

**Web-Hed Technologies, Inc. DBA WEBHEAD**  
**APPENDIX C – PRICING INDEX**  
**DIR-CPO-5218**  
**Comprehensive Web Development and Managed Services**

Service Category	Unit of Measure	MSRP COST EACH/Per Unit	DISCOUNT OF MSRP/List Price	DIR Cust Price EACH/Per Unit	Svc Zone
<b>1-WEBSITE DESIGN/DEVELOPMENT</b>					
<b>To include but not limited to:</b>					
Project Coordinator	Hourly	\$95.00	9.75%	\$85.74	All
Project Manager - Manager	Hourly	\$137.47	9.75%	\$124.07	All
Project Manager - Senior	Hourly	\$160.00	9.75%	\$144.40	All
Quality Assurance	Hourly	\$137.47	9.75%	\$124.07	All
Requirements Discovery	Hourly	\$137.47	9.75%	\$124.07	All
Search Engine Optimization	Hourly	\$120.00	9.75%	\$108.30	All
UI/UX Wireframing	Hourly	\$147.50	9.75%	\$133.12	All
Video Production	Hourly	\$160.00	9.75%	\$144.40	All
Website Consulting	Hourly	\$160.00	9.75%	\$144.40	All
Website Development	Hourly	\$147.50	9.75%	\$133.12	All
Website Production	Hourly	\$137.45	9.75%	\$124.05	All
Graphic Design	Hourly	\$148.18	9.75%	\$133.73	All
Application/Software Development	Hourly	\$160.00	9.75%	\$144.40	All
GIS Development	Hourly	\$160.00	9.75%	\$144.40	All
Database Desing, Adm, Development	Hourly	\$160.00	9.75%	\$144.40	All
<b>2. DOMAIN NAME SYSTEM (DNS) MANAGEMENT</b>					
<b>To include but not limited to:</b>					
Registration/Renewal-1 year (.com, .net, .org, .info, .us top level domains. All others quoted at market rates.)	Per/Domain	\$80.76	9.75%	\$72.89	All
Registration/Renewal-2 year (.com, .net, .org, .info, .us top level domains. All others quoted at market rates.)	Per/Domain	\$151.77	9.75%	\$136.97	All
Registration/Renewal-5 year (.com, .net, .org, .info, .us top level domains. All others quoted at market rates.)	Per/Domain	\$199.00	9.75%	\$179.60	All
Domain Registry /research, management, set-up or transfer	Hourly	\$147.50	9.75%	\$133.12	All
<b>3. BUSINESS ANALYSIS SERVICES</b>					
<b>To include but not limited to:</b>					
Advising Services – Providing guidance, planning and process design to define the organization’s plans for leveraging the web for internal and external stakeholders.	Hourly	\$176.25	20.00%	\$141.00	All
Digital Marketing Services - website marketing, search engine optimization (SEO), content marketing, PPC advertising, social media marketing, email marketing, video marketing, and affiliate marketing.	Hourly	\$176.25	20.00%	\$141.00	All
Cyber & IT Security Services - Providing guidance, planning and process design to define the organization’s plans against intrusions and cyber-attacks is to protect devices, networks, software, and data throughout an organization’s whole information system.	Hourly	\$250.00	20.00%	\$200.00	All
<b>4. WEBSITE HOSTING</b>					
<b>To include but not limited to:</b>					
Technical Consulting - Research, review and recommend hosting solutions for large enterprise websites	Hourly	\$160.00	9.75%	\$144.40	All

**Web-Hed Technologies, Inc. DBA WEBHEAD**  
**APPENDIX C – PRICING INDEX**  
**DIR-CPO-5218**  
**Comprehensive Web Development and Managed Services**

Service Category	Unit of Measure	MSRP COST EACH/Per Unit	DISCOUNT OF MSRP/List Price	DIR Cust Price EACH/Per Unit	Svc Zone
24/7 monitoring and trouble shooting support	Monthly	\$500.00	9.75%	\$451.25	All
CMS Security Maintenance -updates to patch security issues in the CMS (other located hosting)	Quarterly	\$330.00	9.75%	\$297.83	All
CMS Security Maintenance -updates to patch security issues in the CMS. Required for any website hosted on Webhead servers (Webbhead Shared Hosting, maintenance performed monthly)	Quarterly	\$225.00	9.75%	\$203.06	All
Standard Hosting (dedicated) - Shared Hosting on LiquidWeb infrastructure - For high traffic sites, multiple websites, and small apps. 4 cores @ 3.5 GHz (3.9 Max Turbo), 16 GB RAM 2 x 240 GB SSD Primary Disk, 1 x 1 TB SATA Backup Disk 5 TB Bandwidth 250 GB Acronis Cyber Backups. Additional add-on will be quoted	Annually	\$2,686.50	9.75%	\$2,424.57	All
Enhanced Hosting (dedicated) - Shared hosting on Liquid Web infrastructure - For databases, small SaaS 16 cores @ 2.9 GHz (3.9 Max Turbo) 32 GB RAM 2 x 480 GB SSD Primary Disk 1 x 2 TB SATA Backup Disk, 8 TB Bandwidth, 250 GB Acronis Cyber Backups	Annually	\$4,036.50	9.75%	\$3,642.94	All
Enterprise (dedicated) - Multi-user apps, big databases, large SaaS, virtualization. 32 cores @ 2.9 GHz (3.9 Max Turbo), 64 GB RAM, 2 x 480 GB SSD Primary Disk 1 x 2 TB SATA Backup Disk, 8 TB Bandwidth, 250 GB Acronis Cyber Backups	Annually	\$6,736.50	9.75%	\$6,079.69	All
<b>5. CLOUD HOSTING</b>					
<b>To include but not limited to:</b>					
Technical Consulting - Research, review and recommend hosting solutions for large enterprise websites	Hourly	\$160.00	9.75%	\$144.40	All
Maintenance for hosting plans	Hourly	\$148.18	9.75%	\$133.73	All
Set-up Cloud hosting support and management	Per/URL	\$160.00	9.75%	\$144.40	All
<b>6. E-MAIL HOSTING</b>					
<b>To include but not limited to:</b>					
Email Software or Newsletter SaaS Platforms - Various platforms (Microsoft 365, Campaign Monitor, Mail Chimp, Constant Contact, etc) Tiered List Prices / *Quoted per Project	Per/Account Monthly		4.75%		All
<b>7-ACCESSIBILITY SERVICES</b>					
<b>To include but not limited to:</b>					
Accessibility Audit - Technical Consulting, Research, Recommendation for Audit Process	Hourly + Cost of Audit	\$147.50	9.75%	\$133.12	All

**Web-Hed Technologies, Inc. DBA WEBHEAD**  
**APPENDIX C – PRICING INDEX**  
**DIR-CPO-5218**  
**Comprehensive Web Development and Managed Services**

Service Category	Unit of Measure	MSRP COST EACH/Per Unit	DISCOUNT OF MSRP/List Price	DIR Cust Price EACH/Per Unit	Svc Zone
WCAG Compliance Testing	Hourly	\$147.50	9.75%	\$133.12	All
PDF Testing and Remediation *Quoted per Project	Per/Page		9.75%		All
Form Testing and Remediation *Quoted per Project	Per/Form		9.75%		All
<b>8. WEB CONTENT MANAGEMENT (WCM)</b>					
<b>To include but not limited to:</b>					
Website content creation; graphics, video, promotions	Hourly	\$147.50	9.75%	\$133.12	All
Website content Implementation, proofing and uploading into CMS	Hourly	\$147.50	9.75%	\$133.12	All
Website content strategy review, recommendations, planning	Hourly	\$147.50	9.75%	\$133.12	All
Technical Writing and editing content to provide readers with a better understanding of subjects and topics, as well as other forms of content.	Hourly	\$124.20	9.75%	\$112.09	All
<b>9. WEB TRAINING, MAINTENANCE, AND SUPPORT</b>					
<b>To include but not limited to:</b>					
CMS Training - Remote access	Hourly	\$147.50	9.75%	\$133.12	All
Troubleshooting website by senior web developer, priority review, recommendations, repair	Hourly	\$147.50	9.75%	\$133.12	All
Minor changes to website, code, them, page navigation, or functionality	Hourly	\$137.50	9.75%	\$124.09	All
Accessibility training for content managers. <u>This half day</u> session will share best practices for keeping your website WCAG compliant. (Half day = 4 hours)	Per/Session	\$1,500.00	9.75%	\$1,353.75	All
Accessibility training for content managers and technical teams. <u>This full day</u> session will offer a basic training for content managers followed by a more advance session for technical teams. Learn best practices for keeping your website WCAG compliant. (Full day = 8 hours)	Per/Session	\$3,000.00	9.75%	\$2,707.50	All
Email Marketing training workshop, 2-hour	Per/Session	\$500.00	9.75%	\$451.25	All
Social Media training workshop, half-day. (Half day = 4 hours)	Per/Session	\$750.00	9.75%	\$676.88	All
<b>10-TURNKEY SOLUTIONS</b>					
<b>To include but not limited to:</b>					
Website Design, CMS Development, Hosting, Domain Name; Management, Email, Accessibility, Web Content, Management, Maintenance, Training, and Support - Web Application Development Platform – with Managed Services Platform – Custom web/mobile app using low code platform; Prod/Dev/Test environments (IaaS services); design, develop & testing services for: Custom development	Per/ Project Quote		20.00%		All