

**MASTER AGREEMENT E194-73092-MA2193**

**BETWEEN**

**THE COMMONWEALTH OF VIRGINIA**

**AND**

**OFFICEPRO, INC.**

**PRICING SCHEDULE**

Reference Attachment B Section 2.

The pricing schedule is a model with multiple delivery platforms, course names, lengths of training time, and number ranges of students. Services outside of the model will require negotiations between the Participating Entity and the Contractor because of the diversity of an entity's needs such as delivery method, a stand-alone class or a program of classes, number of students, and course customization. Prices shown in the table include the items below; however, do not include travel and travel-related expenses:

- a. Training instructor salary and fees;
- b. Cost of exams; and
- c. Production and preparation of any reports.

#	Type of Delivery	Course Name	Length of Time	Number of Students			
				12 - 19 Students	20 + Students	50+	100+
1	Classroom	Name of Course	One Day				
				<b>\$128</b>	<b>\$126</b>	<b>\$120</b>	<b>\$80</b>
2	Asynchronous Online Course	Name of Course	# Contact Hours	1 - 19 seats	20+ seats	50+ seats	100+ seats
				<b>\$75</b>	<b>\$60</b>	<b>\$30</b>	<b>\$20</b>
3	Synchronous Online Course	Name of Course	# Contact Hours	12 - 19 seats	20+ seats	50+ seats	100+ seats
				<b>\$102</b>	<b>\$100</b>	<b>\$96</b>	<b>\$64</b>
4	Asynchronous	Name of Webinar	One Contact Hour	1 -19 seats	20+ seats	50+ seats	100+ seats
				<b>\$90</b>	<b>\$72</b>	<b>\$40</b>	<b>\$30</b>
5	Synchronous	Name of Webinar	One Contact Hour	12 - 19 seats	20+ seats	50+ seats	100+ seats
				<b>\$180</b>	<b>\$150</b>	<b>\$100</b>	<b>\$70</b>

- Synchronous means learners and instructors are engaged in an online course at the same time.
- Asynchronous means learners are engaged in an online course on their own schedule.
- Participating Entities may purchase seats or course development services in advance for a specified period of time. Prices may be negotiated.

## 2. DISCOUNT STRUCTURE

Invoice payment discount: Contractor payment terms are 2%, net 15; therefore, a discount of 2% will apply if the invoice payment is received within 15 days of the invoice date.