

## Exhibit B: Pricing and Payment

### 1. Professional Services

For all services and incidentals provided in accordance with Exhibit A - Scope of Work, Consultant shall be paid a lump sum amount based on the fixed priced Proof of Concept scope developed for each customer regardless of the number of hours or length of time necessary for Consultant to complete the services.

Upon completion of the work, Consultant shall submit its bill for payment in a form approved by County's Auditor. The bill shall identify the project name, the customer department, the services completed, the deliverables and milestones achieved, and the amount charged. By interest expressed by customer departments, and ISD's ability to assist Consultant in the deployment of new customers, County estimates the following professional services costs over the next five-year period. However, there is no minimum amount of work guaranteed to Consultant.

|          | FY 21/22  | FY 22/23  | FY 23/24  | FY 24/25  | FY 25/26  |
|----------|-----------|-----------|-----------|-----------|-----------|
| Services | \$100,000 | \$100,000 | \$100,000 | \$100,000 | \$100,000 |

### 2. Software

ISD shall reimburse Consultant for the initial cost of the software, plus the first year annual maintenance pro-rated to the annual renewal period, as provided in the Proof of Concept for each customer department.

There are no taxes on the software as it is delivered electronically. County will not receive a physical product.

Costs will be invoiced once the software has been installed in the production environment. Consultant shall submit its bill for payment in a form approved by County's Auditor. The bill shall identify the project name, the customer department, the name of the software module installed, the number of licenses, and the amount charged.

County and Consultant estimate the following software costs over a five year period based on County and Consultant's experience with previous deployments. There is no minimum software purchase guaranteed to Consultant.

|                    |          |          |          |          |          |
|--------------------|----------|----------|----------|----------|----------|
|                    | FY 21/22 | FY 22/23 | FY 23/24 | FY 24/25 | FY 25/26 |
| Estimated Software | \$60,000 | \$60,000 | \$60,000 | \$60,000 | \$60,000 |

### 3. Maintenance and Support Costs

Annual software renewal costs provide the billing mechanism for software upgrades, bug fixes, and maintenance and support services as identified in Exhibit C: Service Level Agreement. Maintenance support services may be itemized as support via WebEx Support, trusted system support for storage related problems, database support for customized extracts and staffing schedules. Costs are calculated as a) a percentage of the new software purchased (both anticipated and contingency software) and b) a percentage of the software already installed in prior years. For budgeting purposes, Maintenance and Support Costs are estimated at twenty-percent (20%) of the new software cost. Rates shall not increase by more than five percent (5%) from the previous year.

County and Consultant estimate the following software costs over a five-year period.

|  |                  |                  |                  |                  |                  |
|--|------------------|------------------|------------------|------------------|------------------|
|  | FY 21/22         | FY 22/23         | FY 23/24         | FY 24/25         | FY 25/26         |
| 1 <sup>st</sup> year of software costs             | \$12,000         | \$12,000         | \$12,000         | \$12,000         | \$12,000         |
| 1 <sup>st</sup> year of software contingency costs | \$2,400          | \$2,400          | \$2,400          | \$2,400          | \$2,400          |
| Already installed software                         | \$354,000        | \$379,400        | \$407,300        | \$436,000        | \$466,000        |
| <b>Total Maintenance &amp; Support Costs</b>       | <b>\$368,400</b> | <b>\$395,400</b> | <b>\$423,300</b> | <b>\$452,000</b> | <b>\$482,000</b> |

### 4. Summary of Costs

Consultant shall not be entitled to more than \$3,081,100 for the five-year period August 3, 2021 to August 2, 2026; however, there is no minimum amount of work guaranteed to Consultant.

|                        | Projected FY 21/22 | Projected FY 22/23 | Projected FY 23/24 | Projected FY 24/25 | Projected FY 25/26 | Total              |
|------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Professional Services  | \$100,000          | \$100,000          | \$100,000          | \$100,000          | \$100,000          | \$500,000          |
| PS - Contingency       | \$20,000           | \$20,000           | \$20,000           | \$20,000           | \$20,000           | \$100,000          |
| New Software Purchases | \$60,000           | \$60,000           | \$60,000           | \$60,000           | \$60,000           | \$300,000          |
| Software - Contingency | \$12,000           | \$12,000           | \$12,000           | \$12,000           | \$12,000           | \$60,000           |
| Maintenance & Support  | \$368,400          | \$395,400          | \$423,300          | \$452,000          | \$482,000          | \$2,121,100        |
| <b>Total</b>           | <b>\$560,400</b>   | <b>\$587,400</b>   | <b>\$615,300</b>   | <b>\$644,000</b>   | <b>\$674,000</b>   | <b>\$3,081,100</b> |