WidePoint Integrated Solutions Corporation APPENDIX C – PRICING INDEX DIR-CPO-5432 Software (COTS) and Related Services			
Brand	**Category**	**DISCOUNT OF MSRP/List Price**	**Unit of Measure**
1-Software			
WidePoint	SaaS / Mobile or Wireline - Telecom Complete Software Management Solution	15.00%	Per Month
2. Related Services			
WidePoint	Telecom Lifecycle System or Process Training and Support	15.00%	Per Hour
WidePoint	Wireline Inventory and Telecom Expense Management - MACD Order Management Support Services	15.00%	Per Hour
WidePoint	Mobile Device Management (MDM) Tier 1 Help Desk 24x7x365	30.00%	Per Device Per Month
WidePoint	Mobile Device Management (MDM) Tier 2 Help Desk 24x7x365	30.00%	Per Device Per Month
WidePoint	Wireless Device Kitting and Asset Tagging Services	15.00%	Per Instance
WidePoint	Device Return Mailers, when in addition to Kitting services. No additional outbound postage because inserted with replacement	15.00%	Per Instance
WidePoint	Device Return Mailers, when sent separately. Pricing includes outbound USPS postage but not return postage	15.00%	Per Instance
WidePoint	Return Device Testing and Sanitization; Fully test returned devices not physically damaged, placed in client stock	15.00%	Per Instance
WidePoint	Spares management services. Maintaining Stock devices and deploying within client policy for cost reduction	30.00%	Per Device Per Month
WidePoint	Tier 3 EMM/MDM Help Desk Support - Help Desk Manager	15.00%	Per Hour
WidePoint	EMM/MDM Solutions Engineer - Mobile Communications Engineer	15.00%	Per Hour
WidePoint	Mobile Inventory and Telecom Expense Management - Mobile Device Help Desk Support Services	30.00%	Per Device Per Month
WidePoint	Mobile Inventory and Telecom Expense Management - Mobile Device Help Desk Support Services and Order Management Support Services	30.00%	Per Device Per Month
WidePoint	SaaS Solution Custom Implementation Labor Rate; Hourly Labor Rate; Configuration Management Analyst I	15.00%	Per Hour

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Brand	**Category**	**DISCOUNT OF MSRP/List Price**	**Unit of Measure**
WidePoint	SaaS Solution Custom Integration Labor Rate; Hourly Labor Rate; Software Systems Engineer - Intermediate	15.00%	Per Hour
WidePoint	SaaS Solution Custom Configuration Labor Rate; Hourly Labor Rate; Configuration Management Analyst II	15.00%	Per Hour
WidePoint	Telecom Management Business Analysis Labor Rate; Hourly Labor Rate; Business Analyst 1	15.00%	Per Hour
WidePoint	Telecom Management Project Management Labor Rate; Hourly Labor Rate; Project Manager	15.00%	Per Hour
VOLUME DISCOUNTS			
Qty	**Category**	**Additonal Discount**	**Total Discount**
Up to 250 Devices	Mobile Inventory and Telecom Expense Management Enterprise Software Base License package.	0.00%	15.00%
250 to 500 Devices	The cost for each unit added after 250.	5.00%	20.00%
500 - 999 Mobile Devices	Telecom Management Software	10.00%	25.00%
1000 - 2499 Mobile Devices	Telecom Management Software	15.00%	30.00%
2500 - 4999 Mobile Devices	Telecom Management Software	20.00%	35.00%
5000 - 9999 Mobile Devices	Telecom Management Software	30.00%	45.00%
10000 - 14999 Mobile Devices	Telecom Management Software	35.00%	50.00%
15000 - 19999 Mobile Devices	Telecom Management Software	45.00%	60.00%
20000 + Mobile Devices	Telecom Management Software	50.00%	65.00%
Additional Discount Based On Aggregate Sales			
$100,000.00 - $249,999	Telecom Expense Management SaaS Total annual expenditures	5.00%	20.00%
$250,000.00 - $999,999	Telecom Expense Management SaaS Total annual expenditures	7.00%	22.00%
Over $1,000,000.00	Telecom Expense Management SaaS Total annual expenditures	10.00%	25.00%