



# PERCONTI DATA SYSTEMS, INC.

Software Design and Data Systems Consulting

April 15, 2011

Dear CD-Plus Customer:

As we normally do, we are publishing our rates for the upcoming maintenance period (effective October 1, 2011 or January 1, 2012). We are continuing to offer the **ability for customers to move from a fiscal year schedule to a calendar year schedule** – several have taken advantage of this offer last year, but we understand that some were not able to budget that. A number of our customers have requested this option so you will see that pricing below – the price is higher as you are paying for 15 months of maintenance (through December of 2011) but the rate is the same and you will be extending the time you get that rate.

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. This year there will be **no maintenance increase**. We are doing our best to hold down our costs, as we know all of you have had to make serious budget cutbacks.

The pricing structure is below:

Plan	# of hours (per month)	Annual Cost	15-Month Cost
Diamond	160 (dedicated)	\$150,000	(already on calendar system)
Platinum	80	\$68,000	\$85,000
Titanium	60	\$56,000	\$70,000
Gold	40	\$45,000	\$56,250
Silver	24	\$32,000	\$40,000
Bronze	12	\$15,000	\$18,750

These hours will be averaged using a rolling average over the course of the year. I will be contacting each of you to try and determine the level you are choosing and the time period.

We would recommend choosing a plan that suits your anticipated needs over the year as well as fits your budget. For recommendations on which plan would be best for you, please call me and we can discuss your options. During these times of thin budgets, 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.**

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

Sincerely,  
Perconti Data Systems, Inc.

Brian Perconti, Sr.

8950 9th St N, Suite 200 • St Petersburg, Florida 33702  
Voice: 727-576-7727 • Fax: 727-576-8033 • email: info@perdasys.com  
<http://www.perdasys.com>