

## BrightLeaf Group, Inc. DIR CPO 5193 Price List

| SERVICE CATEGORY Description  | Part/Service Number | MSRP Cost (Per Unit/EA) | DIR Customer Discount | DIR Customer Price (Per Unit/EA) |
|---|---------------------|-------------------------|-----------------------|----------------------------------|
| <b>1. WEBSITE DESIGN/DEVELOPMENT</b>  |                     |                         |                       |                                  |
| <b>To include but not limited to:</b>   |                     |                         |                       |                                  |
| Front-End Web Development (per hour)  | WD-1015             | \$310                   | 21.00%                | \$245                            |
| HTML Prototyping (per hour)   | WD-1016             | \$262                   | 21.00%                | \$207                            |
| HTML5 Coding (per hour)   | WD-1017             | \$260                   | 21.00%                | \$205                            |
| CSS3 Coding (per hour)  | WD-1018             | \$260                   | 21.00%                | \$205                            |
| JavaScript Development (per hour)   | WD-1019             | \$310                   | 21.00%                | \$245                            |
| Mobile Web Application Development (per hour)   | WD-1020             | \$310                   | 21.00%                | \$245                            |
| Database Design and Development (MySQL) (per hour)  | WD-1021             | \$310                   | 21.00%                | \$245                            |
| PHP Development (per hour)  | WD-1022             | \$310                   | 21.00%                | \$245                            |
| Responsive Web Design (per hour)  | WD-1023             | \$260                   | 21.00%                | \$205                            |
| Search Engine Optimization (per hour)   | WD-1024             | \$260                   | 21.00%                | \$205                            |
| Testing and Quality Control (per hour)  | WD-1025             | \$260                   | 21.00%                | \$205                            |
| UX/UI Design and Information Architecture (per hour)  | WD-1026             | \$273                   | 21.00%                | \$216                            |
| Web Design/Dev Advisory and Project Management (per hour)   | WD-1027             | \$310                   | 21.00%                | \$245                            |
| Server-Side Senior Development and Advisory (per hour)  | WD-1028             | \$310                   | 21.00%                | \$245                            |
| Security Basic Advisory (per hour)  | WD-1029             | \$385                   | 21.00%                | \$304                            |
| Security Risk Assessment and Senior Advisory (per hour)   | WD-1030             | \$406                   | 21.00%                | \$321                            |
| Business Requirement Development and Definition (per hour)  | WD-1031             | \$260                   | 21.00%                | \$205                            |
| Technical Requirement Development and Definition (per hour)   | WD-1032             | \$310                   | 21.00%                | \$245                            |
| <b>2. DOMAIN NAME SYSTEM (DNS) MANAGEMENT</b>   |                     |                         |                       |                                  |
| <b>To include but not limited to:</b>   |                     |                         |                       |                                  |
| Domain Name Registration (one time fee)   | DN-2011             | custom quote            | 19.00%                | custom quote                     |
| Domain Name Renewal (annual fee)  | DN-2012             | custom quote            | 19.00%                | custom quote                     |
| DNS Zone File Management (per hour)   | DN-2013             | \$260                   | 21.00%                | \$205                            |
| DNS Management Services (per hour)  | DN-2014             | \$260                   | 21.00%                | \$205                            |
| DNS Advisory and Project Management (per hour)  | DN-2015             | \$260                   | 21.00%                | \$205                            |
| <b>3. BUSINESS TOOLS</b>  |                     |                         |                       |                                  |
| <b>To include but not limited to:</b>   |                     |                         |                       |                                  |
| Google Analytics Setup (per hour)   | BT-3011             | \$310                   | 21.00%                | \$245                            |
| Analytics Reports and Analysis (per hour)   | BT-3012             | \$310                   | 21.00%                | \$245                            |
| Analytics Advisory and Project Management (per hour)  | BT-3013             | \$310                   | 21.00%                | \$245                            |
| <b>4. WEBSITE HOSTING</b>   |                     |                         |                       |                                  |
| <b>To include but not limited to:</b>   |                     |                         |                       |                                  |
| Shared Web Hosting - - Deluxe (per month). Sites, storage - unlimited; bandwidth unmetered, RAM 512MB; email boxes 500; GPU 260K; CPU - 1;                            | WH-2011             | \$37                    | 19.00%                | \$30                             |
| Shared Web Hosting - - Ultimate (per month). Sites, storage - unlimited; bandwidth unmetered, RAM 1GB; email boxes unlimited; GPU 260K; CPU -                         | WH-2012             | \$56                    | 19.00%                | \$45                             |
| Shared Web Hosting - - Maximum (per month). Sites, storage - unlimited; bandwidth unmetered, RAM 2GB; email boxes unlimited; GPU 260K; CPU -                          | WH-2013             | \$111                   | 19.00%                | \$90                             |
| Virtual Private Server - Standard RAM - Self-Managed. 4GB-16GB RAM, 100GB-400GB of SSD storage, Unmetered Bandwidth, Free SSL with 2 vCPU: 4GB RAM, 100GB SSD storage | WH-2014             |                         |                       |                                  |
| 4 vCPU: 8GB RAM, 200GB SSD storage  | WH-20141            | \$93                    | 19.00%                | \$75                             |
| 8 vCPU: 16GB RAM, 400GB SSD storage   | WH-20142            | \$148                   | 19.00%                | \$120                            |
| Virtual Private Server - High RAM - Self-Managed. 8GB-32GB RAM, 100GB-400GB of SSD storage, Unmetered Bandwidth, Free SSL with 2 vCPU: 8GB RAM, 100GB SSD storage     | WH-20143            | \$231                   | 19.00%                | \$187                            |
| 4 vCPU: 16GB RAM, 200GB SSD storage   | WH-20144            | \$130                   | 19.00%                | \$105                            |
| 8 vCPU: 32GB RAM, 400GB SSD storage   | WH-20145            | \$185                   | 19.00%                | \$150                            |
|   | WH-20146            | \$324                   | 19.00%                | \$262                            |

|   |          |              |        |              |
|---|----------|--------------|--------|--------------|
| Level 6: 64G"Virtual Private Server - Standard RAM - Fully-Managed. 2GB-16GB RAM, 40GB-400GB of SSD storage, Unmetered Bandwidth, Free SSL with annual subscription, Weekly & Snapshot backups, Global data | WH-2015  |              |        |              |
| 1 vCPU: 2GB RAM, 40GB SSD storage   | WH-20151 | \$241        | 19.00% | \$195        |
| 2 vCPU: 4GB RAM, 100GB SSD storage  | WH-20152 | \$296        | 19.00% | \$240        |
| 4 vCPU: 8GB RAM, 200GB SSD storage  | WH-20153 | \$352        | 19.00% | \$285        |
| 8 vCPU: 16GB RAM, 400GB SSD storage   | WH-20154 | \$426        | 19.00% | \$345        |
| Virtual Private Server - High RAM - Fully-Managed. 4GB-32GB RAM, 40GB-400GB of SSD storage, Unmetered Bandwidth, Free SSL with  |          |              |        |              |
| 1 vCPU: 4GB RAM, 40GB SSD storage   | WH-20155 | \$296        | 19.00% | \$240        |
| 2 vCPU: 8GB RAM, 100GB SSD storage  | WH-20156 | \$370        | 19.00% | \$300        |
| 4 vCPU: 16GB RAM, 200GB SSD storage   | WH-20157 | \$435        | 19.00% | \$352        |
| 8 vCPU: 32GB RAM, 400GB SSD storage   | WH-20158 | \$574        | 19.00% | \$465        |
| Hosting and Support Consulting (per hour)   | WH-2016  | \$298        | 21.00% | \$235        |
| Hosting Project Management (per hour)   | WH-2017  | \$298        | 21.00% | \$235        |
| TXRamp Hosting  | WH-2018  | custom quote | 21.00% | custom quote |

## 5. CLOUD HOSTING

N/A

## 6. E-MAIL HOSTING

Email hosting is not provided separately from web hosting.

## 7. ACCESSIBILITY

### To include but not limited to:

|   |         |       |        |       |
|---|---------|-------|--------|-------|
| Accessibility Advisory (per hour)           | AC-7011 | \$260 | 21.00% | \$205 |
| Accessibility Audit (per hour)              | AC-7012 | \$260 | 21.00% | \$205 |
| Accessibility Programming (per hour)        | AC-7013 | \$260 | 21.00% | \$205 |
| Accessibility Testing (per hour)            | AC-7014 | \$260 | 21.00% | \$205 |
| Accessibility Remediation (per hour)        | AC-7015 | \$260 | 21.00% | \$205 |
| Accessibility Project Management (per hour) | AC-7016 | \$260 | 21.00% | \$205 |

## 8. WEB CONTENT MANAGEMENT

### To include but not limited to:

|  |         |              |        |              |
|--|---------|--------------|--------|--------------|
| CMS Integration and Development (Craft, Drupal, WordPress, Joomla, Magento, WooCommerce, OpenCart, Shopify) (per hour)                         | WC-8011 | \$310        | 21.00% | \$245        |
| Architecture and Senior Development (per hour)   | WC-8012 | \$310        | 21.00% | \$245        |
| Specialty CMS Integration (per hour)   | WC-8013 | \$380        | 21.00% | \$300        |
| CMS Project Management (per hour)  | WC-8014 | \$260        | 21.00% | \$205        |
| Content Updates within Existing CMS (per hour)   | WC-8015 | \$260        | 21.00% | \$205        |
| Content Development (per hour)   | WC-8016 | \$260        | 21.00% | \$205        |
| UX/UI Design and Information Architecture (per hour)   | WC-8017 | \$273        | 21.00% | \$216        |
| SEO Audit, Analysis and Site Optimization Planning (per hour)  | WC-8018 | \$260        | 21.00% | \$205        |
| Copy Writing/Editing incl. SEO Writing (per hour)  | WC-8019 | \$260        | 21.00% | \$205        |
| Motion Graphics and Animations Development (per hour)  | WC-8020 | \$260        | 21.00% | \$205        |
| Graphic Design and Illustration (per hour)   | WC-8021 | \$208        | 21.00% | \$164        |
| ePublishing (eBooks, interactive PDFs) (per hour)  | WC-8022 | \$208        | 21.00% | \$164        |
| Digital Audio/Video - Basic Production and Post-Production (per hour)  | WC-8023 | custom quote | 21.00% | custom quote |
| Digital Audio/Video - Production Advisory (per hour)   | WC-8024 | custom quote | 21.00% | custom quote |
| Digital Audio/Video - Live Streaming Standard (per day). Up to 4-hour meeting in room with A/V equipment already in place. Recording, hosting, | WC-8025 | custom quote | 21.00% | custom quote |
| Digital Audio/Video - Live Streaming Equipment Setup, Standard Location (Per Day, Custom Quote).   | WC-8026 | custom quote | 21.00% | custom quote |
| Digital Audio/Video - Live Streaming Equipment Setup, Mobile (Per Day, Custom Quote).  | WC-8027 | custom quote | 21.00% | custom quote |
| Digital Audio/Video - Live Streaming Closed Captioning (per meeting, up to   | WC-8028 | custom quote | 21.00% | custom quote |
| Digital Audio/Video - Senior Planning and Advisory (per hour)  | WC-8029 | custom quote | 21.00% | custom quote |
| Senior Content Strategy (per hour)   | WC-8030 | \$260        | 21.00% | \$205        |

|   |         |              |        |              |
|---|---------|--------------|--------|--------------|
| Content Project Management (per hour)                                   | WC-8031 | \$260        | 21.00% | \$205        |
| Website Engagement Enhancement and Lead Generation Strategy (per hour)  | WC-8032 | \$255        | 21.00% | \$201        |
| Media Strategy (per hour)   | WC-8033 | \$255        | 21.00% | \$201        |
| Custom Designed Templates (MailChimp, ConstantContact) (per hour)       | WC-8034 | \$234        | 21.00% | \$185        |
| Qualitative Research Analysis and Project Management (per hour)         | WC-8035 | \$302        | 21.00% | \$239        |
| Qualitative Research Focus Group Moderating (per focus group)           | WC-8036 | custom quote | 21.00% | custom quote |
| Qualitative Research Focus Group Moderating (per interview)             | WC-8037 | custom quote | 21.00% | custom quote |
| Quantitative Research Simple Analysis and Project Management (per hour) | WC-8038 | \$302        | 21.00% | \$239        |
| Quantitative Research Senior Analysis (per hour)                        | WC-8039 | \$364        | 21.00% | \$288        |
| Quantitative Research Survey Programming (per hour)                     | WC-8040 | \$260        | 21.00% | \$205        |
| Social Media Research Search Programming (per hour)                     | WC-8041 | \$260        | 21.00% | \$205        |
| Social Media Research Analysis and Project Management (per hour)        | WC-8042 | \$260        | 21.00% | \$205        |

### 9. MAINTENANCE, TRAINING AND SUPPORT

**To include but not limited to:**

|  |          |              |        |              |
|--|----------|--------------|--------|--------------|
| Website Maintenance for Content in CMS Platform (per hour) | MTS-9011 | \$260        | 21.00% | \$205        |
| Website Maintenance and Updates in Programming (per hour)  | MTS-9012 | \$260        | 21.00% | \$205        |
| Training (Skype, Google Hangout) (per hour)                | MTS-9013 | \$260        | 21.00% | \$205        |
| On-site End User Training (per hour)                       | MTS-9014 | \$260        | 21.00% | \$205        |
| Written Documentation (per hour)                           | MTS-9015 | \$260        | 21.00% | \$205        |
| MTS Project Management (per hour)                          | MTS-9016 | \$260        | 21.00% | \$205        |
| Help Desk (per project)                                    | MTS-9017 | custom quote | 21.00% | custom quote |

### 10. TURNKEY SOLUTION

|  |          |              |     |              |
|--|----------|--------------|-----|--------------|
| To Include but not limited to: services to support website, project scoping, software selection, installation, integration, development, and on-going support such as accessibility software, AI and machine learning tools, wireframes, clickable prototypes, and sitemaps. | TS-10011 | custom quote | 19% | custom quote |
|--|----------|--------------|-----|--------------|

### 11. TURNKEY SOLUTIONS 3RD PARTY PRODUCTS

N/A