THE WILKINS GROUP, INC.
DIR-CPO-5212
PRICING

SERVICE CATEGORY Description	Service Sub-Category Description	MSRP/List Price (Per Unit)	Unit of Measure	Discount % off MSRP	DIR Customer Price (Per Unit/EA)
1. WEBSITE DESIGN/DEVELOPMENT					
WEBSITE DESIGN/DEVELOPMENT	Copyright Editor/Technical Writer & Quality Assurance	$95.00	hourly	20.00%	$76.00
WEBSITE DESIGN/DEVELOPMENT	Database Analyst	$150.00	hourly	20.00%	$120.00
WEBSITE DESIGN/DEVELOPMENT	Graphics Designer	$100.00	hourly	20.00%	$80.00
WEBSITE DESIGN/DEVELOPMENT	Programmer Level I	$115.00	hourly	20.00%	$92.00
WEBSITE DESIGN/DEVELOPMENT	Programmer Level II	$130.00	hourly	20.00%	$104.00
WEBSITE DESIGN/DEVELOPMENT	Technical Architect	$125.00	hourly	20.00%	$100.00
2. DOMAIN NAME SYSTEM (DNS) MANAGEMENT					
DOMAIN NAME SYSTEM (DNS) MANAGEMENT	Domain Name Registration (one-time fee)	$250.00	each	25.00%	$187.50
DOMAIN NAME SYSTEM (DNS) MANAGEMENT	Domain Name Renewal (yearly fee)	$100.00	annually	25.00%	$75.00
3. BUSINESS ANALYSIS SERVICES					
BUSINESS ANALYSIS SERVICES	Website Traffic Analysis	$150.00	quarterly	25.00%	$112.50
BUSINESS ANALYSIS SERVICES	Monthly Activity Reports	$55.00	monthly	25.00%	$41.25
4. WEBSITE HOSTING					
WEBSITE HOSTING	Managed hosting fees (monthly), 10GB storage	$165.00	monthly	25.00%	$123.75
WEBSITE HOSTING	Managed hosting fees (annually), 10GB storage	$1,815.00	annually	25.00%	$1,361.25
WEBSITE HOSTING	Managed hosting fees (monthly), 50GB storage	$350.00	monthly	25.00%	$262.50
WEBSITE HOSTING	Managed hosting fees (annually), 50GB storage	$3,850.00	annually	25.00%	$2,887.50
5. CLOUD HOSTING					
CLOUD HOSTING	Startup Hosting fees (monthly; 1 site; 25K visits/mo, 10GB storage, 50GB bandwidth/mo)	$75.00	monthly	20.00%	$60.00
CLOUD HOSTING	Professional Hosting fees (monthly; 3 sites; 75K visits/mo, 15GB storage, 125GB bandwidth/mo)	$150.00	monthly	20.00%	$120.00
6. E-MAIL HOSTING					
E-MAIL HOSTING	E-mail addresses (one (1) mailbox)	$5.00	monthly	20.00%	$4.00
E-MAIL HOSTING	E-mail addresses (five (5) mailboxes)	$25.00	monthly	20.00%	$20.00
E-MAIL HOSTING	E-mail addresses (ten (10) mailboxes)	$50.00	monthly	20.00%	$40.00
7. ACCESSIBILITY SERVICES					
ACCESSIBILITY SERVICES	Accessibe Set Up (one-time fee)	$650.00	each	25.00%	$487.50
ACCESSIBILITY SERVICES	Testing	$100.00	hourly	25.00%	$75.00
ACCESSIBILITY SERVICES	Remediation/compliance repair of website not created by Wilkins	$150.00	hourly	25.00%	$112.50
8. WEB CONTENT MANAGEMENT (WCM)					
WEB CONTENT MANAGEMENT	Wilkins manages website content	$105.00	hourly	25.00%	$78.75
WEB CONTENT MANAGEMENT	Hourly blocks of 24	$2,400.00	blocks of 24	20.00%	$1,920.00
9. WEB TRAINING, MAINTENANCE, AND SUPPORT					
TRAINING	Website Maintenance (Wilkins trains client to maintain website)	$100.00	hourly	20.00%	$80.00
MAINTENANCE MANUAL	Custom, written manual for client to maintain website created by Wilkins	$75.00	hourly	20.00%	$60.00
MAINTENANCE VIDEO TUTORIAL INSTRUCTIONS	Custom video tutorial with instructions for client to maintain website created by Wilkins	$85.00	hourly	20.00%	$68.00
10. TURNKEY SOLUTION					
TURNKEY SOLUTION	Website Design, Development, Hosting, Domain Name, Management, E-mail, Accessibility, Web Content Management, Maintenance, Training and Support				
PROJECT MANAGEMENT	Wilkins PM to manage clients internal team to ensure milestone deliverables are met per above services listed	$150.00	hourly	25.00%	$112.50