

## PRICING SHEET - Rates by Publisher

There are two Excel pricing sheets 'Rates by Publisher' and 'Reports-Hourly' in this file; complete both

Rates by Software Publisher	Do you sell this publisher's products?			Certification Level	Pricing	Comments
	YES		NO	On a 1 - 5 scale (5=best), rate your level	Rate above cost (%); Rate below cost (-%)	
	Direct	Through 3rd Party				
Key Itemized						
Microsoft	X			5	Cost plus 7%	
Adobe	X			5	Cost plus 7%	
IBM		X		4	Cost plus 7%	IBM Software must be procured through our IBM partner, Preferred Partner
Symantec	X			5	Cost plus 7%	
Intel	X			5	Cost plus 7%	
McAfee	X			5	Cost plus 7%	
VMWare	X			5	Cost plus 7%	
CA (Computer Associates)	X			5	Cost plus 7%	
Quest	X			5	Cost plus 7%	
SAP Business Objects	X			5	Cost plus 7%	
Checkpoint	X			5	Cost plus 7%	
TrendMicro	X			5	Cost plus 7%	
BMC			X			
Commvault	X			5	Cost plus 7%	
RedHat	X			5	Cost plus 7%	
Other Itemized						
AI Squared			X			
Apple			X			
Attachmate	X			5	Cost plus 7%	
Autodesk	X			5	Cost plus 7%	
Bakbone	X			5	Cost plus 7%	
Barracuda			X			
Cisco			X			
Citrix	X			5	Cost plus 7%	
Compuware			X			
Corel	X			5	Cost plus 7%	
Doubletake	X			5	Cost plus 7%	
EMC	X			5	Cost plus 7%	
Enchoice			X			
ESET	X			5	Cost plus 7%	
ESRI			X			
Freedom Scientific			X			
Guardian Edge			X			
GW Micro			X			
HumanWare			X			
Hummingbird Exceed	X			5	Cost plus 7%	
ICM Conversions			X			
HP	X			5	Cost plus 7%	
Information Builders			X			
Kronos Software	X			5	Cost plus 7%	

LANDesk	X			5	Cost plus 7%	
Laserfische			X			
Lotus		X		5	Cost plus 7%	IBM Software must be procured through our IBM partner, Preferred Partner
Microfocus	X			5	Cost plus 7%	
Mindjet	X			5	Cost plus 7%	
MPS			X			
MQSoftware			X			
nCircle			X			
Novell	X			5	Cost plus 7%	
Nuance	X			5	Cost plus 7%	
Oracle			X			
OSAM			X			
Passpoint			X			
SAS			X			
Sophos	X			5	Cost plus 7%	
<del>Solutions Software</del>						
Splunk Software			X			
Stellent			X			
Sun Gard			X			
Sybase	X			5	Cost plus 7%	
Techsmith	X			5	Cost plus 7%	
Titus			X			
Ultrabac			X			
Websense	X			5	Cost plus 7%	
<b>Non-Itemized*</b>					<b>One Rate Only for All Non-Itemized Publishers</b>	
All Other		x			Cost plus 7%	
<b>Other (not previously itemized) Directly Represented Lines</b>						<b>Add Lines as needed</b>
Absolute Software	X			5	Cost plus 7%	
Acronis	X			5	Cost plus 7%	
AVG	X			5	Cost plus 7%	
Kaspersky	X			5	Cost plus 7%	

## PRICING SHEET - Reports - Hourly

There are two Excel pricing sheets 'Rates by Publisher' and 'Reports-Hourly' in this file; complete both

Insert Lines as needed

### Consulting Assistance

Staff Position Description	Hourly Rate
Full Day (6 hour) workshop for up to 15 participants (Travel expenses if site is beyond 30 miles from a major international airport may be added)	\$1995.00/day
Houtly training rate (Minimum three hours) (Travel expenses if site is beyond 30 miles from a major international airport may be added)	\$250.00/ hour

### Custom Reports

Description	Pricing

### Other Optional Services

Description	Pricing