

New York Wired for Education, Inc., Product Pricing

October 24, 2003

Skillsoft MultiModal Learning End User

Comprehensive library of desktop applications including such topics as MS Office, Browsers, Lotus Notes, and more. These self-paced courses include books, 24 x 7 support. (Approx. 200+ Courses)

**Pricing is per person per timeframe and includes unlimited usage of all courses in library during that timeframe.

Part Number	Annual Price	Two Year Price (2% discount)	Three Year Price (4% discount)	Commerical Price	Percent Discount
	IBT-EUML-1	IBT-EUML-2	IBT-EUML-3		
1 to 99	\$50.00	\$98.00	\$144.00	\$ 85.00	41%
100 to 249	\$47.00	\$92.12	\$135.36		45%
250 to 499	\$45.00	\$88.20	\$129.60		47%
500 to 999	\$40.00	\$78.40	\$115.20		53%
1,000 to 2,499	\$37.00	\$72.52	\$106.56		56%
2,500 to 4,999	\$35.00	\$68.60	\$100.80		59%
5,000 to 9,999	\$30.00	\$58.80	\$86.40		65%
10,000+	Custom	Custom	Custom		

Skillsoft Multimodal Learning Business Management Skills

Foster knowledge through continued learning in your organization with business management and leadership courses. Includes Books 24 x 7 support. (Approx. 700+ Courses)

**Pricing is per person per timeframe and includes unlimited usage of all courses in library during that timeframe.

Part Number	Annual Price	Two Year Price (2% discount)	Three Year Price (4% discount)	Commerical Price	Percent Discount
	IBT-BMSML-1	IBT-BMSML-2	IBT-BMSML-3		
1 to 99	\$250.00	\$490.00	\$720.00	\$ 450.00	44%
100 to 249	\$180.00	\$352.80	\$518.40		60%
250 to 499	\$175.00	\$343.00	\$504.00		61%
500 to 999	\$170.00	\$333.20	\$489.60		62%
1,000 to 2,499	\$165.00	\$323.40	\$475.20		63%
2,500 to 4,999	\$155.00	\$303.80	\$446.40		66%
5,000 to 9,999	\$150.00	\$294.00	\$432.00		67%
10,000+	Custom	Custom	Custom		

Skillsoft MultiModal Learning Information Technology

(includes: Networking & Operating System (NOS), Programming & Web Development (PWD) and Design and Media (D&M))

Engage in the best e-learning available with this integrated library for all computer professionals. The library includes courses in topics ranging from networks, operating systems, and programming, to web development, and design & media. Includes Books 24x7 support and test prep support. (Approx. 1500+ Courses)

**Pricing is per person per timeframe and includes unlimited usage of all courses in library during that timeframe.

Part Number	Annual Price	Two Year Price (2% discount)	Three Year Price (4% discount)	Commerical Price	Percent Discount
	IBT-ITML-1	IBT-ITML-2	IBT-ITML-3		
1 to 99	\$300.00	\$588.00	\$864.00	\$ 450.00	33%
100 to 249	\$230.00	\$450.80	\$662.40		49%
250 to 499	\$220.00	\$431.20	\$633.60		51%
500 to 999	\$210.00	\$411.60	\$604.80		53%
1,000 to 2,499	\$200.00	\$392.00	\$576.00		56%
2,500 to 4,999	\$190.00	\$372.40	\$547.20		58%
5,000 to 9,999	\$180.00	\$352.80	\$518.40		60%
10,000+	Custom	Custom	Custom		

Skillsoft MultiModal Learning Complete Library

Comprehensive library of desktop applications, information technology and business skills courses, includes books, 24 x 7 support. (Approx. 2600 courses)

**Pricing is per person per timeframe and includes unlimited usage of all courses in library during that timeframe.

Part Number	Annual	Two Year	Three Year	Commerical Price	Percent Discount
	Price	Price (2% discount)	Price (4% discount)		
	IBT-CLML-1	IBT-CLML-2	IBT-CLML-3		
1 to 99	\$400.00	\$784.00	\$1,152.00	\$ 675.00	41%
100 to 249	\$350.00	\$686.00	\$1,008.00		48%
250 to 499	\$325.00	\$637.00	\$936.00		52%
500 to 999	\$300.00	\$588.00	\$864.00		56%
1,000 to 2,499	\$275.00	\$539.00	\$792.00		59%
2,500 to 4,999	\$250.00	\$490.00	\$720.00		63%
5,000 to 9,999	\$225.00	\$441.00	\$648.00		67%
10,000+	Custom	Custom	Custom		

Skillsoft End User

Comprehensive library of desktop applications including such topics as MS Office, Browsers, Lotus Notes, and more. (Approx. 200+ Courses)

**Pricing is per person per timeframe and includes unlimited usage of all courses in library during that timeframe.

Part Number	Annual	Two Year	Three Year	Commerical Price	Percent Discount
	Price	Price (2% discount)	Price (4% discount)		
	IBT-EU-1	IBT-EU-2	IBT-EU-3		
1 to 99	\$35.00	\$68.60	\$100.80	\$ 55.00	36%
100 to 249	\$32.50	\$63.70	\$93.60		41%
250 to 499	\$30.00	\$58.80	\$86.40		45%
500 to 999	\$27.50	\$53.90	\$79.20		50%
1,000 to 2,499	\$25.00	\$49.00	\$72.00		55%
2,500 to 4,999	\$22.50	\$44.10	\$64.80		59%
5,000 to 9,999	\$20.00	\$39.20	\$57.60		64%
10,000+	Custom	Custom	Custom		

Skillsoft Business Management Skills

Foster knowledge through continued learning in your organization with business management and leadership courses. (Approx. 700+ Courses)

**Pricing is per person per timeframe and includes unlimited usage of all courses in library during that timeframe.

Part Number	Annual	Two Year	Three Year	Commerical Price	Percent Discount
	Price	Price (2% discount)	Price (4% discount)		
	IBT-USWBMS-1	IBT-USWBMS-2	IBT-USWBMS-3		
1 to 99	\$60.00	\$117.60	\$172.80	\$ 293.00	80%
100 to 249	\$59.00	\$115.64	\$169.92		80%
250 to 499	\$58.00	\$113.68	\$167.04		80%
500 to 999	\$57.00	\$111.72	\$164.16		81%
1,000 to 2,499	\$56.00	\$109.76	\$161.28		81%
2,500 to 4,999	\$55.00	\$107.80	\$158.40		81%
5,000 to 9,999	\$52.00	\$101.92	\$149.76		82%
10,000+	Custom	Custom	Custom		

Skillsoft Information Technology

(includes: Networking & Operating System (NOS), Programming & Web Development (PWD) and Design and Media D&M))

Engage in the best e-learning available with this integrated library for all computer professionals. The library includes courses in topics ranging from networks, operating systems, and programming, to web development, and design & media. (Approx. 1500+ Courses)

**Pricing is per person per timeframe and includes unlimited usage of all courses in library during that timeframe.

Part Number	Annual Price	Two Year Price (2% discount)	Three Year Price (4% discount)	Commerical Price	Percent Discount
	IBT-IT-1	IBT-IT-2	IBT-IT-3		
1 to 99	\$120.00	\$235.20	\$345.60	\$ 293.00	59%
100 to 249	\$115.00	\$225.40	\$331.20		61%
250 to 499	\$110.00	\$215.60	\$316.80		62%
500 to 999	\$105.00	\$205.80	\$302.40		64%
1,000 to 2,499	\$100.00	\$196.00	\$288.00		66%
2,500 to 4,999	\$95.00	\$186.20	\$273.60		68%
5,000 to 9,999	\$90.00	\$176.40	\$259.20		69%
10,000+	Custom	Custom	Custom		

Skillsoft Complete Library

Comprehensive library of desktop applications, information technology and business skills courses. (Approx. 2600 courses)

**Pricing is per person per timeframe and includes unlimited usage of all courses in library during that timeframe.

Part Number	Annual Price	Two Year Price (2% discount)	Three Year Price (4% discount)	Commerical Price	Percent Discount
	IBT-CL-1	IBT-CL-2	IBT-CL-3		
1 to 99	\$170.00	\$333.20	\$489.60	\$ 439.00	61%
100 to 249	\$165.00	\$323.40	\$475.20		62%
250 to 499	\$160.00	\$313.60	\$460.80		64%
500 to 999	\$155.00	\$303.80	\$446.40		65%
1,000 to 2,499	\$145.00	\$284.20	\$417.60		67%
2,500 to 4,999	\$135.00	\$264.60	\$388.80		69%
5,000 to 9,999	\$130.00	\$254.80	\$374.40		70%
10,000+	Custom	Custom	Custom		

Skillsoft GoTrain Environmental, Safety and Health Courses

Compliance-based training for OSHA, EPA and DOT

**Pricing is per person per timeframe and includes unlimited usage of all courses in library during that timeframe.

Part Number-	Annual Price	Two Year Price (2% discount)	Three Year Price (4% discount)	Commerical Price	Percent Discount
	IBT-GT-1	IBT-GT-2	IBT-GT-3		
1 to 99	\$110.00	\$215.60	\$316.80	\$ 195.00	44%
100 to 249	\$105.00	\$205.80	\$302.40		46%
250 to 499	\$100.00	\$196.00	\$288.00		49%
500 to 999	\$95.00	\$186.20	\$273.60		51%
1,000 to 2,499	\$90.00	\$176.40	\$259.20		54%
2,500 to 4,999	\$85.00	\$166.60	\$244.80		56%
5,000 to 9,999	\$80.00	\$156.80	\$230.40		59%
10,000+	Custom	Custom	Custom		

Skillsoft ToolWire Virtual Lab Training

Virtual lab training for CISCO and Microsoft Certification. Price is per virtual lab offering.

Part Number-	Annual	Two Year	Three Year	Commerical	Percent
	Price	Price (2% discount)	Price (4% discount)		
	IBT-TW-1	IBT-TW-2	IBT-TW-3		
ICND	\$375.00	\$735.00	\$1,080.00	\$ 439.00	15%
BSCN	\$375.00	\$735.00	\$1,080.00	\$ 439.00	15%
BCMSN	\$205.00	\$401.80	\$590.40	\$ 242.00	15%
BCRAN	\$295.00	\$578.20	\$849.60	\$ 349.00	15%
CIT	\$195.00	\$382.20	\$561.60	\$ 227.00	14%
CCNP PAK	\$750.00	\$1,470.00	\$2,160.00	\$ 880.00	15%
CCNA/CCNP P/	\$850.00	\$1,666.00	\$2,448.00	\$ 998.00	15%
1561	\$50.00	\$98.00	\$144.00	\$ 60.00	17%
2126	\$180.00	\$352.80	\$518.40	\$ 210.00	14%
2150	\$75.00	\$147.00	\$216.00	\$ 90.00	17%
2151	\$65.00	\$127.40	\$187.20	\$ 75.00	13%
2152	\$190.00	\$372.40	\$547.20	\$ 220.00	14%
2153	\$125.00	\$245.00	\$360.00	\$ 145.00	14%
2154	\$110.00	\$215.60	\$316.80	\$ 130.00	15%
MCSE PAK	\$550.00	\$1,078.00	\$1,584.00	\$ 650.00	15%
WINDOWS 200	\$675.00	\$1,323.00	\$1,944.00	\$ 795.00	15%

Books 24x7 IT Pro

You'll find thousands of full electronic versions of top technical books, fully searchable and consistently presented.

**Pricing is per person per timeframe and includes unlimited usage of all books in library during that timeframe.

Number of Users	Annual	Two-Year	Three-Year	Commerical	Percent
	Subscription	Subscription	Subscription		
		(2% discount)	(4% discount)		
Part Number-	IBT-ITP-1	IBT-ITP-2	IBT-ITP-3		
1 to 99	\$200.00	\$392.00	\$576.00	\$ 399.00	50%
100 to 249	\$142.00	\$278.32	\$408.96		64%
250 to 499	\$130.00	\$254.80	\$374.40		67%
500 to 999	\$118.00	\$231.28	\$339.84		70%
1,000 to 1,999	\$83.00	\$162.68	\$239.04		79%
2,000 to 2,999	\$71.00	\$139.16	\$204.48		82%
3,000 to 3,999	\$59.00	\$115.64	\$169.92		85%
4,000 to 4,999	\$48.00	\$94.08	\$138.24		88%
5,000 to 9,999	\$42.00	\$82.32	\$120.96		89%
10,000+	Custom	Custom	Custom		

Books 24x7 Business Pro

You'll find full electronic versions of top management books, fully searchable and consistently presented.

**Pricing is per person per timeframe and includes unlimited usage of all books in library during that timeframe.

Number of Users	Annual Subscription	Two-Year Subscription	Three-Year Subscription	Commerical Price	Percent Discount
		(2% discount)	(4% discount)		
Part Number-	IBT-M-1	IBT-M-2	IBT-M-3		
1 to 99	\$200.00	\$392.00	\$576.00	\$ 399.00	50%
100 to 249	\$142.00	\$278.32	\$408.96		64%
250 to 499	\$130.00	\$254.80	\$374.40		67%
500 to 999	\$118.00	\$231.28	\$339.84		70%
1,000 to 1,999	\$83.00	\$162.68	\$239.04		79%
2,000 to 2,999	\$71.00	\$139.16	\$204.48		82%
3,000 to 3,999	\$59.00	\$115.64	\$169.92		85%
4,000 to 4,999	\$48.00	\$94.08	\$138.24		88%
5,000 to 9,999	\$42.00	\$82.32	\$120.96		89%
10,000+	Custom	Custom	Custom		

Books 24x7 Office Pro

You'll find full electronic versions of top office software books, fully searchable and consistently presented.

**Pricing is per person per timeframe and includes unlimited usage of all books in library during that timeframe.

Number of Users	Annual Subscription	Two-Year Subscription	Three-Year Subscription	Commerical Price	Percent Discount
		(2% discount)	(4% discount)		
Part Number-	IBT-O-1	IBT-O-2	IBT-O-3		
1 to 99	\$40.00	\$78.40	\$115.20	\$ 49.00	18%
100 to 249	\$22.00	\$43.12	\$63.36		55%
250 to 499	\$19.00	\$37.24	\$54.72		61%
500 to 999	\$17.00	\$33.32	\$48.96		65%
1,000 to 1,999	\$13.00	\$25.48	\$37.44		73%
2,000 to 2,999	\$10.00	\$19.60	\$28.80		80%
3,000 to 3,999	\$9.00	\$17.64	\$25.92		82%
4,000 to 4,999	\$7.00	\$13.72	\$20.16		86%
5,000 to 9,999	\$6.00	\$11.76	\$17.28		88%
10,000+	Custom	Custom	Custom		

Books 24x7 Bundle

Bundled IT Pro, Office Pro, and Business Pro books online.

**Pricing is per person per timeframe and includes unlimited usage of all books in library during that timeframe.

Number of Users	Annual Subscription	Two-Year Subscription	Three-Year Subscription	Commerical Price	Percent Discount
		(2% discount)	(4% discount)		
Part Number-	IBT-ITMO-1	IBT-ITMO-2	IBT-ITMO-3		
1 to 99	\$250.00	\$490.00	\$720.00	\$ 750.00	67%
100 to 249	\$213.00	\$417.48	\$613.44		72%
250 to 499	\$194.00	\$380.24	\$558.72		74%
500 to 999	\$178.00	\$348.88	\$512.64		76%
1,000 to 1,999	\$125.00	\$245.00	\$360.00		83%
2,000 to 2,999	\$107.00	\$209.72	\$308.16		86%
3,000 to 3,999	\$89.00	\$174.44	\$256.32		88%
4,000 to 4,999	\$72.00	\$141.12	\$207.36		90%
5,000 to 9,999	\$62.00	\$121.52	\$178.56		92%
10,000+	Custom	Custom	Custom		

New York Wired Skills Analysis Tool

Skills gap analysis tool show where improvement is needed and courses to take.

**Pricing is per person per timeframe.

Number of Users Part Number-	Annual Subscription	Two-Year Subscription (2% discount)	Three-Year Subscription (4% discount)	Commerical Price	Percent Discount
	IBT-SAT-1	IBT-SAT-2	IBT-SAT-3		
1 to 99	\$35.00	\$68.60	\$100.80	\$ 50.00	30%
100 to 249	\$32.50	\$63.70	\$93.60		35%
250 to 499	\$30.00	\$58.80	\$86.40		40%
500 to 999	\$27.50	\$53.90	\$79.20		45%
1,000 to 2,499	\$25.00	\$49.00	\$72.00		50%
2,500 to 4,999	\$22.50	\$44.10	\$64.80		55%
5,000 to 9,999	\$20.00	\$39.20	\$57.60		60%
10,000+	Custom	Custom	Custom		

New York Wired Custom/Modified Content Development

The development of custom/modified e-learning courses.

List Price	Quoted at time of purchase opportunity based on specific requirements of project
NYS Discount	10%
NYS Net Price	List Price less 10% discount

New York Wired Competency Model and Skill Management

This database correlates job titles with job skills, key word searchable.

Number of Users Part Number	One Time Fee Subscription		
	ITG-01	Commercial Pricing	Percent Discount
1-1000	\$54,750	\$ 73,000.00	25%
1001-2000	\$60,000		18%
2001-3000	\$61,500		16%
3001-4000	\$62,800		14%
4001+	Custom		

Consulting and Training

Part Number	Product or Database Description	NYS Price	Commercial Pricing	Percent Discount
NY-1	Consulting Services daily rate per person includes travel expenses.	\$ 1,300.00	\$ 1,690.00	33%
NY-2	Consultant Hourly Rate	\$ 165.00	\$ 214.50	33%

**Skillsoft Complete Library
(For Educational Institutions only)**

Comprehensive library of desktop applications, information technology and business skills courses. (Approx. 2000 courses)

**Pricing is per person per timeframe and includes unlimited usage of all courses in library during that timeframe.

Part Number	Annual	Two Year	Three Year	Commerical Price	Percent Discount
	Price	Price (5% discount)	Price (10% discount)		
	IBT-CL-1	IBT-CL-2	IBT-CL-3		
1 to 2,499	\$11.09	\$21.07	\$29.94	\$ 439.00	97%
2,500 to 4,999	\$6.65	\$12.64	\$17.96		98%
5,000 to 7,499	\$5.36	\$10.18	\$14.47		99%
7,500 to 9,999	\$4.77	\$9.06	\$12.88		99%
10,000 to 19,999	\$2.70	\$5.13	\$7.29		99%
20,000 to 29,999	\$2.29	\$4.35	\$6.18		99%
30,000 to 39,999	\$1.95	\$3.71	\$5.27		99%
40,000 to 49,999	\$1.25	\$2.38	\$3.38		99%
50,000+	\$1.06	\$2.01	\$2.86		99%

**Skillsoft complete Library and Books 24x7 Complete Library
(For Educational Institutions only)**

Full electronic versions of top books, fully searchable and consistently presented and comprehensive library of desktop applications, information technology and business skills courses.

**Pricing is per person per timeframe and includes unlimited usage of all books in library during that timeframe.

Number of Users Part Number	Annual	Two-Year	Three-Year	Commerical Price	Percent Discount
	Subscription	Subscription	Subscription		
	IBT-ITP-1	IBT-ITP-2	IBT-ITP-3		
1 to 2,499	\$17.05	\$32.40	\$46.04	\$ 838.00	98%
2,500 to 4,999	\$10.23	\$19.44	\$27.62		99%
5,000 to 7,499	\$8.25	\$15.68	\$22.28		99%
7,500 to 9,999	\$7.34	\$13.95	\$19.82		99%
10,000 to 19,999	\$4.16	\$7.90	\$11.23		99%
20,000 to 29,999	\$3.54	\$6.73	\$9.56		99%
30,000 to 39,999	\$3.00	\$5.70	\$8.10		99%
40,000 to 49,999	\$1.92	\$3.65	\$5.18		99%
50,000+	\$1.63	\$3.10	\$4.40		99%

Option 1: Students pricing, including 20% of Staff and Faculty.

Based on Student Full-Time Equivalent (FTE) population. When using the Student FTE model, the license covers Staff/Faculty personnel up to 20% of the Student FTE population at no additional cost. For example, a school licensing their entire student population of 20,000 can provide access to 4,000 Staff/Faculty members at no additional cost.

Option 2: Staff/Faculty, no student access.

Based on Staff & Faculty population. When utilizing the Staff/Faculty model, the license is available to only the Staff/Faculty. In addition, the entire Staff/Faculty population must be licensed.

NY Wired for Education is pleased to offer special pricing for NY State Educational Institutions. This special pricing is available only to authorized educational institutions as defined below:

1. Accredited Colleges and Universities to include Public and Private institutions eligible to procure via the OGS Contract
2. Technical/Vocational Schools eligible to procure via the OGS contract
3. Accredited K-12 institutions eligible to procure off the OGS contract

All Education pricing is based on the Staff/Faculty and Student Full-Time Equivalent (FTE) count.

Special Education pricing is may be used to license for either the Staff and Faculty or Students.

Option 1: Students pricing, including 20% of Staff and Faculty. Option 2: Staff/Faculty only pricing, no students access. When licensing for either Staff/Faculty or Students, the entire FTE population must be licensed.

If the student access model is selected, Staff and Faculty licenses are included at no additional charge up to 20% of the Student FTE population. For example, an educational institution licensing for a Student FTE population of 20,000 students will receive licenses for 4,000 Staff and Faculty at no additional charge.

All orders above \$7,500 include hosted Skillport Platform.

5% additional discount for committed 2 year agreement

10% additional discount for committed 3 year agreement.