

APPENDIX A.1
Pricing for TXShare Cooperative Purchase Program Participants

5. PRICING

Pricing Information Summary

Cloud Navigator recognizes the importance of providing clear and transparent pricing to meet the needs of the RFP's membership. However, due to the customized nature of AI solutions and the lack of detailed information about specific solution requirements, it is not possible to provide precise fixed costs without first completing a discovery and design phase.

To address this, Cloud Navigator proposes a **tiered pricing structure** that categorizes solutions into fixed-cost packages based on their overall scope and complexity. This approach ensures flexibility while providing clarity on project costs across the entire project lifecycle. Each package will account for all associated costs, including software licensing, implementation, training, ongoing maintenance, optional features, and total cost of ownership (TCO).

The tiered packages are as follows...

Introduction to AI Package - Solutions costing less than \$100,000.

Bronze AI Package - Solutions that cost between \$100,000 and less than \$250,000.

Silver AI Package - Solutions that cost between \$250,000 and less than \$500,000.

Gold AI Package - Solutions that cost between \$500,000 and less than \$1 million.

Platinum AI Package - Solutions that cost \$1 million or more.

These packages encompass the full spectrum of services needed to deliver a complete AI solution, from discovery and design through implementation and ongoing support. By adopting this tiered pricing strategy, Cloud Navigator guarantees accurate and up-to-date pricing tailored to the unique requirements of each project. We believe this approach provides the flexibility needed to deliver value-driven solutions while aligning with the fiscal goals of the RFP's membership. We are confident that this pricing model will meet the diverse needs of the public sector entities served by the TXShare Cooperative Purchasing Program.

Cloud Navigator utilizes a discounted, blended hourly rate of \$150 per hour across all roles, providing significant cost savings for our customers. This approach ensures affordability while maintaining access to highly skilled personnel, such as solution architects, project managers, and engagement managers, whose individual rates often exceed \$200 per hour. By blending rates across all roles, we reduce the overall project cost while still delivering the expertise needed to ensure the success of every solution. This structure offers our customers exceptional value without compromising the quality or depth of our services.

5. PRICING

Pricing Information Summary

To ensure each AI initiative is accurately scoped, strategically aligned, and primed for success, **every engagement will begin with a fixed-cost Discovery and Design phase**. This phase allows Cloud Navigator to work closely with stakeholders to assess current systems, gather requirements, identify data and operational needs, and produce a detailed implementation roadmap. This upfront investment ensures clarity, minimizes risk, and enables member organizations to move forward with confidence.

Following the Discovery and Design phase, **Cloud Navigator will deliver a fixed-price proposal for implementation**, informed by the insights and deliverables from the initial engagement. This approach supports predictable budgeting and clear expectations for all future phases. As in our original response, the Discovery and Design phase is aligned with our tiered pricing model for any given project.

DISCOVERY AND DESIGN PHASE PRICING

Cloud Navigator is pleased to offer a **10% BAFO discount** on our Discovery and Design pricing. Discovery and Design pricing will usually account for ~25% of a project's total cost. For example, the Discovery and Design phase cost of \$25,000 for a project that is projected to have a total cost of \$100,000, would be discounted by 10% down to \$22,500.

EACH DISCOVERY AND DESIGN ENGAGEMENT INCLUDES:

- Stakeholder interviews and business process analysis
- Data and systems evaluation
- Solution architecture and use case alignment
- Licensing needs/costs, training, and support planning
- Implementation Roadmap and all associated project costs
- Risk, compliance, and integration assessments
- Fixed-price proposal for implementation (Statement of Work)

This approach ensures that each member organization receives a tailored, fixed-cost roadmap for implementation—grounded in real data, informed by operational context, and designed for long-term success.

By offering discounted Discovery and Design pricing in our BAFO, Cloud Navigator reaffirms its commitment to helping member agencies pursue innovative, scalable AI solutions with clarity, confidence, and cost transparency. We believe the discounts presented here—along with the value-oriented pricing outlined in our original response—reflect our dedication to a value-added, partnership-driven approach focused on delivering impactful AI capabilities to your membership.

Category 2 Pricing:

Microsoft Fabric an Azure Service.

SKU	Capacity Unit (CU)	Pay-as-you-go (Monthly)	Reservation (Monthly)	Estimated Savings
F2	2	\$262.80	\$156.334	~41%
F4	4	\$525.60	\$312.667	~41%
F8	8	\$1,051.20	\$625.334	~41%
F16	16	\$2,102.40	\$1,250.667	~41%
F32	32	\$4,204.80	\$2,501.334	~41%
F64	64	\$8,409.60	\$5,002.667	~41%
F128	128	\$16,819.20	\$10,005.334	~41%
F256	256	\$33,638.40	\$20,010.667	~41%
F512	512	\$67,276.80	\$40,021.334	~41%
F1024	1024	\$134,553.60	\$80,042.667	~41%
F2048	2048	\$269,107.20	\$160,085.334	~41%

[Microsoft Fabric - Pricing | Microsoft Azure](#)