APPENDIX A.1
Pricing for TXShare Cooperative Purchase Program Participants

Category 1 - AI Solutions					

Notes:
1. This pricing sheet is an EXAMPLE of how pricing should be submitted for RFP 2025-018.
2. Please provide unit pricing for each proposed item, including a percentage discount offering, if any.
3. Use as many lines as necessary.
4. Detail any additional information.

Description	Add additional description if necessary:	Unit Price	% Discount	Discounted Unit Price	Notes/Comments
1. Software Licensing and Subscription Costs: Provide the cost breakdown for software licenses, subscriptions, or any other software-related fees.	The services include Azure Database, Azure Kubernetes Services, Azure AI Services, Open AI Services, Storage, Application Gateway, and Azure Container Services. The price estimated is for a duration of 12 months (estimate of $8,300 per month)	$99,600		$99,600	The price provided is only an estimate at $8,300 per month for a duration of 12 months. The final hosting environment will be determined in consultation with the NCTCOG and finalized accordingly. The actual costs will be billed to the NCTCOG as a pass-through expense. Therefore, this estimated cost is not included in the Alvarez and Marsal fee
2. Implementation and Customization Costs: Outline the costs related to the implementation of the AI solution, including setup, integration with existing systems, customization, and deployment.	The AI solution will be customized to address a single use case or challenge	$1,650,000	25%	$1,237,500	The suggested unit price, which is pre-discount, applies to a single use case or challenge. The AI solution will be left behind for NCTCOG's use, and no ongoing license fee will be charged
3. Training and Support Costs: Include costs for training government staff, technical support, and customer service, both during and after implementation.	The 'Train the Trainer' model will be utilized for scalability and cost-awareness purposes. A two-month hypercare period for post-implementation support is also considered	$480,000	25%	$360,000	The suggested unit price, which is pre-discoiunt, applies two months of hypercare support following the implementation of the AI solution
4. Ongoing Maintenance and Updates: Provide costs for ongoing software maintenance, updates, and any regular services required to keep the AI system running smoothly.	Ongoing maintenance is assumed for a duration of 6 months. This can be extended on a per month cost basis	$600,000	25%	$450,000	The suggested unit price, which is pre-discount, applies for 6 month maintenance duration
5. Optional Add-Ons or Features: List any additional features or services available that are not included in the core proposal but can be added at an additional cost.				$0	
6. Total Cost of Ownership (TCO): Summarize the Total Cost of Ownership (TCO), which includes all costs over a defined period (e.g., 3 years or 5 years). This should reflect software, implementation, support, maintenance, and optional add-ons.	The suggested Total Cost of Ownership (TCO) covers a duration of 12 months (1 year), which includes 4 months of implementation, 2 months of hypercare, and 6 months of maintenance.	$2,829,600	25%	$2,147,100	The suggested Total Cost of Ownership (TCO) covers a duration of 12 months (1 year) for implementing and maintaining the AI solution for one challenge. The cost will become more economical as more AI solutions are implemented. This will be optimized during contract discussions
7. Additional Costs (if applicable): List any additional costs not covered in the above sections that are relevant to the proposal, such as travel costs, setup fees, or other miscellaneous charges.	The estimated travel costs are expected to be under 5% of the total project fee. We will bill NCTCOG for the actual expenses incurred	< 5% of project fee			We are committed to minimizing project expenses by working remotely and utilizing local office resources. For any anticipated travel-related expenses, we will seek approval from NCTCOG's project executive prior to booking.

5. Pricing

A&M recognizes that this solicitation is based on a hypothetical engagement to develop the AI solutions to address specified challenges. However, our proposed timeline is significantly shorter, at four months or 16 weeks. Within this timeline, we believe that we can implement a AI solution for one of the challenge areas, provide training and hypercare for another 2 months to enable the client technical staff and users on the AI solution implemented. In the pricing sheet we have included 6 months maintenance cost to provide the total cost for an year.

Our pricing is based on a fixed fee model, which is impacted by the potential roles required for the scope of services. Our approach involves a combination of A&M resources from the US and India, with subcontractors potentially leveraged as needed to support project requirements. **Based on our proposed methodology and anticipated level of effort, we** **estimate the total professional fees for implementing the AI solution in four month period could be up to** **$1,280,000. These proposed fees are indicative and will likely be refined as more detailed project scoping** **information becomes available.**

However, we did recognize that the request in the RFP is to cover a total cost of ownership including support and ongoing maintenance. We have assumed a total duration of 12-month fixed fee pricing for the total cost of ownership. **We estimate** **the professional fees for the 12 months project could be up to $2,200,000.** A&M is confidently capable of implementing an AI solution covering multiple use cases (3 to 5) for a TX Share member within this timeframe and the cost will be finalized based on the scope. The project specific scope will dictate staffing needs, which may positively or negatively impact the total cost.

Expenses. We are committed to minimizing project expenses by working remotely and utilizing local office resources. For any anticipated travel-related expenses, we will seek approval from NCTCOG's project executive prior to booking. We anticipate that expenses **will not exceed more than 5% of the total project fees.**

General Assumptions

The following assumptions have been made, and any changes could impact the project's cost and/or schedule:

- Project scope example is focused on a TXShare member's park's one solution implementation.

- The four-month scope is based on AI solution implementation for one use case of a TXShare member project.

- We anticipate engaging in further discussions and negotiations to finalize the statement of work.

- We can be flexible with working logistics to fit the preferred working style of the applicable TXShare member scope; this includes employing A&M

offshore/nearshore resources with approval by applicable TXShare member.

- Production infrastructure and software licenses will be provided by the applicable TXShare member team.

6. Proposed Value Add

Driving Impactful Transformation with the A&M PATH Framework

At A&M, we are dedicated to empowering organizations with innovative artificial intelligence solutions that deliver measurable, sustainable results. Guided by our proprietary **PATH Framework**, we structure our engagements to drive meaningful transformation tailored to our clients' unique needs.

Our PATH Framework is at the core of how we approach our projects:

- **P**lan: We collaborate with stakeholders to define clear objectives and create a roadmap that aligns with your strategic goals.

- **A**ctivate: Our team of AI experts deploys tools, technologies, and methodologies to activate impactful AI solutions seamlessly integrated into your workflows.

- **T**ransform: We focus on delivering measurable improvements, transforming operations, customer experiences, and decision-making capabilities through data-driven insights.

- **H**arness: We promote sustainability by empowering your team to harness the potential of AI, delivering long-term value and fostering continuous innovation.

By integrating the A&M PATH Framework, we provide a structured yet flexible approach that helps your organization achieve both short-term and long-term success. Together, we transform challenges into opportunities, delivering value through intelligent solutions.

Ok A&M offers substantial value through its ability to replicate relevant use cases across various sectors, including public works, administration, and technology. This adaptability highlights A&M's extensive experience and capability to customize solutions for diverse environments, ensuring broad applicability of their approach. A key value addition of A&M's proposed solution is its collaborative approach, working directly with the data provided by the entity. This helps solutions stay highly relevant and tailored, facilitating easier support and training for the entity's personnel.

7. HUB Bonus

While A&M understands that this section is intended for proposing companies who are HUB certified, we want NCTCOG to be aware of our intent and commitment to use HUB suppliers if we are selected for this contract. As part of our national Diverse Supplier Program, A&M has standing master services agreements with over 10 Texas HUBs who have been thoroughly vetted and reference-checked prior to our contracting with them. As a firm, we are committed to working with Diverse Suppliers, providing teaming opportunities, mentorship, networking and advancement opportunities.