

Respondent Company: \_\_\_DSM.net, Inc.\_\_\_\_\_

**Testing Solutions**

Product Name	Product Description	MSRP	Discount	State of Florida Price
Test Services Package (Work Force Recovery)	Per Additional 8-Hour Test Day Period	\$800.00	10%	\$720.00
Professional Services	Call Scripting, BC/DR services, and other (price per hour - excluding time, expenses, and materials)	\$200.00	25%	\$150.00
WS-L	Workstation specialist	\$ 75.00	15%	\$63.75
SA-L	System Administrator	\$ 110.00	15%	\$93.50
JR-L	Junior Engineer	\$ 130.00	15%	\$110.50
SR-L	Senior Engineer	\$ 150.00	15%	\$127.50
NAr-L	Network Architect	\$ 160.00	15%	\$136.00
NAn-L	Network Analyst	\$ 180.00	15%	\$153.00
PM-L	Project Manager	\$ 180.00	15%	\$153.00
CTO-L	Chief Technology Officer	\$ 295.00	15%	\$250.75
CIO-L	Chief Information Officer	\$ 325.00	15%	\$276.25
COO-L	IT Chief Operating Officer	\$ 295.00	15%	\$250.75
OUITE-L	Operating Unit IT Executive	\$ 210.00	15%	\$178.50
DITE-L	Departmental IT Executive	\$ 250.00	15%	\$212.50
CISO-L	Chief Information Security Officer	\$ 225.00	15%	\$191.25
MBC-L	Manager, Business Continuance	\$ 200.00	15%	\$170.00
BCS-L	Business Continuance Specialist	\$ 160.00	15%	\$136.00
	All solutions are customized to the needs of each customer.			