

## 5. Pricing

Our goal in setting fees is simple – to provide long-term, cost-effective pricing for our clients. We are confident that we can work together to achieve an optimized plan for your Public Sector Entities Agent. We are happy to offer a 10% discount from our standard pricing to NCTCOG’s Member Organizations for AI Solutions.

Additionally, we highly value long-term relationships and so are pleased to offer an additional tiered discount model to recognize cumulative services across multiple projects. An additional 5% discount is applied once the total value of services with a Member Organization under this agreement exceeds \$500,000, bringing the total discount on services from that point forward to 15%. This additional discount increases by another 5% when services exceed \$1 million, bringing the total discount on services from that point forward to 20%. This structure allows NCTCOG Members to benefit from increasingly competitive pricing as our partnership grows, reflecting our commitment to providing greater value and expanded services over time.

One additional note on pricing – we have aligned this pricing model with what Crowe submitted to Sourcewell in response to their similar RFP for AI consulting services. As of early January 2025, Sourcewell has informed all bidders they will need up to 90 additional days to deliberate submissions so we do not yet know if we will be a selected vendor, but we wanted to disclose this to NCTCOG given your existing partnership with Sourcewell.

### Pricing Summary

After the analyze phase of Crowe’s implementation methodology, we’ll be able to assess the project’s effort estimate with greater certainty and provide you with an accurate total delivery cost. Given the number of unknowns and options that may be factored in depending on the Member’s needs, only approximations can be provided up front. We have done this in the table below via a “T-shirt size” approach... these are estimates based on past experiences and are not guaranteed to fit the size of the Member organization. For example, it is entirely possible that an entity that may fit the small description ends up with a total cost in the medium range due to complex requirements.

Effort Estimate (T-Shirt Size)	Typical Entity Aligning to this Size	Estimated Cost Range
Small	Typically small municipalities, local school districts, or individual nonprofit entities	\$250,000 - \$350,000
Medium	Includes mid-sized cities, regional school districts, and nonprofit organizations operating across multiple locations or regions.	\$500,000 - \$700,000
Large	Represents larger cities, counties, public agencies, and extensive regional nonprofit networks or public school systems.	\$750,000 - \$1,000,000
Extra Large	Encompasses major metropolitan governments, state or provincial agencies, large public university systems, and extensive public healthcare systems.	\$1,000,000+

The following rates were used to calculate the total delivery cost of your public sector entity’s agent above.

Job Title	Short Description	Long Description	10% Discounted Hourly Rate
AI Consultant	Supports AI readiness, data analysis, and model development.	Works with clients to assess AI readiness, perform data analysis, and implement AI solutions. Supports the development and execution of AI models and strategies under the guidance of senior staff.	\$202.50
AI Senior Consultant	Leads AI projects, delivers strategic insights.	Leads AI projects and engagements, providing deep expertise in AI strategy, machine learning, and data science. Aligns AI solutions with client business objectives and delivers insights to drive decisions.	\$270.00
AI Manager	Manages AI teams and project execution.	Manages AI teams and oversees the implementation of AI solutions across client projects. Responsible for planning, coordination, and execution of AI strategies, while managing stakeholder relationships.	\$315.00
AI Senior Manager	Oversees complex AI initiatives and client relationships.	Leads larger and more complex AI initiatives. Oversees multiple AI projects, supporting alignment with overall business strategies and responsible for client relationship management.	\$432.00
AI Director	Oversees complex AI initiatives and client relationships and assists with leading the AI practice.	Leads largest and most more complex AI initiatives. Also has responsibilities for driving the AI practice within the firm.	\$472.50
AI Partner	Leads AI practice, focuses on business development and major projects.	A senior-level executive responsible for driving the AI practice within the firm. Focuses on business development, client management, and overseeing the most critical AI projects and engagements.	\$495.00

We are committed to working with you to make sure the scope of our proposal is appropriate. While we experience cost increases throughout our relationships with our clients, we make every effort to structure an engagement fee arrangement which will meet your needs while providing us with sufficient resources to perform the expected work.

### Project Dependencies

1. AI development work is expected to use a Microsoft and OpenAI-centric toolset that are consistent with most client’s technology stack. Our expectation is that the toolset used for the service accounts to leverage will include:
  - a. Microsoft Azure AI Studio/Foundry Subscriptions, Dedicated Azure Resource Group, Power Platform (Copilot Studio, Automate) subscriptions.
  - b. Microsoft Azure permissions to create and enable components.
  - c. Microsoft 365 Copilot for Finance
2. The hourly rates above include a 10% discount from our standard hourly rates.
3. We will not surprise you with additional fees that have not been agreed to by all parties in advance. If a question results in significant research or additional work or if we are requested to perform a consulting project, such effort is billed separately. We will provide you with an estimate of fees for such services and obtain management approval before proceeding.
4. For each project, Client will appoint a Project Manager to coordinate and oversee Crowe’s work, including identifying stakeholder availability for meetings, arranging meeting logistics, and overseeing

client-related completion of assigned activities per the project schedule.

5. Crowe reports directly to the client (Member Organization) and not to any other third-party vendor.
6. The Client Project Manager will facilitate internal deliverable reviews and provide consolidated feedback to Crowe within 5 business days, unless otherwise noted in the Proposal.
7. Client will make data, documentation, and subject matter experts available to our team as needed to complete project activities. Client executives and staff will be available to assist in this effort, including by participating in meetings, surveys, information requests, and other appropriate points of engagement to successfully achieve the objectives of the project.
8. We can perform work in a mix of virtual and onsite environments. We can adjust this approach per Client's preference at any time and estimate travel expenses in advance if requested.
9. Each phase of the project will require formal deliverable signoff to indicate Client acceptance. The subsequent phase of work will begin after prior phase signoff is complete and signed off.
10. Client agrees to make all management decisions, including determining which, if any, recommendations to implement.
11. We will prepare monthly invoices for progress toward deliverables, and we ask clients to pay invoices via check, ACH, or wire transfer. P-card and Credit Card (Visa, MasterCard, American Express, and Discover) are also accepted for amounts of \$10,000 USD or less and if invoices are paid within 45 days.
12. No significant changes in regulatory or client expectations or actions are expected. Should significant change occur, Crowe will assess the impact on our services and fees. All fee adjustments will require approval by all parties in advance.
13. Client will not send any sensitive information to Crowe via unencrypted solutions. Client will notify Crowe of any information sent that is deemed to be confidential and it will be clearly marked as such.
14. Crowe's deliverables are intended for Client (Member) personnel only.
15. Crowe consultants will have access to all necessary systems, resources, and personnel for the duration of the engagement.
16. Crowe may also utilize third-party providers used in the ordinary course of Crowe's business operations, including without limitation, providers such as Microsoft, Rackspace, Crowe Horwath IT Services LLP (a subsidiary owned and controlled by Crowe), information security providers, and other ordinary-course third-party providers.
17. Our policy is to bill for reasonable actual out-of-pocket expenses incurred. Out-of-pocket expenses are not included in the estimate and will be billed separately with a cap of 15 percent of total fees.

## Fees for Additional Services

- Professional fees for special projects outside of the agreed-upon scope will be determined based on project factors, such as type of project, subject matter experience required, scope, and resource requirements. Prior to commencing additional services, we will obtain your approval and agreement on the scoping and pricing.
- If Crowe is requested by Client, any third-party, or any other person or entity, by subpoena, investigation, other legal process, or other request to produce documents or testimony pertaining to Client or the Services, and Crowe is not named as a party in the proceeding, Client will pay Crowe for its professional time, plus out of pocket expenses, costs, and fees, as well as reasonable attorney fees, incurred in responding to such request.