	Part/Service	MSRP Cost (Per	DIR Customer	DIR Customer Price
SERVICE CATEGORY Description	Number	Unit/EA)	Discount	(Per Unit/EA)
1. WEBSITE DESIGN/DEVELOPMENT				
Front-End Web Development (per hour)	WD-1015	\$ 210.00	21.00%	\$ 166.00
HTML Prototyping (per hour)	WD-1016	\$ 210.00	21.00%	\$ 166.00
HTML5 Coding (per hour)	WD-1017	\$ 210.00	21.00%	\$ 166.00
CSS3 Coding (per hour)	WD-1018	\$ 210.00	21.00%	\$ 166.00
JavaScript Development (per hour)	WD-1019	\$ 210.00	21.00%	\$ 166.00
Mobile Web Application Development (per hour)	WD-1020	\$ 210.00	21.00%	\$ 166.00
Database Design and Development (MySQL) (per hour)	WD-1021	\$ 210.00	21.00%	\$ 166.00
PHP Development (per hour)	WD-1022	\$ 210.00	21.00%	\$ 166.00
Responsive Web Design (per hour)	WD-1023	\$ 210.00	21.00%	\$ 166.00
Search Engine Optimization (per hour)	WD-1024	\$ 210.00	21.00%	\$ 166.00
Testing and Quality Control (per hour)	WD-1025	\$ 210.00	21.00%	\$ 166.00
UX/UI Design and Information Architecture (per hour)	WD-1026	\$ 210.00	21.00%	\$ 166.00
Web Design/Dev Advisory and Project Management (per hour)	WD-1027	\$ 210.00	21.00%	\$ 166.00
Server-Side Senior Development and Advisory (per hour)	WD-1028	\$ 210.00	21.00%	\$ 166.00
Security Basic Advisory (per hour)	WD-1029	\$ 325.00	21.00%	\$ 257.00
Security Risk Assessment and Senior Advisory (per hour)	WD-1030	\$ 350.00	21.00%	\$ 277.00
Business Requirement Development and Definition (per hour)	WD-1031	\$ 210.00	21.00%	\$ 166.00
Technical Requirement Development and Definition (per hour)	WD-1032	\$ 210.00	21.00%	\$ 166.00
2. DOMAIN NAME SYSTEM (DNS) MANAGEMENT				
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	\$ 210.00	21.00%	\$ 166.00
DNS Management Services (per hour)	DN-2014	\$ 210.00	21.00%	\$ 166.00
DNS Advisory and Project Management (per hour)	DN-2015	\$ 210.00	21.00%	\$ 166.00
3. BUSINESS TOOLS			<u> </u>	
Google Analytics Setup (per hour)	BT-3011	\$ 210.00	21.00%	\$ 166.00
Analytics Reports and Analysis (per hour)	BT-3012	\$ 210.00	21.00%	\$ 166.00
Analytics Advisory and Project Management (per hour)	BT-3013	\$ 210.00	21.00%	\$ 166.00
4. WEBSITE HOSTING				
SShared Web Hosting Deluxe (per month). Sites, storage - unlimited; bandwith unmetered, RAM 512MB; email boxes 100; CPU - 1; Input/Output - 1024KB/sec; concurrenct database connectons 115; FTP Users 50; SSH Users - 1; MySQL databases 25	WH-2011	\$ 31.00	19.00%	\$ 25.00

Charact Wash Hasting - Hitimate (any month) Cites stagged unlimited handwith	W/II 2012	¢ 47.00	10.000/	\$ 38.00
Shared Web Hosting Ultimate (per month). Sites, storage - unlimited; bandwith	WH-2012	\$ 47.00	19.00%	\$ 38.00
unmetered, RAM 1GB; email boxes 500; CPU - 2; Input/Output - 1024KB/sec; concurrenct database				
connectons 140; FTP Users unlimited; SSH Users - 1; MySQL databases unlimiteed				
Shared Web Hosting Maximum (per month). Sites, storage - unlimited; bandwith unmetered, RAM 2GB;	WH-2018	\$ 93.00	19.00%	\$ 75.00
email boxes unlimited; CPU - 2; Input/Output - 1024KB/sec; concurrenct database connectons 165; FTP		,		,
Users unlimited; SSH Users - 1; MySQL databases unlimiteed				
Virtual Private Hosting - DV Developer (per month). 2GB–64GB RAM, 30GB–600GB of all-SSD storage, up	WH-2013			
to 8TB bandwidth, flash-backed write-cache. Parallels Power Panel, 64-bit Linux operating system: Ubuntu	W11-2013			
to 818 bandwidth, hash-backed write-cache. Faraneis Fower Faher, 04-bit Linux operating system. Obuntu				
Level 1: 2GB RAM, 20GB SSD storage, 2TB bandwidth	WH-20131	\$47	19.00%	\$38
Level 2: 4GB RAM, 40GB SSD storage, 3TB bandwidth	WH-20132	\$78	19.00%	\$63
Level 3: 8GB RAM, 80GB SSD storage, 5TB bandwidth	WH-20133	\$154	19.00%	\$125
<u> </u>	WH-20134	\$386	19.00%	\$313
Level 4: 16GB RAM, 160GB SSD storage, 6TB bandwidth		·		
Level 5: 32GB RAM, 250GB SSD storage, 7TB bandwidth	WH-20135	\$772	19.00%	\$625
Level 6: 64GB RAM, 500GB SSD storage, 8TB bandwidth	WH-20136	\$1,543	19.00%	\$1,250
Virtual Private Hosting - DV Managed (per month). 2GB–128GB RAM, 30GB–1TB of premium storage, up	WH-2014			
to 10TB bandwidth, flash-backed write-cache, host hundreds of domains. Pre-installed software with				
CentOS 6 x86_64: Choice of Plesk® Onyx or cPanel® & WHM® 11.5 Choice of Plesk® Onyx or cPanel® &				
WHM® 11.5				
Choice of Plesk® Onyx or cPanel® & WHM® 11.5 Apache 2.2				
MySQL 5.1 (Plesk)				
MySQL 5.5 (cPanel)				
PHP 5.4				
Perl 5.10				
Python 2.6	14/11 204 44	405	40.000/	<b>.</b>
Level 1: 2GB RAM, 30GB SSD storage, 2TB bandwidth	WH-20141	\$85	19.00%	\$69
Level 2: 4GB RAM, 50GB SSD storage, 3TB bandwidth	WH-20142	\$154	19.00%	\$125
Level 3: 8GB RAM, 100GB SSD storage, 5TB bandwidth	WH-20143	\$231	19.00%	\$188
Level 4: 16GB RAM, 200GB SSD storage, 6TB bandwidth	WH-20144	\$540	19.00%	\$438
Level 5: 32GB RAM, 350GB SSD storage, 7TB bandwidth	WH-20145	\$1,157	19.00%	\$938
Level 6: 64GB RAM, 600GB SSD storage, 8TB bandwidth	WH-20146	\$2,315	19.00%	\$1,875
Virtual Private Hosting - DV Fully Managed- dedicated (per month). Custom configurations, pricing	WH-2015			
dependent on configuration.				
Hosting and Support Consulting (per hour)	WH-2016	\$ 210.00	21.00%	\$ 166.00
Hosting Project Management (per hour)	WH-2017	\$ 210.00	21.00%	\$ 166.00
5. CLOUD HOSTING				
N/A				
6. E-MAIL HOSTING				
Email hosting is not provided separately from web hosting.				
7. ACCESSIBILITY				

Accessibility Advisory (per hour)	AC-7011	\$ 210.00	21.00%	\$ 166.00
Accessibility Audit (per hour)	AC-7012	\$ 210.00	21.00%	\$ 166.00
Accessibility Programming (per hour)	AC-7013	\$ 210.00	21.00%	\$ 166.00
Accessibility Testing (per hour)	AC-7014	\$ 210.00	21.00%	\$ 166.00
Accessibility Remediation (per hour)	AC-7015	\$ 210.00	21.00%	\$ 166.00
Accessibility Project Management (per hour)	AC-7016	\$ 210.00	21.00%	\$ 166.00
8. WEB CONTENT MANAGEMENT		•	•	
CMS Integration and Development (Craft, Drupal, WordPress, Joomla, Magento, WooCommerce,	WC-8011	\$ 210.00	21.00%	\$ 166.00
OpenCart, Shopify) (per hour)				
Architecture and Senior Development (per hour)	WC-8012	\$ 210.00	21.00%	\$ 166.00
Specialty CMS Integration (per hour)	WC-8013	\$ 266.00	21.00%	\$ 210.00
CMS Project Management (per hour)	WC-8014	\$ 210.00	21.00%	\$ 166.00
Content Updates within Existing CMS (per hour)	WC-8015	\$ 210.00	21.00%	\$ 166.00
Content Development (per hour)	WC-8016	\$ 210.00	21.00%	\$ 166.00
UX/UI Design and Information Architecture (per hour)	WC-8017	\$ 210.00	21.00%	\$ 166.00
SEO Audit, Analysis and Site Optimization Planning (per hour)	WC-8018	\$ 210.00	21.00%	\$ 166.00
Copy Writing/Editing incl. SEO Writing (per hour)	WC-8019	\$ 210.00	21.00%	\$ 166.00
Motion Graphics and Animations Development (per hour)	WC-8020	\$ 210.00	21.00%	\$ 166.00
Graphic Design and Illustration (per hour)	WC-8021	\$ 175.00	21.00%	\$ 138.00
ePublishing (eBooks, interactive PDFs) (per hour)	WC-8022	\$ 175.00	21.00%	\$ 138.00
Digital Audio/Video - Basic Production and Post-Production (per hour)	WC-8023	\$ 250.00	21.00%	\$ 198.00
Digital Audio/Video - Production Advisory (per hour)	WC-8024	\$ 250.00	21.00%	\$ 198.00
Digital Audio/Video - Live Streaming Standard (per day). Up to 4-hour meeting in room with A/V	WC-8025	custom quote	21.00%	custom quote
equipment already in place. Recording, hosting, archiving, help desk, backup. Assumes room already set				
up with proper A/V equipment (see Setup options below).				
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 4-hour meeting).	WC-8028	custom quote	21.00%	custom quote
Digital Audio/Video - Senior Planning and Advisory (per hour)	WC-8029	\$ 315.00	21.00%	\$ 249.00
Senior Content Strategy (per hour)	WC-8030	\$ 210.00	21.00%	\$ 166.00
Content Project Management (per hour)	WC-8031	\$ 210.00	21.00%	\$ 166.00
Website Engagement Enhancement and Lead Generation Strategy (per hour)	WC-8032	\$ 224.00	21.00%	\$ 177.00
Media Strategy (per hour)	WC-8033	\$ 224.00	21.00%	\$ 177.00
Custom Designed Templates (MailChimp, ConstantContact) (per hour)	WC-8034	\$ 175.00	21.00%	\$ 138.00
Qualitative Research Analysis and Project Management (per hour)	WC-8035	\$ 250.00	21.00%	\$ 198.00
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 1 ocus orough moderating (per interview)	VVC 0037	custom quote	21.00/0	custom quote

WC-8038	\$ 250.00	21.00%	\$ 198.00	
	· ·	21.0070	\$ 196.00	
WC-8039	\$ 315.00	21.00%	\$ 249.00	
WC-8040	\$ 210.00	21.00%	\$ 166.00	
WC-8041	\$ 210.00	21.00%	\$ 166.00	
WC-8042	\$ 210.00	21.00%	\$ 166.00	
MTS-9011	\$ 210.00	21.00%	\$ 166.00	
MTS-9012	\$ 210.00	21.00%	\$ 166.00	
MTS-9013	\$ 210.00	21.00%	\$ 166.00	
MTS-9014	\$ 210.00	21.00%	\$ 166.00	
MTS-9015	\$ 210.00	21.00%	\$ 166.00	
MTS-9016	\$ 210.00	21.00%	\$ 166.00	
MTS-9017	custom quote	21.00%	custom quote	
11. TURNKEY SOLUTIONS 3RD PARTY PRODUCTS				
	WC-8040 WC-8041 WC-8042  MTS-9011 MTS-9012 MTS-9013 MTS-9014 MTS-9015 MTS-9016	WC-8040       \$ 210.00         WC-8041       \$ 210.00         WC-8042       \$ 210.00         MTS-9011       \$ 210.00         MTS-9012       \$ 210.00         MTS-9013       \$ 210.00         MTS-9014       \$ 210.00         MTS-9015       \$ 210.00         MTS-9016       \$ 210.00	WC-8040       \$ 210.00       21.00%         WC-8041       \$ 210.00       21.00%         WC-8042       \$ 210.00       21.00%         MTS-9011       \$ 210.00       21.00%         MTS-9012       \$ 210.00       21.00%         MTS-9013       \$ 210.00       21.00%         MTS-9014       \$ 210.00       21.00%         MTS-9015       \$ 210.00       21.00%         MTS-9016       \$ 210.00       21.00%	