



Cost Proposal Background & Vendor Instructions

Introduction

Each respondent should complete the cost worksheets included within this Appendix 11.

Respondents are required to utilize the cost worksheets provided for their response to be considered. However, if supplemental information is deemed necessary, please include this information within the response to Chapter 8 of the

The cost worksheets in tabs 1a, 1b, 2, 3, 4, 5 and 6 contain all initial and ongoing costs associated with the respondent's proposed solution. Several tabs contain a 5-year total cost estimate as a part of the worksheet.

While completing Sections 1a and 1b, it is important that each respondent excludes any incremental costs associated with the following supporting functionality:

- Utility Billing
- Ambulance Billing
- Special Assessments
- Tax

All of the above incremental costs, as well as some optional services and hardware scenarios, will be captured in tabs 2, 3, 4, 5, and 6. The City of Madison has placed these costs in tabs 2, 3, 4, 5, and 6 in order to isolate and compare functionality cost to value provided. Respondents should consider tabs 1a and 1b as Base functionality, and the remaining tabs associated with supporting functionality.

The City of Madison realizes that these incremental costs outline functionality, hardware, and services that may or may not be

A finalization of software and services is expected as a part of final contract negotiation or through a Best and Final Offer (BFO) process as specified within the RFP.

While the City of Madison has provided some structure in the worksheets for respondents to base their pricing assumptions, the City strongly encourages each respondent to refer to the RFP document and Requirements Appendices for additional information and statistics.

Definitions

Please consider the following definitions to detail the City's expectation for Cost Proposal details:

Software Cost Categories

Application / Module Costs (\$)

Include all costs for the associated application licensing based upon the software proposed. **Please include as a separate attachment to the Cost Proposal a module listing with pricing.**

Third Party Application Modules (\$)

Include all costs for the associated application licensing based upon the software proposed. **Please include as a separate attachment to the Cost Proposal a third party application listing with pricing.**

Database Software/Licensing (\$)

Include all costs for the associated database licensing based upon the software proposed. **Please include as a separate attachment to the Cost Proposal a database listing with pricing.**

Other (Please Specify)

Include all other software related costs included within your proposal. Please specify the details for any additional costs.

Software Maintenance & Support

Software Annual Maintenance Rate Percentage (%)

Include the software maintenance rate percentage (%) along with the basis for calculation of the maintenance support cost (e.g. is the % rate based upon list software cost, discounted software cost, etc.)



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Software Maintenance and Support Cost (\$)

Include all software maintenance and support costs (for all proposed software) based upon the proposed maintenance and support plan recommended in Section 1.3.1 of Appendix 10

Other (Please Specify)

Include any other maintenance and support costs within your proposal. Please specify the details for any additional costs.



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Professional Services

All Sections

- 1) The services pricing is expected to be consistent with the hours provided Section 1.2.1 Implementation Workplan in the response to Chapter 3 (Appendix 10) of the RFP within the implementation section.
- 2) Please separate the professional services effort/cost separately on the respective tabs to meet the requirements in each section (Base Software, Utility Billing, Ambulance Billing, Special Assessments, Tax)
- 3) Please review and consider the City of Madison specific implementation considerations detailed within Section 3.6 of the RFP when developing the approach and related costs for these sections below.

Project Management

Include all costs related to project management services included within your proposal. The scope/hours, along with related cost should be reflective of the approach described in the project workplan and Section 1.2.3 of Appendix 10.

Technical Architecture / Infrastructure Services

Include all costs of supporting the City's IT team in designing and developing the appropriate technical architecture and infrastructure for the network and hardware required by the solution to support recommendations provided in Section 1.1.2 of Appendix 10.

System Installation

Include all costs of supporting the City's IT team in installing all software solutions proposed.

Training of Project Core Team

Include all costs related to project core team training included within your proposal. The scope/hours, along with related cost should be reflective of the approach described in the project workplan and Section 1.2.5 of Appendix 10.

Include all costs related to process analysis, design, and software configuration services included within your proposal. The scope/hours, along with related cost should be reflective of the approach described in the project workplan and Section 1.2.1 of Appendix 10.

Interface Development

Include all costs related to interface development services included within your proposal. The scope/hours, along with related cost should be reflective of the approach described in the project workplan, Sections 1.2.7 & 1.2.8 of Appendix 10, and include the interfaces specified within Appendix 6.

Modification / Customization Development

Include all costs related to modification/customization development services included within your proposal. The scope/hours, along with related cost should be reflective of the specific requirements coded as "MOD" within each of the corresponding Requirements Response appendices. It is the City's expectation that the costs provided for specific modifications/customizations in the Requirements Worksheet will reconcile with the total cost proposed in this section.

Data Conversion

Include all costs related to data conversion development services included within your proposal. The scope/hours, along with related cost should be reflective of the approach described in the project workplan, Section 1.2.6 of Appendix 10, and include the data conversions specified within Appendix 7.

Testing - Unit/System/User Acceptance/Etc.

Include all costs related to process/system testing included within your proposal. The scope/hours, along with related cost should be reflective of the approach described in the project workplan and Section 1.2.4 of Appendix 10.

Change Management

Include all costs related to change management services included within your proposal. The scope/hours, along with related cost should be reflective of the approach described in the project workplan and Section 1.2.10 of Appendix 10.

End-User Training

Include all costs related to project core team training included within your proposal. The scope/hours, along with related cost should be reflective of the approach described in the project workplan and Section 1.2.5 of Appendix 10.



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Post Go-Live Support / Optimization

Include all costs related to project core team training included within your proposal. The scope/hours, along with related cost should be reflective of the approach described in the project workplan, Section 1.3 of Appendix 10.

Project Expenses (Travel, etc.)

Include all estimated/proposed expenses for the project, subject to the City's procurement guidelines specified within Chapter 8 response of the RFP.

Other (Please Specify)

Include any other maintenance and support costs within your proposal. Please specify the details for any additional costs.

Tab: 1a) Base Cost

Each respondent must include the price of all software, software maintenance, and professional services used in their response to satisfy the base requirements in this RFP. Base functionality pricing should include base software functionality related to **Requirements Appendices 8A, 8B, 8C, 8D, and 8E.**

Software Costs

Please include **all software costs** to support the requirements of this section in the categories provided.

Total the section and include entries (as appropriate) for each of the columns.

Software Maintenance and Support Costs

Please include the software maintenance rate percentage (%) along with the basis for calculation of the maintenance support cost (e.g. is the % rate based upon list software cost, discounted software cost, etc.)

Please include all software maintenance and support costs (for all proposed software) based upon the **proposed maintenance and support plan** in the categories provided.

Total the section and include entries (as appropriate) for each of the columns.

Professional Services

Please include all professional services to support the requirements of this section in the categories provided (see additional notes above in "Introduction").

Indicate the total number of hours and cost for each line based on the **proposed implementation plan** you have provided.

Total the section and include entries (as appropriate) for each of the columns.

Tab 1b) Base Internal Team

Each respondent must estimate the FTE requirements from an internal team from the City of Madison to satisfy the base requirements in this RFP. Internal Team estimates should include the scope of work related to the base software functionality in Requirements Appendices 8A, 8B, 8C, 8D, and 8E.

The respondent should update the roles and duration based upon the **proposed implementation plan** you have provided as a part of Section 1.2.1 of Appendix 10.

The City of Madison team is intending to evaluate the overall Total Cost of Ownership (TCO) for the project investment including estimated internal resource time.

Tab 2) Supporting Software - Utility Billing

Each respondent must include the price of all software, software maintenance, and professional services used in their response to satisfy the specific requirements for this supporting software area. Pricing should include Utility Billing software functionality related to **Requirements Appendix 9A.**

If a vendor is not proposing on this area of supporting software functionality or has not partnered with another vendor, please leave this tab blank.



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Software Costs

Please include **all software costs** to support the requirements of this section in the categories provided.

Total the section and include entries (as appropriate) for each of the columns.

Software Maintenance and Support Costs

Please include the software maintenance rate percentage (%) along with the basis for calculation of the maintenance support cost (e.g. is the % rate based upon list software cost, discounted software cost, etc.)

Please include all software maintenance and support costs (for all proposed software) based upon the **proposed maintenance and support plan** in the categories provided.

Total the section and include entries (as appropriate) for each of the columns.

Professional Services

Please include all professional services to support the requirements of this section in the categories provided (see additional notes above in "Introduction").

Indicate the total number of hours and cost for each line based on the **proposed implementation plan** you have provided.

Total the section and include entries (as appropriate) for each of the columns.



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Tab 3) Supporting Software - Ambulance Billing

Each respondent must include the price of all software, software maintenance, and professional services used in their response to satisfy the specific requirements for this supporting software area. Pricing should include Ambulance Billing software functionality related to **Requirements Appendix 9B**.

If a vendor is not proposing on this area of supporting software functionality or has not partnered with another vendor, please leave this tab blank.

Software Costs

Please include **all software costs** to support the requirements of this section in the categories provided.

Total the section and include entries (as appropriate) for each of the columns.

Software Maintenance and Support Costs

Please include the software maintenance rate percentage (%) along with the basis for calculation of the maintenance support cost (e.g. is the % rate based upon list software cost, discounted software cost, etc.)

Please include all software maintenance and support costs (for all proposed software) based upon the **proposed maintenance and support plan** in the categories provided.

Total the section and include entries (as appropriate) for each of the columns.

Professional Services

Please include all professional services to support the requirements of this section in the categories provided (see additional notes above in "Introduction").

Indicate the total number of hours and cost for each line based on the **proposed implementation plan** you have provided.

Total the section and include entries (as appropriate) for each of the columns.

Tab 4) Supporting Software - Special Assessments

Each respondent must include the price of all software, software maintenance, and professional services used in their response to satisfy the specific requirements for this supporting software area. Pricing should include Special Assessment software functionality related to **Requirements Appendix 9C**.

If a vendor is not proposing on this area of supporting software functionality or has not partnered with another vendor, please leave this tab blank.

Software Costs

Please include **all software costs** to support the requirements of this section in the categories provided.

Total the section and include entries (as appropriate) for each of the columns.

Software Maintenance and Support Costs

Please include the software maintenance rate percentage (%) along with the basis for calculation of the maintenance support cost (e.g. is the % rate based upon list software cost, discounted software cost, etc.)

Please include all software maintenance and support costs (for all proposed software) based upon the **proposed maintenance and support plan** in the categories provided.

Total the section and include entries (as appropriate) for each of the columns.



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Professional Services

Please include all professional services to support the requirements of this section in the categories provided (see additional notes above in "Introduction").

Indicate the total number of hours and cost for each line based on the **proposed implementation plan** you have provided.

Total the section and include entries (as appropriate) for each of the columns.



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Tab 5) Supporting Software - Tax

Each respondent must include the price of all software, software maintenance, and professional services used in their response to satisfy the specific requirements for this supporting software area. Pricing should include Tax software functionality related to **Requirements Appendix 9D**.

If a vendor is not proposing on this area of supporting software functionality or has not partnered with another vendor, please leave this tab blank.

Software Costs

Please include **all software costs** to support the requirements of this section in the categories provided.

Total the section and include entries (as appropriate) for each of the columns.

Software Maintenance and Support Costs

Please include the software maintenance rate percentage (%) along with the basis for calculation of the maintenance support cost (e.g. is the % rate based upon list software cost, discounted software cost, etc.)

Please include all software maintenance and support costs (for all proposed software) based upon the **proposed maintenance and support plan** in the categories provided.

Total the section and include entries (as appropriate) for each of the columns.

Professional Services

Please include all professional services to support the requirements of this section in the categories provided (see additional notes above in "Introduction").

Indicate the total number of hours and cost for each line based on the **proposed implementation plan** you have provided.

Total the section and include entries (as appropriate) for each of the columns.

Tab 6) Additional Cost Information

Additional Custom Reporting Costs

Please include **all services and development costs** to meet the alternative requirements of this section in the categories provided.

Time & Attendance System Hardware

Please include an estimate of **per unit cost of the recommended hardware solution** to meet the City's requirements.

Please base your estimate upon the background provided and any discounts available for the quantity specified within Section 3.1 of the RFP.

Cashiering / Register System Hardware

Please include an estimate of per unit cost of the recommended hardware solution to meet the City's requirements.

Please base your estimate upon the background provided and any discounts available for the quantity specified within Section 3.1 of the RFP.

Ongoing Professional Services & Support

Please include **the discounted hourly rate** for professional services and support. Include the different rate classes or titles as appropriate.



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Please include an estimated **cost of the performance bond alternatives** suggested.

Based upon the responses, a determination will be made as to how this performance security will be incorporated into the final contract.

Cost Proposal
Base Cost Proposal

Vendor/Product:

#	Software Costs	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response		
1A	Software Cost Categories	Basis for Pricing (Named User, Concurrent User, Server, etc)	Software Price Contract to Go-Live	Software Price Year 2	Software Price Year 3	Software Price Year 4	Software Price Year 5	Software Price Total	
	Application / Module Costs (\$)								
	Third Party Application Modules (\$)								
	Database Software/Licensing (\$)								
	Other (Please Specify)								
	Total Software:								
#	Software Maintenance & Support Costs	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response		
1B	Software Maintenance and Support	Basis for Pricing (List Price, Negotiated Price, etc)	Year 1	Year 2	Year 3	Year 4	Year 5	Total	
	Software Annual Maintenance Rate Percentage (%)								
	Software Maintenance and Support Cost (\$)								
	Other (Please Specify)								
	Total Software Maintenance & Support:								
#	Software Implementation Services and Fees	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response		
3	Professional Services	Services Provider	Hours Contract to Go-Live	Services Price Contract to Go-Live	Services Price Year 2	Services Price Year 3	Services Price Year 4	Services Price Year 5	Services Price Total
	Project Management								
	Technical Architecture / Infrastructure Services								
	System Installation								
	Training of Project Core Team								
	Analysis, Design, and Software Configuration								
	Interface Development								
	Modification / Customization Development								
	Data Conversion								
	Testing - Unit/System/User Acceptance/Etc.								
	Change Management								
	End-User Training								
	Post Go-Live Support / Optimization								
	Project Expenses (Travel, etc.)								
	Other (Please Specify)								
	Total Software Implementation:								
#	Total Estimated Cost Before Contingency	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response		
5	Totals	Contract to Go-Live	Year 2	Year 3	Year 4	Year 5	Total		
	Total Estimated Cost								

Cost Proposal
City of Madison Internal Staffing Estimates

Vendor/Product:

Estimated Internal Staffing Model				
Title	FTE	Duration (Months)	Annual Rate	Cost
Implementation Support				
Functional Leads				
Specify Role	0	12	\$93,000	\$0
Specify Role	0	12	\$93,000	\$0
Specify Role	0	12	\$93,000	\$0
(Add additional rows if necessary)	0	12	\$93,000	\$0
Subject Matter Experts/Agency Participants				
Specify Role	0	12	\$93,000	\$0
Specify Role	0	12	\$93,000	\$0
Specify Role	0	12	\$93,000	\$0
(Add additional rows if necessary)	0	12	\$93,000	\$0
Total Implementation Support				\$0
Implementation Project Management & Technology				
Project Manager	0	12	\$93,000	\$0
Technical Analyst	0	12	\$93,000	\$0
(Add additional rows if necessary)	0	12	\$93,000	\$0
Total Implementation Project Management & Technology				\$0
Year 2 Ongoing Support				
Functional Support	0	12	\$93,000	\$0
Technical Analyst	0	12	\$93,000	\$0
Total Year 2 Ongoing Support				\$0
Year 3 Ongoing Support				
Functional Support	0	12	\$93,000	\$0
Technical Analyst	0	12	\$93,000	\$0
Total Year 3 Ongoing Support				\$0
Year 4 Ongoing Support				
Functional Support	0	12	\$93,000	\$0
Technical Analyst	0	12	\$93,000	\$0
Total Year 4 Ongoing Support				\$0
Year 5 Ongoing Support				
Functional Support	0	12	\$93,000	\$0
Technical Analyst	0	12	\$93,000	\$0
Total Year 5 Ongoing Support				\$0

Cost Proposal
Utility Billing Cost Proposal

Vendor/Product:

#	Software Costs	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response		
1A	Software Cost Categories	Basis for Pricing (Named User, Concurrent User, Server, etc)	Software Price Contract to Go-Live	Software Price Year 2	Software Price Year 3	Software Price Year 4	Software Price Year 5	Software Price Total	
	Application / Module Costs (\$)								
	Third Party Application Modules (\$)								
	Database Software/Licensing (\$)								
	Other (Please Specify)								
	Total Software:								
#	Software Maintenance & Support Costs	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response		
1B	Software Maintenance and Support	Basis for Pricing (List Price, Negotiated Price, etc)	Year 1	Year 2	Year 3	Year 4	Year 5	Total	
	Software Annual Maintenance Rate Percentage (%)								
	Software Maintenance and Support Cost (\$)								
	Other (Please Specify)								
	Total Software Maintenance & Support:								
#	Software Implementation Services and Fees	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response		
3	Professional Services	Services Provider	Hours Contract to Go-Live	Services Price Contract to Go-Live	Services Price Year 2	Services Price Year 3	Services Price Year 4	Services Price Year 5	Services Price Total
	Project Management								
	Technical Architecture / Infrastructure Services								
	System Installation								
	Training of Project Core Team								
	Analysis, Design, and Software Configuration								
	Interface Development								
	Modification / Customization Development								
	Data Conversion								
	Testing - Unit/System/User Acceptance/Etc.								
	Change Management								
	End-User Training								
	Post Go-Live Support / Optimization								
	Project Expenses (Travel, etc.)								
	Other (Please Specify)								
	Total Software Implementation:								
#	Total Estimated Cost Before Contingency	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response		
5	Totals	Contract to Go-Live	Year 2	Year 3	Year 4	Year 5	Total		
	Total Estimated Cost								

Cost Proposal
Ambulance Billing Cost Proposal

Vendor/Product:

#	Software Costs	Vendor Response		Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response
1A	Software Cost Categories	Basis for Pricing (Named User, Concurrent User, Server, etc)		Software Price Contract to Go-Live	Software Price Year 2	Software Price Year 3	Software Price Year 4	Software Price Year 5	Software Price Total
	Application / Module Costs (\$)								
	Third Party Application Modules (\$)								
	Database Software/Licensing (\$)								
	Other (Please Specify)								
	Total Software:								
#	Software Maintenance & Support Costs	Vendor Response		Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response
1B	Software Maintenance and Support	Basis for Pricing (List Price, Negotiated Price, etc)		Year 1	Year 2	Year 3	Year 4	Year 5	Total
	Software Annual Maintenance Rate Percentage (%)								
	Software Maintenance and Support Cost (\$)								
	Other (Please Specify)								
	Total Software Maintenance & Support:								
#	Software Implementation Services and Fees	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response
3	Professional Services	Services Provider	Hours	Services Price Contract to Go-Live	Services Price Year 2	Services Price Year 3	Services Price Year 4	Services Price Year 5	Services Price Total
	Project Management								
	Technical Architecture / Infrastructure Services								
	System Installation								
	Training of Project Core Team								
	Analysis, Design, and Software Configuration								
	Interface Development								
	Modification / Customization Development								
	Data Conversion								
	Testing - Unit/System/User Acceptance/Etc.								
	Change Management								
	End-User Training								
	Post Go-Live Support / Optimization								
	Project Expenses (Travel, etc.)								
	Other (Please Specify)								
	Total Software Implementation:								
#	Total Estimated Cost Before Contingency	Vendor Response		Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response
5	Totals	Contract to Go-Live		Year 2	Year 3	Year 4	Year 5	Total	
	Total Estimated Cost								

Cost Proposal
Special Assessment Cost Proposal

Vendor/Product:

#	Software Costs	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response		
1A	Software Cost Categories	Basis for Pricing (Named User, Concurrent User, Server, etc)	Software Price Contract to Go-Live	Software Price Year 2	Software Price Year 3	Software Price Year 4	Software Price Year 5	Software Price Total	
	Application / Module Costs (\$)								
	Third Party Application Modules (\$)								
	Database Software/Licensing (\$)								
	Other (Please Specify)								
	Total Software:								
#	Software Maintenance & Support Costs	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response		
1B	Software Maintenance and Support	Basis for Pricing (List Price, Negotiated Price, etc)	Year 1	Year 2	Year 3	Year 4	Year 5	Total	
	Software Annual Maintenance Rate Percentage (%)								
	Software Maintenance and Support Cost (\$)								
	Other (Please Specify)								
	Total Software Maintenance & Support:								
#	Software Implementation Services and Fees	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response		
3	Professional Services	Services Provider	Hours Contract to Go-Live	Services Price Contract to Go-Live	Services Price Year 2	Services Price Year 3	Services Price Year 4	Services Price Year 5	Services Price Total
	Project Management								
	Technical Architecture / Infrastructure Services								
	System Installation								
	Training of Project Core Team								
	Analysis, Design, and Software Configuration								
	Interface Development								
	Modification / Customization Development								
	Data Conversion								
	Testing - Unit/System/User Acceptance/Etc.								
	Change Management								
	End-User Training								
	Post Go-Live Support / Optimization								
	Project Expenses (Travel, etc.)								
	Other (Please Specify)								
	Total Software Implementation:								
#	Total Estimated Cost Before Contingency	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response		
5	Totals	Contract to Go-Live	Year 2	Year 3	Year 4	Year 5	Total		
	Total Estimated Cost								

Cost Proposal
Tax Cost Proposal

Vendor/Product:

#	Software Costs	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response		
1A	Software Cost Categories	Basis for Pricing (Named User, Concurrent User, Server, etc)	Software Price Contract to Go-Live	Software Price Year 2	Software Price Year 3	Software Price Year 4	Software Price Year 5	Software Price Total	
	Application / Module Costs (\$)								
	Third Party Application Modules (\$)								
	Database Software/Licensing (\$)								
	Other (Please Specify)								
	Total Software:								
#	Software Maintenance & Support Costs	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response		
1B	Software Maintenance and Support	Basis for Pricing (List Price, Negotiated Price, etc)	Year 1	Year 2	Year 3	Year 4	Year 5	Total	
	Software Annual Maintenance Rate Percentage (%)								
	Software Maintenance and Support Cost (\$)								
	Other (Please Specify)								
	Total Software Maintenance & Support:								
#	Software Implementation Services and Fees	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response		
3	Professional Services	Services Provider	Hours Contract to Go-Live	Services Price Contract to Go-Live	Services Price Year 2	Services Price Year 3	Services Price Year 4	Services Price Year 5	Services Price Total
	Project Management								
	Technical Architecture / Infrastructure Services								
	System Installation								
	Training of Project Core Team								
	Analysis, Design, and Software Configuration								
	Interface Development								
	Modification / Customization Development								
	Data Conversion								
	Testing - Unit/System/User Acceptance/Etc.								
	Change Management								
	End-User Training								
	Post Go-Live Support / Optimization								
	Project Expenses (Travel, etc.)								
	Other (Please Specify)								
	Total Software Implementation:								
#	Total Estimated Cost Before Contingency	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response	Vendor Response		
5	Totals	Contract to Go-Live	Year 2	Year 3	Year 4	Year 5	Total		
	Total Estimated Cost								

**Cost Proposal
Tax Cost Proposal**

Vendor/Product:

#	Software Implementation Services and Fees	Vendor Response	Vendor Response	Vendor Response
10	Reporting - Incremental Costs for Custom Reports	Services Provider	Hours	Services Price (Total)
	50 Additional Custom Reports			
	100 Additional Custom Reports			
	200 Additional Custom Reports			
	Other (Please Specify)			
#	Hardware Costs	Vendor Response	Vendor Response	Vendor Response
11	Time & Attendance Hardware	Basis for Pricing	Comments / Additional Information	Hardware Price (per Unit)
	Payroll Time & Attendance Time Clock (Recommended Hardware Option 1)			
	Payroll Time & Attendance Time Clock (Recommended Hardware Option 2)			
	Payroll Time & Attendance Time Clock (Recommended Hardware Option 3)			
	Other (Please Specify)			
#	Hardware Costs	Vendor Response	Vendor Response	Vendor Response
12	Cashiering / Register System Hardware	Basis for Pricing	Comments / Additional Information	Hardware Price (per Unit)
	Cashiering / Register System Hardware (Recommended Hardware Option 1)			
	Cashiering / Register System Hardware (Recommended Hardware Option 2)			
	Cashiering / Register System Hardware (Recommended Hardware Option 3)			
	Other (Please Specify)			
#	Ongoing Professional Services & Support	Vendor Response	Vendor Response	Vendor Response
13	Hourly Rate (By Role/Title)	Basis for Pricing	Comments / Additional Information	Hourly Rate
	Title/Role (Please Specify)			
	Title/Role (Please Specify)			
	Title/Role (Please Specify)			
	Title/Role (Please Specify)			
	Title/Role (Please Specify)			
	Title/Role (Please Specify)			
	Title/Role (Please Specify)			
	Title/Role (Please Specify)			
	Title/Role (Please Specify)			
#	Performance Security	Vendor Response	Vendor Response	Vendor Response
14	Performance Bond	Basis for Pricing	Comments / Additional Information	Estimated Price
	Performance Bond equal to the amount of the Year 1 Base Software and Services Contract Amount			
	Performance Bond equal to the amount of the Year 1 Base Services Contract Amount			