

APPENDIX A.1

Pricing for TXShare Cooperative Purchase Program Participants

5. Pricing

Key Assumptions for Service Pricing

1. Global AI Resource Utilization

- The provided costs are based on leveraging AI resources from BoldTek's global talent pool across multiple locations.
- BoldTek will fully comply with all mutually agreed-upon privacy and security guidelines.

2. Transparency for Non-USA Operations

- Any work conducted from locations outside BoldTek's USA offices will be transparently communicated to the relevant departments.
- This ensures compliance before committing to any work plan.

3. Cost Revisions for Scope Changes

- The estimated costs may be revisited if there are significant changes to the project scope or expectations.
- Any revisions will be made through mutual agreement at the time the changes or their impacts are identified, supported by proper risk management practices.

Below is our **Category 1 – AI Solutions** pricing, expanded with typical line items. This table follows the **Exhibit 1** format and provides sample unit prices, potential discounts, and comments. We then briefly list **Category 2** items.

Category 1 – AI Solutions

Description	Additional Description (If Necessary)	Unit Price	% Discount	Notes/Comments
1. Software Licensing and Subscription Costs (AI platform, NLP modules, advanced analytics add-ons)	- Core AI Platform (annual) - NLP Module (annual) - Advanced Analytics Add-On (annual)	\$15,000/year \$5,000/year \$3,000/year	5-10% (multi-year or multi-module)	Licenses cover core AI libraries, updates, and standard user seats. Enterprise or volume discounts can apply if multiple departments adopt simultaneously.
2. Implementation and Customization Costs (setup, integration, customization, deployment)	- Pilot Implementation (1–2 departments) - Full Rollout (for remaining departments) - System Integration Fees	\$25,000 (pilot) \$45,000 (rollout) \$15,000 (integration)	–	Includes environment setup, data ingestion scripts, custom APIs, departmental configuration. Costs scale with complexity (# of integrations, data volumes). Pilots can be smaller to prove ROI.
3. Training and Support Costs (training sessions, tech support, user guides)	- Onsite Training (per session) - Virtual Training (per session) - Post-Deployment Support (annual)	\$3,000/session \$1,500/session \$8,000/year	3-5%	Onsite sessions cover up to 20 people. Virtual sessions unlimited to staff. Post-deployment support includes help desk and routine troubleshooting. Custom training packages are negotiable.
4. Ongoing Maintenance and Updates (software patches, model optimization)	- Annual Maintenance & Patch Management - Quarterly Model Optimization	\$6,000/year \$2,000/quarter	–	Provides routine updates of the AI platform, security patches, and re-tuning of ML models with new data. This ensures solutions remain accurate and secure over time.
5. Optional Add-Ons or Features (24/7 cybersecurity, multi-lingual chat, advanced analytics, etc.)	- 24/7 SOC Monitoring (monthly) - Multi-Lingual Chat Add-On (annual)	\$3,000/month \$2,500/year	–	Not in the core offering but can be added. Multi-lingual expansions for Spanish, Vietnamese, etc. 24/7 SOC for real-time threat detection.
6. Total Cost of Ownership (TCO) (3–5 year horizon including software, implementation, support)	- Example 3-Year TCO (<i>Licensing + Implementation + Maintenance + Support</i>)	\$XX,XXX – \$XXX,XXX	–	Final TCO depends on the number of modules , # of departments adopting AI, and project scale. We can refine TCO after Phase 1 once scope is better defined.
7. Additional Costs (If Applicable) (travel, hardware, etc.)	- Travel for Onsite Deployments (if required)	Actual (GSA or agreed rates)	–	Most of our support is remote ; however, if onsite presence is needed, we bill travel at cost (in line with GSA rates). Any specialized hardware or sensors is billed at cost .

Category 2 – Ancillary Goods and/or Services

Describe Below	% Discount	Notes/Comments
Advanced Consulting Services (e.g., specialized data science, UI/UX)	Up to 15% off	Rates typically \$100–\$150/hr depending on expertise. Used for advanced or custom requirements (e.g., specialized algorithm development, data merges).
Hardware Procurement (IoT devices, edge sensors, specialized servers)	N/A	Billed at cost plus nominal fee (< 5%) if needed for on-premise AI (e.g., GPU servers).
Extended SLAs & Warranties	5–10% off	Additional coverage on top of standard support, e.g., faster response times, extended hardware warranties, etc.
Continuous Innovation Labs (R&D Partnerships)	Custom	We can engage in ongoing R&D, pilot emerging AI technologies, or collaborate on grant-funded innovation projects for future expansions.

Warranty/Guarantee

We offer a **30-day warranty** on delivered solutions post-acceptance, covering defect fixes and performance issues at no additional cost. For longer-term reliability, we provide:

- **Annual Maintenance** that includes patches, minor updates, and performance optimizations.
- **Optional Extended Warranty** for continuous coverage, including advanced security monitoring.

Quality Assurance

- **Standards Alignment:** NIST, ISO 27001 for data security; WCAG for accessibility.
- **Testing Strategy:** Automated unit tests, integration tests, user acceptance tests, load/stress tests for performance.
- **Agile-Based Project Management:** Frequent sprints, iterative feedback, transparent communication with stakeholders.

6. Proposed Value-Add

BoldTek is committed to delivering not only the core requirements outlined in this RFP but also providing additional value through innovative approaches and supplementary functionalities. The following five value-add initiatives are designed to enhance the efficiency and effectiveness of public sector operations, ensuring comprehensive and sustainable solutions for our clients.

I. Advanced Data Analytics and Reporting Dashboards

Description: BoldTek will implement advanced data analytics and customizable reporting dashboards that provide real-time insights into key performance indicators (KPIs) and operational metrics. These dashboards will enable public sector entities to make data-driven decisions with greater accuracy and speed.

Benefits:

- **Enhanced Decision-Making:** Real-time data visualization supports informed and timely decision-making.
- **Customizability:** Dashboards can be tailored to meet the specific needs and priorities of different departments.
- **Transparency:** Improved visibility into operations fosters accountability and public trust.

II. Comprehensive Training and Support Programs