

# PRICING SHEET 1 (There are two pricing sheets)

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			
<b>Key Itemized</b>					
Microsoft					
Adobe					
IBM					
Symantec					
McAfee					
VMWare					
CA (Computer Associates)					
Quest					
SAP Business Objects					
Checkpoint					
TrendMicro					
BMC					
Commvault					
RedHat					
<b>Other Itemized</b>					
Apple					
Attachmate					
Autodesk					
Bakbone					
Barracuda					
Cisco					
Citrix					
Compuware					
Corel					
Doubletake					
EMC					
Enchoice					
ESRI					
Guardian Edge					
ICM Conversions					
HP					
Information Builders					
Kronos Software					
LANDesk					
Laserfische					
Lotus					
Microfocus					
MPS					
MQSoftware					
nCircle					
Novell					
Nuance					
Oracle					
OSAM					

Passpoint		
SAS		
Solutions Software		
Splunk Software		
Stellent		
Sun Gard		
Titus		
Ultrabac		
Websense		

**Non-Itemized\***

All Other

*Other (not previously itemized)*  
*Directly Represented Lines*

X  
X  
X  
X  
X  
X  
X

X

**One Rate for All**

**Add Lines as needed**

**PRICING SHEET 2 - There are two pricing sheets.**  
**Insert Lines as needed**

<b>Consulting Assistance</b>	
<b>Staff Position Description</b>	<b>Hourly Rate</b>

<b>Custom Reports</b>	
<b>Description</b>	<b>Pricing</b>

<b>Other Optional Services</b>	
<b>Description</b>	<b>Pricing</b>