced	DW_2WFC101	14.50%
Workforce Project Management Certification	DW_4WFNA201736	14.50%
Working it out: Multiple Generations in the Workplace	DW_2BUNA201764	14.50%
Working with Different Personalities	DW_2GPNA201702	14.50%
Working with Hard to Serve Populations	DW_2WFNA201707	14.50%
Working with the Homeless Population	DW_2WFNA201775	14.50%
Workplace Coaching	DW_3BUNA201718	14.50%
Workplace Foundations - Entry Level	DW_FoundEL	14.50%
Workplace Violence	DW_2BUNA201777	14.50%
Writing A Resume That Gets The Interview	DW_1VAJ304	14.50%
Writing Winning Grant Proposals	DW_2WFM106	14.50%
You, Diversity, and the Workplace	DW_1YAC401	14.50%
You, Ethics, and the Workplace	DW_1YAC403	14.50%
You, Sexual Harassment, and the Workplace	DW_1YAC402	14.50%
Youth Endorsement	DW_Youth2015	14.50%
Youth Recruitment	DW_1YANA201711	14.50%

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Customized Testing and Training

Training Course/Category	Hourly Development Rate	Customer Discount (%)	(A) Customer Price (\$)	Test/ Course Fee	Customer Discount (%)	(B) Customer Price (\$)	Total Customer Price (A)+(B)
Custom Course Design - Subject Matter Expertise and Content provided by customer	\$155	9.50%	\$140.28	\$350	9.50%	\$316.75	\$460.45
Custom Explainer/Instructional Video Course Design - Subject Matter Expertise and Content provided by customer	\$175	9.50%	\$158.38	\$350	9.50%	\$316.75	\$478.69
Custom MicroLearning - Subject Matter Expertise and Content provided by customer	\$155	9.50%	\$140.28	\$350	9.50%	\$316.75	\$460.45
Customize Online Module Content and Project Manager Support	\$100	9.50%	\$90.50	\$350	9.50%	\$316.75	\$410.30
Custom Course Design Content Editing Support	\$75	9.50%	\$67.88	\$350	9.50%	\$316.75	\$387.51
Language Translation	\$300	9.50%	\$271.50	\$350	9.50%	\$316.75	\$592.66
Language VO Translation	\$350	9.50%	\$316.75	\$350	9.50%	\$316.75	\$638.25
Webinar Interface Training	\$175	9.50%	\$158.38	\$350	9.50%	\$316.75	\$478.69

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