

## APPENDIX A.1 Pricing for SHARE

For Roadway Workzone Data Reporting Services, Contractor shall quote participating SHARE Entities the rates and/or discount required for a custom implementation of the services specified by the RFP. Contractor's proposed retainer for services the labor categories/ skill sets for Roadway Workzone Data Reporting Services are found below.

Definitions:

**Master Agency:** Entity that serves as the primary procurement agency on behalf of other entities within its jurisdiction. Example: Major City or County, State Department of Transportation.

**Associate Agency:** Entity within the jurisdiction of the Master Agency. Under a state-level DOT, any public entity within that state (County DOT, Municipality, etc.) would qualify as an Associate Agency. Similarly, if a County were to serve as Master Agency, any public entity within that County (such as Towns, Cities, and their subsequent departments, etc.) would qualify as an Associate Agency.

Document Management Solution Services Rate Chart - TxShare Cooperative Purchasing Program

Level of Data Service	Description	List Price per CLM(1)	Discount Price per CLM	Master Agency Monthly Fee (2,3)	Associate Agency Monthly Fee	Discount off List Price
1	Navigation Feed	\$1.20	\$0.90	\$37,170.00	\$1,500.00	30%
2	Traffic Operations Feed	\$0.55	\$0.40	\$16,520.00	\$1,000.00	30%
3	Analysis Feed	\$0.35	\$0.25	\$10,325.00	\$500.00	30%

Notes:

1. CLM = Center Line Miles (CLM measures the length of a road or highway, as defined by the governing State Department of Transportation.)
2. Pricing includes Login Credentials for a single "seat" in the R.O.A.D.<sup>TM</sup> database, which includes access to the data feed as well as a live dashboard. The same Pricing Model will be applied to any other entity that access this contract via the TxShare Cooperative Purchasing Program.

**Pricing Model:**

1. The Master Agency, serving as the primary procurement agency on behalf of itself as well as all Associate Agencies in its jurisdiction, will select the base level of data service desired (Level 1 – Navigation Feed; Level 2 – Traffic Operations Feed; Level 3 – Analysis Feed) based on the criteria and benefits of each level as defined in Tables II and III in Section D.2.3 of the Technical Proposal in iCone's response to RFP 2022-035. (Detailed below).
2. The Master Agency and its designated technology providers will be provided Login Credentials for a single "seat" in the R.O.A.D.<sup>TM</sup> database, providing access to the selected level of data service and a live dashboard.
3. Once the Master Agency has selected and contracted for the specified level of data service, all employees of the Master Agency, its designated technology partners, as well as any

Associate Agencies will have access to the data selected as the base level for the Master Agency.

- a. Associate Agencies will have access to the Master Agency data at no additional cost through the Master Agency.
- b. Associate Agencies have the option to set up a separate ‘seat’ or individual Login Credentials, for the own independent use of the R.O.A.D.<sup>™</sup> database, including the data stream and live dashboard, up to, but not greater than the level of data services selected by the Master Agency. There are additional benefits for an Associate Agency to set up a separate ‘seat’ in the R.O.A.D. Device Feed<sup>™</sup>, as defined in section D.2.3 – Data Licensing Models of the Technical Proposal in iCone’s response to RFP 2022-035. (Noted below)
- c. If an Associate Agency desires access to a higher level of data than was contracted for by their Master Agency, then the Associate Agency has the option to purchase a ‘seat’ at any data service level in the discounted per-mile price based on the number of CLM in their region, subject to the 10,000-mile minimums as defined in the chart below.

Minimums based on 10,000 CLM for individual seats outside of Master Agency Procurement

Level of Data Service	Description	List Minimum/Month	Discounted Minimum/Month	Discount off List
1	Navigation Feed	\$12,000	\$9,000	30%
2	Traffic Operations Feed	\$5,500	\$4,000	30%
3	Analysis Feed	\$3,500	\$2,500	30%

Use case scenarios:

1. (Hypothetical) City of Fahrbahn as the Master Agency selects Level 2 – Traffic Operations Feed as the base level of data service.
  - a. City of Fahrbahn pays the discounted monthly fee of \$16,520 and receives a single set of Login Credentials.
  - b. Employees of City of Fahrbahn as well as their designated technology partners can access the data feed and live dashboard at Level 2 using the City of Fahrbahn Credentials. All Associate Member Agencies (public works, parks and rec., police, etc.) will be able to receive the data directly through the City of Fahrbahn at not additional cost.
  - c. All Associate Member Agencies within the City of Fahrbahn have the option to set up a separate ‘seat’ with individual Login Credentials to access the data feed and live dashboard directly for either Level 2 data at \$1000.00 per month, or Level 3 data for \$500 per month.
  - d. If an Associate Member Agency needs a higher level of data feed (i.e. Level 1 – Navigation Feed) then that Associate Member Agency can create a separate feed under this Agreement at the discounted price above for the CLM in their specific region, subject of the 10,000-mile minimums specified above.
2. The State of X Department of Transportation (DOT) as the Master Agency selects Level 1 – Navigation Feed as the base Level of data service (assume State of X has a total of 100,00

- a. State of X DOT pays the discounted monthly fee of \$90,000.00 (\$0.90/CLM x 100,000 miles).
- b. Employees of the State of X DOT, as well as their designated technology partners can access the data feed and live dashboard at Level 1 using the State of X Login Credentials. All public entities within the State of X will be able to receive the data directly through the State of X DOT at no additional cost.
- c. All public entities within the State of X jurisdiction have the option to set up a separate 'seat' with individual Login Credentials to access the data feed and live dashboard directly for any level of data at their discretion at the monthly pricing provided above (i.e., Level 1 Data - \$1,500/mo.; Level 2 Data - \$1,000/mo.; Level 3 Data - \$500/mo.).

**Considerations of the Master Agency:**

The pricing included in the Pricing Model is based on a minimum of a 30% discount off the list price for the data services. Depending on the base level of data services selected by the Master Agency, as well as the level of data service selected by the Associate Agencies, the discount may be significantly more than 30% off the list price. For example, if a Master Agency selects Level 2 data service at the discounted rate of \$16,520/mo., not only do all Associate Agencies within that Master Agency's region have access to the same level of data at no additional cost, but each Associate Agency can also choose to obtain individual data license 'seats' at \$1000/mo., which is a substantially greater discount than 30% compared to that Associate Agency procuring the R.O.A.D.<sup>TM</sup> data feed directly.

It is recommended that the Master Agencies review the various options for the base levels of data service with its Associated Agencies to determine demand within that specific jurisdiction and select the best combination of data service levels for the Master Agency as well as the various Associate Agencies. iCone can work directly with the Master Agency to assist in the building the most cost-effective pricing model to best serve all agencies involved.

Further, a Master Agency has the option to procure the base level of data service as well as all additional Associate Agency 'seats' directly and pass the costs on to the Associate Agencies via internal billing. The pricing to the Master Agency will be as provided in the Pricing Model above, and the Master Agency has the option to offer the additional 'seats' at either a discount or a premium based upon its discretion. The Master Agency may choose to apply a premium to help cover administrative costs for acting as the primary procurement agency on behalf of its Associate Agencies, limiting the costs to the Master Agency for the base level of data service by passing a small part of that cost along to its Associate Agencies.

Tables from R.O.A.D. RFI Response, referenced above:

1-minute Latency	10-minute Latency	60-minute Latency
Facilitates capturing field data to update known work zones with up to the minute data on activities and location.	Locating Traditional Work Zones <ul style="list-style-type: none"> <li>Longer Term planned construction activities</li> </ul>	Analysis and Research activities.
Presence of Temporary or Short-Term events (Workers maybe present).	Managing Permitting Activities	Archival data collection.
Locate Unknown Work Zones on all types of Roadways.	Verifying existence of scheduled work (active vs. non-active work zones)	Limited value for real-time information Analysis.
Contractor Time Management & Inspection	Traffic Operation alerts (e.g. snowplow)	
Verification of Deployment and Status of Traffic Control Devices		
Providing driving public routing updates.		

Table II. Data retrieval features

*Data Licensing & Pricing Models*

The R.O.A.D. Device Feed™ will function with (3) three primary licensing and (2) pricing models that are procured on a per-seat (granted access) basis.

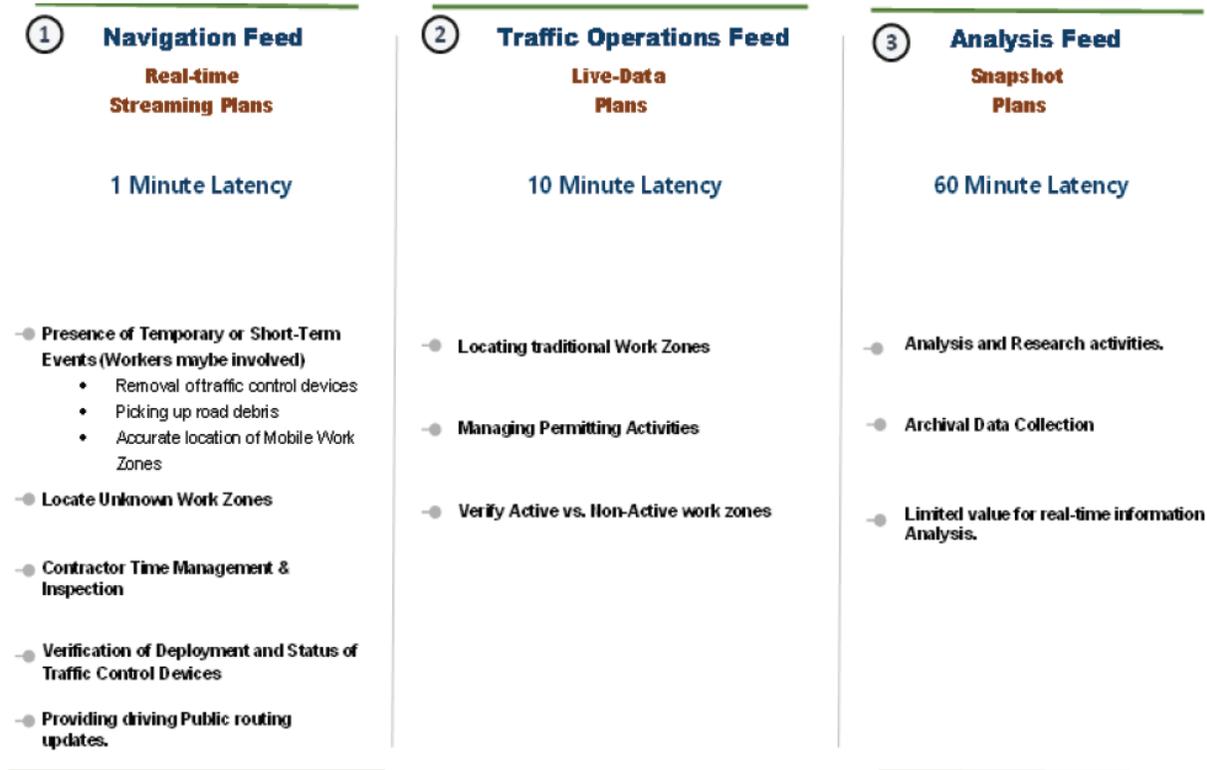


Table III. R.O.A.D. Device Feed™ Licensing Models