

DIR-SDD-TMP-117, Comprehensive Web Development and Management Services  
 Bid Package 2

VENDOR NAME: The Wilkins Group, Inc.

Instructions: Please provide information on pricing and proposed discounts for Evaluation by DIR. Add lines as needed.

<i>Please provide pricing structure below for each service listed in Bid Package 5 (e.g. monthly, hourly, reoccurring fees, one time fee, blended rates, etc)</i>	Total Discount	Admin Fee	Customer Discount	MSRP	Customer Price	
<b>EXAMPLE</b>	<b>32%</b>	<b>2%</b>	<b>30%</b>	<b>\$100.00</b>	<b>\$70.00</b>	
<b>1. Website Design/Development</b>						
Copyright Editor/Technical Writer & Quality Assurance	23.25%	1.25%	22%	\$30.00	\$23.40	hourly
Graphics Designer	23.25%	1.25%	22%	\$55.00	\$42.90	hourly
Web Site Architect	23.25%	1.25%	22%	\$65.00	\$50.70	hourly
Programmer Level I (HTML, PHP, Java, ASP, CGI, .NET, Perl, VB)	23.25%	1.25%	22%	\$75.00	\$58.50	hourly
Programmer Level II (HTML, PHP, Java, ASP, CGI, .NET, Perl, VB)	23.25%	1.25%	22%	\$95.00	\$74.10	hourly
Project Manager	23.25%	1.25%	22%	\$95.00	\$74.10	hourly
Database Analyst	23.25%	1.25%	22%	\$110.00	\$85.80	hourly
<b>2. Website Hosting</b>						
Windows (Dedicated)-unlimited space	23.25%	1.25%	22%	\$840.00	\$655.20	monthly
Linux/Unix/Apache (Dedicated)-unlimited space	23.25%	1.25%	22%	\$600.00	\$468.00	monthly
Windows (Shared)-up to 10GB	23.25%	1.25%	22%	\$150.00	\$117.00	monthly
Linux/Unix/Apache (Shared)-up to 10GB	23.25%	1.25%	22%	\$125.00	\$97.50	monthly
<b>3. Domain Name System (DNS) Management</b>	13.25%	1.25%	12%	\$12.00	\$10.56	monthly
<b>4. Business Tools</b>						
E-newsletter	23.25%	1.25%	22%	\$75.00	\$58.50	hourly
.mobi	23.25%	1.25%	22%	\$12.00	\$9.36	monthly
Web site Statistics	23.25%	1.25%	22%	\$12.00	\$9.36	monthly
Web site Marketing	23.25%	1.25%	22%	\$75.00	\$58.50	hourly
RSS	23.25%	1.25%	22%	\$20.00	\$15.60	monthly
Podcasts	23.25%	1.25%	22%	\$20.00	\$15.60	monthly
Discussion Boards	23.25%	1.25%	22%	\$30.00	\$23.40	monthly
<b>5. E-mail Hosting</b>						
Up to 50 email accounts	23.25%	1.25%	22%	\$10.00	\$7.80	monthly
Up to 100 email accounts	23.25%	1.25%	22%	\$20.00	\$15.60	monthly
Up to 200 email accounts	23.25%	1.25%	22%	\$40.00	\$31.20	monthly
Unlimited email accounts	23.25%	1.25%	22%	\$100.00	\$78.00	monthly
<b>6. Accessibility</b>	13.25%	1.25%	12%	\$50.00	\$44.00	hourly
<i>(Software products may be included in this category only)</i>						
<b>7. Web Content Management</b>	13.25%	1.25%	12%	\$125.00	\$110.00	hourly
<b>8. Future Customization</b>						
Copyright Editor/Technical Writer & Quality Assurance	33.25%	1.25%	32%	\$30.00	\$20.40	hourly
Graphics Designer	33.25%	1.25%	32%	\$55.00	\$37.40	hourly
Web Site Architect	33.25%	1.25%	32%	\$65.00	\$44.20	hourly
Programmer Level I (HTML, PHP, Java, ASP, CGI, .NET, Perl, VB)	33.25%	1.25%	32%	\$75.00	\$51.00	hourly
Programmer Level II (HTML, PHP, Java, ASP, CGI, .NET, Perl, VB)	33.25%	1.25%	32%	\$95.00	\$64.60	hourly
Project Manager	33.25%	1.25%	32%	\$95.00	\$64.60	hourly
Database Analyst	33.25%	1.25%	32%	\$110.00	\$74.80	hourly
<b>9. Maintenance, Training, Support</b>						
Copyright Editor/Technical Writer & Quality Assurance	33.25%	1.25%	32%	\$30.00	\$20.40	hourly
Graphics Designer	33.25%	1.25%	32%	\$55.00	\$37.40	hourly
Web Site Architect	33.25%	1.25%	32%	\$65.00	\$44.20	hourly
Programmer Level I (HTML, PHP, Java, ASP, CGI, .NET, Perl, VB)	33.25%	1.25%	32%	\$75.00	\$51.00	hourly
Programmer Level II (HTML, PHP, Java, ASP, CGI, .NET, Perl, VB)	33.25%	1.25%	32%	\$95.00	\$64.60	hourly
Project Manager	33.25%	1.25%	32%	\$95.00	\$64.60	hourly
Database Analyst	33.25%	1.25%	32%	\$110.00	\$74.80	hourly
Training	33.25%	1.25%	32%	\$100.00	\$68.00	hourly
Phone Support	33.25%	1.25%	32%	\$75.00	\$51.00	hourly
<b>10. Turnkey Solution</b>	23.25%	1.25%	22%	\$12.00-\$125.00	\$9.36-\$97.50	hourly