



PERCONTI DATA SYSTEMS, INC.

Software Design and Data Systems Consulting

June 1, 2018

Dear CD-Plus Customer:

As we normally do, we are publishing our rates for the upcoming maintenance period (effective October 1, 2018 or January 1, 2019). While this year's pricing includes modest cost increases, the number of hours is also increasing so the **overall hourly rate is actually a reduction**. We strive to be able to keep our costs down and be able to pass this on to you by keeping the maintenance rates low.

We are continually striving to meet and exceed the demands of our customers, while keeping maintenance reliable, affordable, and a value to those who continually renew their contracts.

The pricing structure is below:

<u>Plan</u>	<u># of hours (per month)</u>	<u>Annual Cost</u>
Diamond	160 (dedicated)	\$175,000
Platinum	88	\$80,000
Titanium	68	\$68,000
Gold	44	\$52,000
Silver	26	\$40,000
Bronze	12	\$18,000

These hours will be averaged using a rolling average over the course of the year.

We would recommend choosing a plan that suits your anticipated needs over the year as well as fits your budget. All CD-Plus Online customers must have at least the Silver maintenance plan. For recommendations on which plan would be best for you, please call me and we can discuss your options. Keep in mind that there are many things that can be done with you maintenance hours – **training, consulting, and custom changes and reports are all things that can alleviate the strain of reduced staff levels.**

Perconti Data Systems, Inc. reserves the right to not offer maintenance or limit the plan offerings for customers based upon, but not limited to; past usage, modules, number of users, system environment, customer support staff or transition requirements. If you have any questions regarding your options, please contact me.

Invoices will be going out at the beginning of September, for those on the fiscal year; December, for those on the calendar year.

Sincerely,
Perconti Data Systems, Inc.

Brian Perconti, Sr.

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