



PERCONTI DATA SYSTEMS , INC.

Software Design and Data Systems Consulting

March 1, 2020

Dear CD-Plus Customer:

As we normally do, we are publishing our rates for the upcoming maintenance period (effective October 1, 2020 or January 1, 2021). We strive to be able to keep our costs down and to 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.

We have committed to holding these maintenance prices for next year (2021).

The pricing structure is below – same as for 2020:

| <u>Plan</u> | <u># of hours (per month)</u> | <u>Annual Cost</u> |
|-------------|-------------------------------|--------------------|
| Platinum | 88 | \$85,000 |
| Titanium | 66 | \$70,000 |
| Gold | 44 | \$57,000 |
| Silver | 24 | \$40,000 |

These monthly hours will be averaged using a rolling average over the course of the year but they cannot be saved up and redeemed in a single month.

We would recommend choosing a plan that suits your anticipated needs over the year as well as fits your budget. All CD-Plus customers using the PDS Webserver or Mobile must have at least the Silver maintenance plan which is now our lowest plan. For recommendations on which plan would be best for you, please call and we can discuss your options. Keep in mind that there are many things that can be done with your maintenance hours – **training, 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 in September 1st for fiscal year (FY) clients and December 1st for calendar year (CY) clients.

Sincerely,

Perconti Data Systems, Inc.

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