

Tab F PROPOSAL PRICING

Respondents should furnish a proposal that specifies a pricing model(s) that will apply to all orders placed under this contract. The pricing models(s) can be based on quantity or a flat percentage discount across the board. Please provide a current suggested list pricing (rate card) for the products and services that you intend to provide in your proposal.

- Each category will have an Engagement Lead, Tech Lead/SME, Architect, and Developers.
- Based on our understanding of the scope we believe for each category we will need a team of 6 professionals composed of Engagement Lead, Tech Lead/SME, Architect, and Developers.
- Based on the assumption of having 6 professionals in each category the pricing/year is **USD 921,600**.
- If we are awarded both the categories the combined pricing/year will be **USD 1,497,600**.
- Also, if we are awarded both categories #3 and #7, we can give a further discount of **USD 25,000** on the combined price of **USD 1,497,600**.

Product Category / Resource	Est. Yearly Cost
Product Category #3: Data Management, Analytics, and Automation & Product Category #7: Provide Business Intelligence	
Pricing / Year assuming 6 professionals in category #3	\$ 921,600
Pricing / Year assuming 6 professionals in category #7	\$ 921,600
Combined Pricing / Year if we are awarded both categories #3 and #7 (by leveraging synergies and reducing combined team capacity)	\$ 1,497,600
Additional discount of \$ 25,000, will be given if we are awarded both categories #3 and #7. Pricing / Year after considering discount of \$ 25,000	\$ 1,472,600

Product Category / Resource	Est. Yearly Cost
Product Category #10: Provide Microsoft Maintenance and Support	
Assessment of the environment	\$25,000
Maintenance and Support	\$244,800
Total	\$269,800
<i>*Assuming Tenant has less than 3,000 Mailboxes</i>	

Product Category #3: Provide Data Management, Analytics, and Automation through a contract on the TXShare Cooperative Purchasing Program.

Category #3 will have an Engagement Lead, Tech Lead/SME, Architect, and Developers. Based on our understanding of the scope we believe this category will need a team of 6 professionals composed of Engagement Lead, Tech Lead/SME, Architect, and Developers.

Based on the assumption of having 6 professionals the pricing/year is **USD 921, 600.**

Product Category #7: Provide Business Intelligence through a contract on the TXShare Cooperative Purchasing Program.

Category #7 will have an Engagement Lead, Tech Lead/SME, Architect, and Developers. Based on our understanding of the scope we believe this category will need a team of 6 professionals composed of Engagement Lead, Tech Lead/SME, Architect, and Developers.

Based on the assumption of having 6 professionals the pricing/year is **USD 921, 600.**

Product Category #3: Provide Data Management, Analytics, and Automation, and Product Category #7: Provide Business Intelligence through a contract on the TXShare Cooperative Purchasing Program.

If we are awarded both categories #3 and #7, the combined pricing/year will be **USD 1,497,600.**

Also, if we are awarded both categories #3 and #7, we can give a further discount of **USD 25,000** on the combined price of USD 1,497,600.

Product Category #10: Provide Microsoft Maintenance and Support through a contract on the TXShare Cooperative Purchasing Program.

For providing the pricing, we are assuming that the tenant has less than 3,000 mailboxes. There is a one-time fee of USD 50,000 which is for assessment of the environment followed by a per year fee of USD 192,400 for Maintenance and support.

For the first year, the pricing will be USD 242,400 which is a sum of the assessment fee and maintenance and support fee.

Assumptions for Pricing

- For categories 3 and 7 - we assume a team of 6 resources each year. If we are awarded both categories, we will reduce the number of resources by leveraging synergies and pricing. Based on further understanding of the scope, if the assumption of the number of resources is not correct, the pricing will be revised accordingly.
- For category 10, we assume the tenant has less than 3000 mailboxes. The pricing needs to be revised if this assumption is not correct.
- License, Software, and infra-related costs are not included in this. Any License/software/infrastructure costs are to be borne by the client additionally.
- Any unforeseen changes/surges in the requirements would cost additional resource charges.
- All resources are remote employees working within the USA.
- In addition to the Fees, the Client shall reimburse the Vendor for reasonable out-of-pocket Expenses incurred by the Vendor in connection with the provisioning of the services described in this document. These costs are billed at the actual cost and are separate from the Fees for the provision of the services. All related travel arrangements are to be approved by the Client in writing before being committed.
- For Product Category #10: Microsoft Maintenance and Support:
 - The tenant is expected to have fewer than 3,000 mailboxes.
 - The Project Manager will be allocated for 50% of the project duration.