Appendix C Pricing Index
DIR-CPO-4710
Early Morning Software, Inc.

Software Products: Software as a Services (SaaS). Product Brand is PRiSM. Offered by Early Morning Software, Inc.

Category	Product Description	Part Number	Unit of Measure	MSRP	DIR Customer Discount % off MSRP
Smart Cities Solutions					
Enterprise Economic Inclusion Tier 1	All-in-One Economic Inclusion Subscription for Tier 1 Provision	PCM-SW-SMC-EEI1	p/year	$35,000.00	20.00%
Enterprise Economic Inclusion Tier 2	All-in-One Economic Inclusion Subscription for Tier 2 Provision	PCM-SW-SMC-EEI2	p/year	$70,000.00	20.00%
Enterprise Economic Inclusion Tier 3	All-in-One Economic Inclusion Subscription for Tier 3 Provision	PCM-SW-SMC-EEI3	p/year	$105,000.00	20.00%
Enterprise Economic Inclusion Tier 4	All-in-One Economic Inclusion Subscription for Tier 4 Provision	PCM-SW-SMC-EEI4	p/year	$140,000.00	20.00%
Enterprise Economic Inclusion Tier 5	All-in-One Economic Inclusion Subscription for Tier 5 Provision	PCM-SW-SMC-EEI5	p/year	$210,000.00	20.00%
Diversity & Compliance Tier 1	All-in-One Diversity & Compliance Subscription for Tier 1 Provision	PCM-SW-SMC-SC1	p/year	$20,000.00	20.00%
Diversity & Compliance Tier 2	All-in-One Diversity & Compliance Subscription for Tier 2 Provision	PCM-SW-SMC-SC2	p/year	$35,000.00	20.00%
Diversity & Compliance Tier 3	All-in-One Diversity & Compliance Subscription for Tier 3 Provision	PCM-SW-SMC-SC3	p/year	$70,000.00	20.00%
Diversity & Compliance Tier 4	All-in-One Diversity & Compliance Subscription for Tier 4 Provision	PCM-SW-SMC-SC4	p/year	$105,000.00	20.00%
Diversity & Compliance Tier 5	All-in-One Diversity & Compliance Subscription for Tier 5 Provision	PCM-SW-SMC-SC5	p/year	$140,000.00	20.00%
PRODUCT SUITES					
Supplier Management (Outreach, Vendor, Registration)	Up to 2,500 Vendors	PCM-SW-PS-SUP2	p/year	$15,000.00	20.00%
Certification (Certification and On-Line Application -Standard)	Up to 500 Applicants/Certifications	PCM-SW-PS-UCM2	p/year	$20,000.00	20.00%
Solicitation and Sourcing (Procurements, Goal Management, Sub Plan)	Up to 300 Procurements	PCM-SW-PS-AQ2	p/year	$15,000.00	20.00%
Contract Compliance (Contract with Goals, Non-Contract, Projects)	Up to 300 Contracts	PCM-SW-PS-CMP2	p/year	$15,000.00	20.00%
Certified Payroll (Davis Bacon or Prevailing Wage, and Living Wage)	Up to $100 Million	PCM-SW-PS-CPR2	p/year	$20,000.00	20.00%

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Workforce Development (Local Hire, Apprentice, New Hire)	Up to 300 Contracts	PCM-SW-PS-WD2	p/year	$10,000.00	20.00%
Affirmative Action (Affirmative Action Plans and EEO-1)	Up to 300 Vendor Plans	PCM-SW-PS-AAE2	p/year	$10,000.00	20.00%
Market Availability Goal Management	Disparity or Availability Data Management	PCM-SW-PS-MAG2	p/year	$10,000.00	20.00%
Business Intelligence Dashboard	Public Accessible Dashboard	PCM-SW-PS-BID2	p/year	$5,000.00	20.00%
Business and Data Services	RSS Data Service	PCM-SW-PS-BUS2	p/year	$5,000.00	20.00%
PRODUCT MODULES					
Vendor Management Modules					
Vendor Search and Directory	Up to 2,500 Vendors	PCM-SW-MOD-VM2	p/year	$6,995.00	20.00%
On-line Vendor Registration	Up to 300 Registrations	PCM-SW-MOD-VR2	p/year	$6,995.00	20.00%
Tier 2 and Sub Reporting	Up to 300 Reporters	PCM-SW-MOD-SUBRPT2	p/year	$6,995.00	20.00%
Certification Management	Up to 300 Certifications	PCM-SW-MOD-UCM2	p/year	$6,995.00	20.00%
Construction Pre-Qualification Management	Up to 300 Pre-Qualifications	PCM-SW-MOD-PQM2	p/year	$6,995.00	20.00%
On-line Application - Standard	Up to 300 Applications	PCM-SW-MOD-OAS2	p/year	$6,995.00	20.00%
On-line Application - Custom	Up to 300 Applications	PCM-SW-MOD-OAC2	p/year	$14,995.00	20.00%
Performance Scorecard	Up to 300 Scorecards	PCM-SW-MOD-PSC2	p/year	$6,995.00	20.00%
PRiSM ONE	Certification Directory	PCM-SW-MOD-ONE2	p/year	$3,495.00	20.00%
Acquisitions Modules					
Procurement Planning	Up to 300 Plans	PCM-SW-MOD-AQPL2	p/year	$6,995.00	20.00%
eProcurement	Up to 300 Bids	PCM-SW-MOD-IEP2	p/year	$6,995.00	20.00%
Goal Management	Up to 300 Contract Goals	PCM-SW-MOD-AQGM2	p/year	$6,995.00	20.00%
Market Availability Goal Management	Up to 300 Contract Goals	PCM-SW-MOD-AQMA2	p/year	$12,995.00	20.00%
Procurement and Bid Tracking	Up to 300 Procurements	PCM-SW-MOD-AQBD2	p/year	$6,995.00	20.00%
Sub Plan Management	Up to 300 Sub Plans	PCM-SW-MOD-AQSUB2	p/year	$6,995.00	20.00%
Contract and Compliance Management Modules					
Contract and PO Manager	Up to 500 Contracts	PCM-SW-MOD-KM2	p/year	$6,995.00	20.00%
Subcontract Management	Up to 300 Contracts with Goals	PCM-SW-MOD-CSK2	p/year	$6,995.00	20.00%
Spend Management	Up to 25,000 Payments	PCM-SW-MOD-CSA2	p/year	$6,995.00	20.00%

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Erate Management	Up to 300 Contracts	PCM-SW-MOD-CERM2	p/year	$6,995.00	20.00%
Project Management	Up to 100 Projects	PCM-SW-MOD-CPM2	p/year	$6,995.00	20.00%
Insurance Management	Up to 300 Certificates	PCM-SW-MOD-CIM2	p/year	$6,995.00	20.00%
HUD Section 3 Program Management	Up to 300 Contracts	PCM-SW-MOD-HUD2	p/year	$6,995.00	20.00%
1391/1392 Report Management	Up to 300 Reports	PCM-SW-MOD-FHWA2	p/year	$6,995.00	20.00%
Equal Employment Opportunity (EEO) Management	Up to 300 Contracts	PCM-SW-MOD-EEO2	p/year	$6,995.00	20.00%
Affirmative Action Plan Management	Up to 300 Contracts	PCM-SW-MOD-AAP2	p/year	$6,995.00	20.00%
Americans with Disability Act (ADA) Accessibility Review Management	Up to 200 Assets	PCM-SW-MOD-ADA2	p/year	$6,995.00	20.00%
Paratransit Service Review Management	Up to 200 Applicants/Passengers	PCM-SW-MOD-PTS2	p/year	$6,996.00	20.00%
Title VI Compliance Reporting	Up to 50 Fixed Routes	PCM-SW-MOD-TVI2	p/year	$6,996.00	20.00%
Labor Management Modules					
Prevailing Wage Payroll Tier 1	Up to $10 Million	PCM-SW-MOD-CPR1	p/year	$3,995.00	20.00%
Prevailing Wage Payroll Tier 2	Up to $25 Million	PCM-SW-MOD-CPR2	p/year	$6,995.00	20.00%
Prevailing Wage Payroll Tier 3	Up to $50 Million	PCM-SW-MOD-CPR3	p/year	$12,995.00	20.00%
Prevailing Wage Payroll Tier 4	Up to $100 Million	PCM-SW-MOD-CPR4	p/year	$18,995.00	20.00%
Prevailing Wage Payroll Tier 5	Up to $250 Million	PCM-SW-MOD-CPR5	p/year	$24,995.00	20.00%
Prevailing Wage Payroll Tier 6	Up to $500 Million	PCM-SW-MOD-CPR6	p/year	$34,995.00	20.00%
Prevailing Wage Payroll Tier 7	Up to $1 Billion	PCM-SW-MOD-CPR7	p/year	$49,995.00	20.00%
Prevailing Wage Payroll Tier 8	Up to $2.5 Billion	PCM-SW-MOD-CPR8	p/year	$75,995.00	20.00%
Prevailing Wage Payroll Tier 9	Up to $5 Billion	PCM-SW-MOD-CPR9	p/year	$99,995.00	20.00%
Prevailing Wage Payroll Tier 10	Up to $10 Billion	PCM-SW-MOD-CPR10	p/year	$144,995.00	20.00%
Living Wage Management	Up to 300 Contracts	PCM-SW-MOD-LW2	p/year	$6,995.00	20.00%
Workforce Management	Up to 300 Contracts	PCM-SW-MOD-WM2	p/year	$6,995.00	20.00%
Employee Management	Up to 300 Employees	PCM-SW-MOD-EMP2	p/year	$6,995.00	20.00%
Revenue Management Modules					
Concessions Management	Up to 100 Units	PCM-SW-MOD-CON2	p/year	$6,995.00	20.00%
Sales/Concessions Compliance Management	Up to 100 Sales/Concession Reporters	PCM-SW-MOD-RVCM2	p/year	$6,995.00	20.00%
Sales Management	Up to 100 Locations	PCM-SW-MOD-SAL2	p/year	$6,995.00	20.00%

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Productivity Modules					
Survey/Site Visit Management	Up to 300 Surveys	PCM-SW-MOD-SVM2	p/year	$6,995.00	20.00%
Outreach Management	Up to 100 Campaigns	PCM-SW-MOD-OM2	p/year	$6,995.00	20.00%
Branded Portal Management	Up to 5 Web Pages	PCM-SW-MOD-BWP2	p/year	$6,995.00	20.00%
Event Management	Up to 50 Workshops	PCM-SW-MOD-EM2	p/year	$6,995.00	20.00%
PRiSM Share Management	Up to 2 Shared Resources	PCM-SW-MOD-SHR2	p/year	$3,495.00	20.00%
ADMINISTRATION					
PRiSM DataXchange					
Data Import Service - Standard	Data Import and sFTP	PCM-SW-ADM-DXIMP	p/year	$2,995.00	20.00%
Data Export Service - Standard	Data Export	PCM-SW-ADM-DXEXP	p/year	$2,995.00	20.00%
Data API Service - Advanced	Data API and sFTP	PCM-SW-ADM-DXAPI	p/year	$6,995.00	20.00%
Back-up Restoration Service	Data Restore	PCM-SW-ADM-DXBUR	p/year	$6,995.00	20.00%
Payroll Data Mapper Tier 1	Dynamic Data Mapper and DataBank (Up to $1M, 2 Files)	PCM-SW-ADM-PRMAP1	p/year	$300.00	20.00%
Payroll Data Mapper Tier 2	Dynamic Data Mapper and DataBank ($1M - $5M, 2 Files)	PCM-SW-ADM-PRMAP2	p/year	$450.00	20.00%
Payroll Data Mapper Tier 3	Dynamic Data Mapper and DataBank ($5M - $10M, 2 Files)	PCM-SW-ADM-PRMAP3	p/year	$600.00	20.00%
Payroll Data Mapper Tier 4	Dynamic Data Mapper and DataBank ($10M - $25M, 2 Files)	PCM-SW-ADM-PRMAP4	p/year	$900.00	20.00%
Payroll Data Mapper Tier 5	Dynamic Data Mapper and DataBank ($25M - $50M, 2 Files)	PCM-SW-ADM-PRMAP5	p/year	$1,200.00	20.00%
Payroll Data Mapper Tier 6	Dynamic Data Mapper and DataBank ($50M - $100M, 2 Files)	PCM-SW-ADM-PRMAP6	p/year	$1,500.00	20.00%
Payroll Data Mapper Tier 7	Dynamic Data Mapper and DataBank ($100M - $200M, 2 Files)	PCM-SW-ADM-PRMAP7	p/year	$2,000.00	20.00%
Payroll Data Mapper Tier 8	Dynamic Data Mapper and DataBank ($200M - $500M, 2 Files)	PCM-SW-ADM-PRMAP8	p/year	$3,000.00	20.00%
Data Mapper Manager	Electronic Data Map and Import Service	PCM-SW-ADM-EDM	p/year	$2,995.00	20.00%
Non-Pro Environments					
Training Portal	Private Training Environment	PCM-SW-ADM-TRNENV	p/year	$6,995.00	20.00%

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Test Portal	Private Test Environment	PCM-SW-ADM-STGENV	p/year	$8,995.00	20.00%
Pro Synchronization Portal	Private Test Environment with Pro Data	PCM-SW-ADM-PROSYNC	p/year	$14,995.00	20.00%
Security Management					
Enterprise Security Management	Role-based User Access Administration	PCM-SW-ADM-ESM	p/year	$6,995.00	20.00%
Single Sign-on Integration Management	Single Sign-on Active Directory	PCM-SW-ADM-SSO	p/year	$6,995.00	20.00%
Jobs Scheduler	Private Jobs Environment	PCM-SW-ADM-JSCH	p/year	$2,995.00	20.00%
Export Management	Data Export Reporting	PCM-SW-ADM-EXRPT	p/year	$8,995.00	20.00%
Storage					
Storage Tier 1	20 GB	PCM-SW-ADM-STOR1	p/year	$760.00	10.00%
Storage Tier 2	40 GB	PCM-SW-ADM-STOR2	p/year	$1,320.00	10.00%
Storage Tier 3	60 GB	PCM-SW-ADM-STOR3	p/year	$1,800.00	10.00%
Storage Tier 4	80 GB	PCM-SW-ADM-STOR4	p/year	$2,160.00	10.00%
Storage Tier 5	100 GB	PCM-SW-ADM-STOR5	p/year	$2,400.00	10.00%
Payment Management					
Payroll Penalty Fee Service Management	Penalty Fee Processor, Min. $75 per month, Excludes Merchant Fee	PCM-SW-ADM-PAYSV	p/transaction	$2.00	5.00%
Application Payment Service Management	Payment Processor, Min. $75 per month, Excludes Merchant Fee	PCM-SW-ADM-PAYSV	p/transaction	$2.00	5.00%

Software Services: Software as a Services (SaaS). Support of PRiSM Software. Offered by Early Morning Software, Inc.

Service Category	Service Subcategory	Service Description	Service Category	Service Part Number	Unit of Measure	MSRP	DIR Customer Discount % off MSRP
Software Implementation Services							
Smart Cities Solutions - Implementation Services							
Enterprise Economic Inclusion Tier 1 - Implementation Service	Service	Set-up & Configuration of Enterprise Economic Inclusion Tier 1	Implementation	PCM-SVC-IMP-EEI1	p/service	$34,000.00	10.00%
Enterprise Economic Inclusion Tier 2 - Implementation Service	Service	Set-up & Configuration of Enterprise Economic Inclusion Tier 2	Implementation	PCM-SVC-IMP-EEI2	p/service	$68,000.00	10.00%
Enterprise Economic Inclusion Tier 3 - Implementation Service	Service	Set-up & Configuration of Enterprise Economic Inclusion Tier 3	Implementation	PCM-SVC-IMP-EEI3	p/service	$75,000.00	10.00%
Enterprise Economic Inclusion Tier 4 - Implementation Service	Service	Set-up & Configuration of Enterprise Economic Inclusion Tier 4	Implementation	PCM-SVC-IMP-EEI4	p/service	$95,000.00	10.00%
Enterprise Economic Inclusion Tier 5 - Implementation Service	Service	Set-up & Configuration of Enterprise Economic Inclusion Tier 5	Implementation	PCM-SVC-IMP-EEI5	p/service	$110,000.00	10.00%
Diversity & Compliance Tier 1 - Implementation Service	Service	Set-up & Configuration for Diversity & Compliance Tier 1	Implementation	PCM-SVC-IMP-DC1	p/service	$15,000.00	10.00%
Diversity & Compliance Tier 2 - Implementation Service	Service	Set-up & Configuration for Diversity & Compliance Tier 2	Implementation	PCM-SVC-IMP-DC2	p/service	$35,000.00	10.00%
Diversity & Compliance Tier 3 - Implementation Service	Service	Set-up & Configuration for Diversity & Compliance Tier 3	Implementation	PCM-SVC-IMP-DC3	p/service	$42,500.00	10.00%
Diversity & Compliance Tier 4 - Implementation Service	Service	Set-up & Configuration for Diversity & Compliance Tier 4	Implementation	PCM-SVC-IMP-DC4	p/service	$57,500.00	10.00%

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Service Category	Service Subcategory	Service Description	Service Category	Service Part Number	Unit of Measure	MSRP	DIR Customer Discount % off MSRP
Diversity & Compliance Tier 5 - Implementation Service	Service	Set-up & Configuration for Diversity & Compliance Tier 5	Implementation	PCM-SVC-IMP-DC5	p/service	$75,000.00	10.00%
Product Suites Implementation Services							
Supplier Management Suite	Service	Set-up & Configuration of Supplier Management	Implementation	PCM-SVC-IMP-SUPS2	p/service	$12,995.00	10.00%
Certification Suite	Service	Set-up & Configuration of Certification Management	Implementation	PCM-SVC-IMP-UCMS2	p/service	$19,995.00	10.00%
Solicitation and Sourcing Suite	Service	Set-up & Configuration of Soliciation & Sourcing Management	Implementation	PCM-SVC-IMP-AQS2	p/service	$9,995.00	10.00%
Contract Compliance Suite	Service	Set-up & Configuration of Contract Compliance Management	Implementation	PCM-SVC-IMP-CMPS2	p/service	$12,995.00	10.00%
Certified Payroll Suite	Service	Set-up & Configuration of Certified Payroll Management	Implementation	PCM-SVC-IMP-CPRS2	p/service	$5,995.00	10.00%
Workforce Development Suite	Service	Set-up & Configuration of Workforce Management	Implementation	PCM-SVC-IMP-WD2S	p/service	$5,995.00	10.00%
Affirmative Action Plan Suite	Service	Set-up & Configuration of Affirmative Action or EEO-1 Management	Implementation	PCM-SVC-IMP-AAES2	p/service	$5,995.00	10.00%
Market Availability Goal Management Suite	Service	Set-up & Configuration of Market Availability Management	Implementation	PCM-SVC-IMP-MAG2S	p/service	$9,995.00	10.00%
Business Intelligence Dashboard Suite	Service	Set-up & Configuration of BI Dashboard Management	Implementation	PCM-SVC-IMP-BIDS2	p/service	$19,995.00	10.00%

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Service Category	Service Subcategory	Service Description	Service Category	Service Part Number	Unit of Measure	MSRP	DIR Customer Discount % off MSRP
Business and Data Services Suite	Service	Set-up & Configuration of Business & Data Management	Implementation	PCM-SVC-IMP-BUSS2	p/service	$5,995.00	10.00%
Implementation Per Module							
All Modules except Certification and Pre-Qualification	Service	Set-up & Configuration of Single Module	Implementation	PCM-SVC-IMP-STD2	p/service	$5,995.00	10.00%
Certification Management	Service	Set-up & Configuration of Certification	Implementation	PCM-SVC-IMP-UCM2	p/service	$12,995.00	10.00%
Construction Pre-Qualification Management	Service	Set-up & Configuration of Pre-Qualification	Implementation	PCM-SVC-IMP-PQM2	p/service	$12,995.00	10.00%
On-line Application - Standard	Service	Set-up & Configuration of On-line Application	Implementation	PCM-SVC-IMP-OAS2	p/service	$12,995.00	10.00%
On-line Application - Custom	Service	Set-up & Configuration of On-line Application - Custom	Implementation	PCM-SVC-IMP-OAC2	p/service	$19,995.00	10.00%
Training & Professional Development Services							
Product Training Service							
Basic Training (1/2 Day Class)	Service	Introductory Topic, Self-paced or Live Web-based Training	Training	PCM-SVC-TRN-PBT1	p/participant	$350.00	10.00%
Basic Training (1 Day Class)	Service	Introductory Topic, Self-paced or Live Web-based Training	Training	PCM-SVC-TRN-PBT2	p/participant	$750.00	10.00%
Advanced Training (1/2 Day)	Service	Advanced Topic, Self-paced or Live Web-based Training	Training	PCM-SVC-TRN-PAT1	p/participant	$450.00	10.00%
Advanced Training (1 Day)	Service	Advanced Topic, Self-paced or Live Web-based Training	Training	PCM-SVC-TRN-PAT2	p/participant	$850.00	10.00%

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Basic Training (1/2 Day Class)	Service	**Private** Introductory Topic, Intstructor Led, Up to 15 Participants	Training	PCM-SVC-TRN-CBT1	p/class	$2,500.00	10.00%
Basic Training (1 Day Class)	Service	**Private** Introductory Topic, Intstructor Led, Up to 15 Participants	Training	PCM-SVC-TRN-CBT2	p/class	$5,000.00	10.00%
Advanced Training (1/2 Day)	Service	**Private** Advanced Topic, Intstructor Led, Up to 15 Participants	Training	PCM-SVC-TRN-CAT1	p/class	$4,000.00	10.00%
Advanced Training (1 Day)	Service	**Private** Advanced Topic, Intstructor Led, Up to 15 Participants	Training	PCM-SVC-TRN-CAT2	p/class	$8,000.00	10.00%
Vendor Training Class PAK 1:	Service	Includes 2 days, 4 – 3 hour On-site sessions	Training	PCM-SVC-TRN-VT1	p/pack	$5,000.00	10.00%
Vendor Training Class PAK 2:	Service	Includes 4 days, 8 – 3 hour On-site sessions	Training	PCM-SVC-TRN-VT2	p/pack	$10,000.00	10.00%
Vendor Training Class PAK 3:	Service	**Private** Includes 2 days, 4 – 2 hour Web-based, Live Training	Training	PCM-SVC-TRN-VT3	p/pack	$4,000.00	10.00%
Vendor Training Class PAK 4:	Service	**Private** Includes 4 days, 8 – 2 hour Web-based, Live Training	Training	PCM-SVC-TRN-VT4	p/pack	$8,000.00	10.00%
Vendor Roll-out Kit	Service	Includes PAK 1 and Vendor Train-the-Trainer & Outreach	Training	PCM-SVC-TRN-VRK	p/kit	$15,000.00	10.00%
Professional Development Service							
Membership - COMPASS LMS - All Access	SaaS	Individual - Annual Access to Web Resources & 4 Live Courses	Training	PCM-SVC-PD-LMSA	p/year	$250.00	10.00%

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Membership - COMPASS LMS - Prof Access	SaaS	Individual - Annual Access to Web Resources	Training	PCM-SVC-PD-LMSP	p/year	$125.00	10.00%
Registration - National Training Conference - Member	SaaS	On-site 4 Day Training Conference - Member	Training	PCM-SVC-PD-NTM	p/event	$1,250.00	10.00%
Registration - Area Training Conference - Member	SaaS	On-site 1 Day Training Conference - Member	Training	PCM-SVC-PD-ATM	p/event	$500.00	10.00%
Registration - Training Webinar Series - Member	SaaS	Live Web-based Training - Member	Training	PCM-SVC-PD-WSM	p/event	$450.00	10.00%
Standard Exam Fee - Member	SaaS	Training Certification Exam	Training	PCM-SVC-PD-EXFM	p/event	$500.00	10.00%
Registration - National Training Conference - Non-Member	SaaS	On-site 4 Day Training Conference - Non-Member	Training	PCM-SVC-PD-NT0	p/event	$1,500.00	10.00%
Registration - Area Training Conference - Non-Member	SaaS	On-site 1 Day Training Conference - Non-Member	Training	PCM-SVC-PD-AT0	p/event	$650.00	10.00%
Registration - Training Webinar Series - Non-Member	SaaS	Live Web-based Training	Training	PCM-SVC-PD-WS0	p/event	$550.00	10.00%
Standard Exam Fee - Non-Member	SaaS	Training Certification Exam - Non-Member	Training	PCM-SVC-PD-EXF0	p/event	$650.00	10.00%
Basic Training (1/2 Day Class)	Service	Introductory Topic, Intstructor Led, Up to 15 Participants	Training	PCM-SVC-PD-CBT1	p/class	$3,500.00	10.00%
Basic Training (1 Day Class)	Service	Introductory Topic, Intstructor Led, Up to 15 Participants	Training	PCM-SVC-PD-CBT2	p/class	$7,500.00	10.00%
Advanced Training (1/2 Day)	Service	Advanced Topic, Intstructor Led, Up to 15 Participants	Training	PCM-SVC-PD-CAT1	p/class	$5,000.00	10.00%

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Service Category	Service Subcategory	Service Description	Service Category	Service Part Number	Unit of Measure	MSRP	DIR Customer Discount % off MSRP
Advanced Training (1 Day)	Service	Advanced Topic, Intstructor Led, Up to 15 Participants	Training	PCM-SVC-PD-CAT2	p/class	$10,000.00	10.00%
Administration Software Services							
Program Management	Service	Supplemental Installation Service	Implementation	PCM-SVC-ADM-PGM	p/hour	$450.00	10.00%
Project Management	Service	Supplemental Installation Service	Implementation	PCM-SVC-ADM-PJM	p/hour	$400.00	10.00%
Daily Managed Services	Service	Supplemental Installation Service per Day	Implementation	PCM-SVC-ADM-DMS	p/day	$3,200.00	10.00%
Product Installation Project Lead	Service	Supplemental Installation Service	Implementation	PCM-SVC-ADM-PL	p/hour	$250.00	10.00%
Product Installation Systems Architect	Service	Supplemental Installation Service	Implementation	PCM-SVC-ADM-SA	p/hour	$350.00	10.00%
Product Installation Database Engineering	Service	Supplemental Installation Service	Implementation	PCM-SVC-ADM-DBE	p/hour	$350.00	10.00%
Product Installation Process Engineering	Service	Supplemental Installation Service	Implementation	PCM-SVC-ADM-PE	p/hour	$250.00	10.00%
Product Installation Data Entry	Service	Supplemental Installation Service	Implementation	PCM-SVC-ADM-DE	p/hour	$115.00	10.00%
Product Deployment Standard Training (Certified Trainer)	Service	Supplemental Training Service	Support	PCM-SVC-ADM-TRP	p/hour	$250.00	10.00%
Product Deployment Advanced Training (Certified Trainer)	Service	Supplemental Training Service	Support	PCM-SVC-ADM-TRS	p/hour	$200.00	10.00%
Product Configuration - Business Analysis	Service	Supplemental Configuration Service	Support	PCM-SVC-ADM-BA	p/hour	$200.00	10.00%
Product Configuration - Report Writing	Service	Supplemental Configuration Service	Support	PCM-SVC-ADM-RW	p/hour	$200.00	10.00%

Software Services: Software as a Services (SaaS). Support of PRiSM Software. Offered by Early Morning Software, Inc.

Service Category	Service Subcategory	Service Description	Service Category	Service Part Number	Unit of Measure	MSRP	DIR Customer Discount % off MSRP
Product Configuration - Technical Writing	Service	Supplemental Configuration Service	Support	PCM-SVC-ADM-TW	p/hour	$125.00	10.00%
Product Configuration - Configuration Management	Service	Supplemental Configuration Service	Support	PCM-SVC-ADM-CM	p/hour	$125.00	10.00%
Functional/Technical Support - CARES Tier I	Service	Supplemental Support Service PAK - 10 Hours	Support	PCM-SVC-ADM-CPK1	p/pack	$1,500.00	10.00%
Functional/Technical Support - CARES Tier II	Service	Supplemental Support Service PAK - 10 Hours	Support	PCM-SVC-ADM-CPK2	p/pack	$2,500.00	10.00%
Functional/Technical Support - CARES Tier III	Service	Supplemental Support Service PAK - 10 Hours	Support	PCM-SVC-ADM-CPK3	p/pack	$3,500.00	10.00%
Functional/Technical Support - CARES Tier IV	Service	Supplemental Support Service PAK - 10 Hours	Support	PCM-SVC-ADM-CPK4	p/pack	$5,000.00	10.00%
Security Management							
Single Sign-on Integration Implementation	Service	Set-up & Configuration of Single Sign-on Active Directory	Implementation	PCM-SVC-IMP-SSO	p/service	$9,995.00	10.00%
Payment Management							
Payment Service Implementation	Service	Set-up & Configuration	Implementation	PCM-SVC-IMP-PAYSV	p/service	$995.00	5.00%

Additional Discount Based On Volume: Offered by Early Morning Software, Inc.

Quantity	Product Category	DIR Customer Discount % off MSRP
4 or more Annual Subscriptions	Product Suite	25.00%
10 or more Annual Subscriptions	Product Modules	25.00%

Additional Discount Based On Aggregate Sales: Offered by Early Morning Software, Inc.

Contract Sales Threshold	Product or Category Description	Part Number	Original Discount	Additional Discount	Total Discount
$25,000 - $50,000	Product Training	PCM-SVC-TRN-XXXX	10.00%	(+) 2%	12.00%
$50,001 - $100,000	Product Training	PCM-SVC-TRN-XXXX	10.00%	(+) 5%	15.00%
$100,001 - $250,000	Product Training	PCM-SVC-TRN-XXXX	10.00%	(+) 10%	20.00%
$250,001+	Product Training	PCM-SVC-TRN-XXXX	10.00%	(+) 15%	25.00%
$25,001 - $100,000	Professional Development	PCM-SVC-PD-LMSA	10.00%	(+) 2%	12.00%
$100,001 - $250,000	Professional Development	PCM-SVC-PD-LMSA	10.00%	(+) 5%	15.00%
$50,000 - $100,000	Product Suites Implementation Services	PCM-SVC-IMP-XXXS	10.00%	(+) 5%	15.00%
$50,000 - $100,000	Implementation Services -All Modules	PCM-SVC-IMP-STD2	10.00%	(+) 2%	12.00%
$100,001 - $250,000	Implementation Services -All Modules	PCM-SVC-IMP-STD2	10.00%	(+) 5%	15.00%