

8. PRICING

| COMPONENT | UNIT PRICE | QUANTITY | EXTENDED PRICE |
|---|----------------------------|------------------------------|----------------|
| Enterprise Asset Mgmt. License Full User | \$1,552.45 | 5 - See note1 below | \$ 15,524.50 |
| Enterprise Asset Mgmt. License Limited User | \$1,552.45 | 10 - See note 1 below | \$15,524.50 |
| Maximo Spatial License | \$103.70 | 15 - See note 1 below | \$1,555.50 |
| First Year Software Support | Included in License charge | | |
| Subsequent Years Software Support | 20% of License fee | | \$6,520.9 |
| Implementation Est. Labor Cost | \$140/hour on site labor | 400 hours - See note 2 below | \$56,000 |
| Est. Travel and Living Expenses | Roughly \$1000/week onsite | 10 weeks - See note 3 below | \$10,000 |
| Estimated Total first year cost | | | \$98,604.50 |

Note 1- This estimate is based on experience with smaller Cities such as Traverse. Limited use licenses allow users to perform specific tasks, while full user licenses allow access to all functions of the product. This number would be determined by a recommended by a 2 week workshop conducted prior to commencing work.

Note 2 - This note is based on the specifications and desires written in the RFP, which are relatively few of the available functions within Maximo. If the City were to decide to incorporate additional functions right away, the hours would increase.

Note 3 - ZenFocus has the ability to perform many implementation tasks off site, which would reduce the travel expenses and reduce the hourly labor rate.

Agreement Date: #####

| | |
|------------------------------|------------------|
| Customer Information: | |
| Organization | Technical |
| Name: _____ | Contact: _____ |
| Contact: _____ | Phone: _____ |
| Phone: _____ | Fax: _____ |
| Fax: _____ | Email: _____ |
| Email: _____ | Address: _____ |
| Address: _____ | _____ |
| _____ | _____ |
| Billing | Delivery |
| Contact: _____ | Contact: _____ |
| Phone: _____ | Phone: _____ |
| Fax: _____ | Fax: _____ |
| Email: _____ | Email: _____ |
| Address: _____ | Address: _____ |
| _____ | _____ |

Products and Services Provided Hereunder and Applicable Charges:
Please Choose Applicable Products, Options and Services (see product literature for product features and specifications):

| Modules: | Unit Cost | Quantity | Total |
|--|-------------|----------|---------------------|
| VUEWorks® Core (First Single User License) | \$5,000.00 | 1 | \$5,000.00 |
| Additional Single User Core License(s) | \$500.00 | 5 | \$2,500.00 |
| VUEWorks® Facilities (First Single User License) | \$2,000.00 | 0 | \$0.00 |
| Additional Single User Facilities License(s) | \$500.00 | 0 | \$0.00 |
| VUEWorks® Service Call (First Single User License) | \$2,000.00 | 1 | \$2,000.00 |
| Additional Single User Service Call License(s) | \$500.00 | 1 | \$500.00 |
| VUEWorks® Work Order (First Single User License) | \$5,000.00 | 1 | \$5,000.00 |
| Additional Single User Work Order License(s) | \$500.00 | 4 | \$2,000.00 |
| VUEWorks® Resource Manager (First Single User License) | \$2,000.00 | 1 | \$2,000.00 |
| Additional Single User Resource Manager License(s) | \$500.00 | 4 | \$2,000.00 |
| VUEWorks® Condition (First Single User License) | \$2,000.00 | 0 | \$0.00 |
| Additional Single User Condition License(s) | \$500.00 | 0 | \$0.00 |
| VUEWorks® Risk (First Single User License) | \$2,000.00 | 0 | \$0.00 |
| Additional Single User Risk License(s) | \$500.00 | 0 | \$0.00 |
| VUEWorks® Valuation (First Single User License) | \$2,000.00 | 0 | \$0.00 |
| Additional Single User Valuation License(s) | \$500.00 | 0 | \$0.00 |
| VUEWorks® Budget Forecasting (First Single User License) | \$2,000.00 | 0 | \$0.00 |
| Additional Single User Budget Forecasting License(s) | \$500.00 | 0 | \$0.00 |
| VUEWorks® Projects (First Single User License) | \$2,000.00 | 0 | \$0.00 |
| Additional Single User Projects License(s) | \$500.00 | 0 | \$0.00 |
| VUEWorks® MobileVUE (First Single User License) | \$5,000.00 | 0 | \$0.00 |
| Additional Single User MobileVUE License(s) | \$500.00 | 0 | \$0.00 |
| VUEWorks® ASTM Pavement Pack (Unlimited Users) | \$1,000.00 | 0 | \$0.00 |
| VUEWorks® VUEpoint (Unlimited Users) | \$10,000.00 | 0 | \$0.00 |
| VUEWorks® Customer Request Portal (Unlimited Users) | \$2,000.00 | 0 | \$0.00 |
| License Subtotal before Discount | | | \$ 21,000.00 |
| License Discount (if applicable) 10% | | | \$ 2,100.00 |
| License Total | | | \$ 18,900.00 |
| Annual Technical Support and Maintenance (20% of Original License Cost) | | | \$ 4,200.00 |
| Installation* | | | \$ 1,950.00 |
| Implementation** | | | \$ 6,400.00 |
| TOTAL AGREEMENT AMOUNT | | | \$ 31,450.00 |

* Installation: Estimate Only - Remote install requires VPN network access and administrative access to servers. Billed at \$140/hr

** Implementation: Tier 1 cost is \$1,600 per day + Travel Expenses billed at cost. Tier 2 is TBD based on scope of work.

Travel Expenses include: travel time, airfare, parking, lodging, transportation, reservations, and meals

ANNUAL MAINTENANCE AND SUPPORT (SUBSCRIPTION PROGRAM) INCLUDES UPDATES, UPGRADES AND BASIC TECHNICAL SUPPORT DURING EACH ANNUAL TERM BASED UPON 20% OF THE THEN-CURRENT TOTAL LICENSE(S) FEE. INSTALLATION, IMPLEMENTATION OR TRAINING SERVICES ARE AVAILABLE SUBJECT TO SCHEDULING AT THE THEN CURRENT RATES AND POLICIES. PLEASE CONTACT VUEWORKS FOR MORE INFORMATION.

ACCEPTANCE of the terms of this Agreement are acknowledged by the signatures of the Authorized Representatives of the parties to the Agreement.

AS TO:
CUSTOMER

Signature _____ Date _____

Printed Name _____

Title _____

AS TO:
VUEWorks, LLC

Signature _____ Date _____

Printed Name _____

Title _____

City of Traverse City, MI
VUEWorks Tier 2 Implementation and Training Services
On Premise Installation

| 1. Startup Services (*) | Cost | Days | Description |
|---|--------------------|------|------------------------|
| GIS Data Analysis | \$1,680.00 | 1.00 | Review client GIS data |
| KickOff/Planning Mtg | \$1,400.00 | 0.50 | Remote |
| SubTotal Cost | \$3,080.00 | | |
| 2. Installation, Implementation & Training Services (*) | | | |
| VUEWorks Modules = Core, Service Request, Work Order, Resource Manager | | | |
| Install VUEWorks Software on Client Server | \$3,700.00 | 1.50 | Onsite |
| A. Training | | | |
| 1. Administrator Training | \$1,090.00 | 0.50 | Onsite |
| B. Work / Asset Management Workshops | | | |
| <u>Service Request Module</u> | | | |
| Workflow Definition Meeting | \$840.00 | 0.50 | Remote |
| Workshop for Software Configuration Specifications | \$840.00 | 0.50 | Remote |
| Software Configuration | \$3,095.00 | 1.00 | Onsite |
| <u>Work Order Module</u> | | | |
| Workflow Definition Meeting | \$840.00 | 0.50 | Remote |
| Workshop for Software Configuration Specifications | \$840.00 | 0.50 | Remote |
| Software Configuration | \$2,490.00 | 1.00 | Onsite |
| <u>Resource Manager Module</u> | | | |
| Workflow Definition Meeting | \$840.00 | 0.50 | Remote |
| Workshop for Software Configuration Specifications | \$840.00 | 0.50 | Remote |
| Software Configuration | \$3,095.00 | 1.00 | Onsite |
| C. Training | | | |
| <u>1. Core, Service Request, Work Order & Resource Manager</u> | | | |
| User Training (up to 8 people) | \$4,260.00 | 2.00 | Onsite |
| Project Administration & Management | \$2,800.00 | 2.00 | Remote |
| SubTotal Cost | \$25,570.00 | | |
| Estimated Total Cost (Tasks 1-2): | \$28,650.00 | | |
| 3. Optional Services | | | |
| A. Data Conversion | TBD | | |
| B. Application integration (e.g. Sungard HTE, Utility Billing, etc.) | TBD | | |
| C. Additional Configuration Assistance | TBD | | |
| D. Additional Training | TBD | | |
| E. Annual Technical Support | TBD | | |

VUEWorks Installation & Administrator Training would be provided on consecutive days

VUEWorks Software Configuration would be provided on consecutive days

VUEWorks Core, Service Request, Work Order, & Resource Manager Training would be provided on consecutive days

* Includes travel expenses (travel time, airfare, parking, transportation, reservations, lodging, and meals).

Since air fare costs change regularly, the final cost will be determined once the flights are booked.

Seats are booked in Coach.

Additional Services would be charged on an hourly basis at the following rates:

| | |
|-----------------------------|-------|
| Remote Training using WebEx | \$155 |
| Configuration Assistance | \$140 |

11/22/2013

Traverse City TIER 2 Software and Implementation Services
Implementation

have also not been able to see the PeachTree™ database model so the complexity is unknown to us. If we are the selected vendor, we are willing to negotiate the final cost once we are able to see that actual database and its structure.

| | |
|---------------------------------------|---------------|
| WO&AM setup, integration and training | - \$63,360.00 |
| Travel Expenses | - \$4,800.00 |
| One Year Support | - \$7,000.00 |
| Total | - \$75,160.00 |

Payment

Flat Rock is focused on results based compensation. Our proposed payment schedule is the following:

25% payment after initial on-site meeting and presentation of formal project schedule

50% payment after functional testing is complete

25% payment after Go-Live

In closing, we would like to thank you for taking the time to read our proposal. We have been thoughtful and attentive to the needs set forth in the RFP. We are confident that we have the right mix of technical GIS capability, knowledge of government infrastructure, project management, database and software experience to successfully support all aspects of this project. We truly hope you see the merit in choosing Flat Rock Geographics to be your preferred vendor for the WORK ORDER AND ASSET MANAGEMENT SYSTEM for the City of Traverse City, MI.



SECTION E – COSTS

E.1 SOFTWARE

The one-time fees associated with our proposed licensing of the Lucidity solutions applicable for the initial WO&AM system are summarized in the following table.

| Solution | Software Licensing | | | |
|---------------------|--------------------|---------|----------|--------------------|
| | Unit Fee | Basis | Quantity | Total Fee |
| <u>Work Bundle</u> | | | | |
| Work Administrator | | | | |
| Work Orders | \$3,000.00 | Seat | 5 | \$15,000.00 |
| Requests | | | | |
| Inventory Control | | | | |
| <u>Asset Bundle</u> | | | | |
| Water | | | | |
| Sewer | \$2,000.00 | Seat | 4 | \$ 8,000.00 |
| Electric | | | | |
| Equipment | | | | |
| Mobile Desktop | \$1,000.00 | Install | 3 | \$ 3,000.00 |
| GIS Desktop | \$3,000.00 | Seat | 1 | \$ 3,000.00 |
| GIS Web | \$5,000.00 | Site | 1 | \$ 5,000.00 |
| TOTAL | | | | \$34,000.00 |

The number of "Seat" licenses determines the maximum number of concurrent users of any solutions, or any combinations of solutions within a bundle. An "Install" license provides for installation of a solution onto a Client (Desktop or Mobile) device. "Site" licenses are available for all solutions, and provide for unlimited concurrent users.

Following are additional Lucidity asset management solutions available for future expansion of the WO&AM system.

- Storm
- Streets & Traffic Bundle – Streets, Bridges, Rights-of-Way, Signs, Signals, and Street Lights
- Pavement Analysis
- Parks
- Fleet

E.2 IMPLEMENTATION

The levels of effort and costs associated with the proposed Implementation Work Plan described in Section C.2 are summarized in Exhibit E.1.

Our standard rates (per person) follow.

- Labor
 - \$1,500.00 per on-site day, and \$100.00 per remote hour

- A surcharge of fifteen percent (15%) applied to the above rates to cover contract administration and project management efforts
- Expenses (estimates)
 - \$550.00 per on-site trip, and \$250.00 per on-site day
 - Expenses are billed at actual costs

Following is a schedule we consider reasonable for completion of the proposed Work Plan.

| Task | Weeks | | | | | | | | | | | |
|----------------|-------|---|---|---|---|---|---|---|---|----|----|----|
| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 |
| Installation | | | | | | | | | | | | |
| Configuration | | | | | | | | | | | | |
| Data Migration | | | | | | | | | | | | |
| Integration | | | | | | | | | | | | |
| Training | | | | | | | | | | | | |

E.3 SUPPORT & MAINTENANCE

The fee basis for "Year 1" of the Constant Connection Program for Lucy software technical support and maintenance as described in Section C.3 is twenty percent (20%) of the total amount for software license fees. Year 1 is considered the twelve (12) months following completion of the project (i.e. conclusion of training).

$$\$34,000.00 \times 20\% = \$6,800.00$$

Constant Connection Program fees for subsequent years are subject to an annual increase of two and one-half percent (2.5%).

EXHIBIT E.1 – Implementation Work Plan Costs

| Task | Effort | | | Cost | | |
|----------------|----------|-----------|------------|---------------------|--------------------|---------------------|
| | On-site | | Remote | Labor | Expenses | Total |
| | Trips | Days | Hours | | | |
| Installation | | | 8 | \$ 920.00 | \$ - | \$ 920.00 |
| Configuration | 2 | 4 | 24 | \$ 9,660.00 | \$ 2,100.00 | \$ 11,760.00 |
| Data Migration | | | 40 | \$ 4,600.00 | \$ - | \$ 4,600.00 |
| Integration | | | 8 | \$ 920.00 | \$ - | \$ 920.00 |
| Training | 2 | 6 | 24 | \$ 13,110.00 | \$ 2,600.00 | \$ 15,710.00 |
| TOTALS | 4 | 10 | 104 | \$ 29,210.00 | \$ 4,700.00 | \$ 33,910.00 |

Pricing Sheet

SOFTWARE

| Year One Software Purchase | | | |
|---|--|-------------|--------------|
| Description | | Software | Subscription |
| i. Web Central Core Program | | | |
| Software | | \$7,158.00 | |
| Annual Subscription/Support: | | | \$1,217.00 |
| ii. Application Connection Points | | | |
| (25 - ACPs - provide concurrent access to Web Central) | | | |
| Software | | \$7,779.00 | |
| Annual Subscription/Support | | | \$1,322.00 |
| iii. Capital Project Management Bundle – Capital Budgeting, Project Management | | | |
| 1 Activity Software | | \$13,297.00 | |
| Annual Subscription/Support | | | \$2,781.00 |
| iv. Capital Project Management – Commissioning | | | |
| 1 Activity Software | | \$8,181.00 | |
| Annual Subscription/Support | | | \$1,391.00 |
| v. Building Operations Bundle – On Demand, Preventive Maintenance, and Service Desk | | | |
| 1 Activity Software | | \$19,437.00 | |
| Annual Subscription/Support | | | \$4,172.00 |
| vi. Asset Portal | | | |
| 1 Activity Software | | \$4,088.00 | |
| Annual Subscription/Support | | | \$695.00 |
| vii. Building Operations – Condition Assessment | | | |
| 1 Activity Software | | \$8,181.00 | |
| Annual Subscription/Support | | | \$1,391.00 |
| viii. Space Management – Personnel & Occupancy | | | |
| Software | | \$8,181.00 | |
| Annual Subscription | | | \$1,391.00 |
| ix. Space Management – Space Inventory & Performance | | | |
| Software | | \$8,181.00 | |
| Annual Subscription/Support | | | \$1,391.00 |
| x. Smart Client Extension for AutoCAD | | | |
| 4 users Software | | \$10,620.00 | |
| Annual Subscription/Support | | | \$1,804.00 |
| xi. Archibus Mobile Solution – Space, Work, Inspections | | | |
| 250 User License | | | |
| Software | | \$7,158.00 | |
| Annual Subscription/Support | | | \$2,219.00 |



| | | |
|--|---------------------|--------------------|
| Year 1 Software/Subscription Sub-Total: | \$102,261.00 | \$19,774.00 |
| 10 % Discount | 10% | |
| | \$10,226.10 | |
| Year 1 Software Total: | \$92,034.90 | |

Year 2 and beyond Subscription Sub-Total: \$19,774.00

INSTALLATION/ENVIRONMENT

HOSTED – SINGLE SERVER ENVIRONMENT WITH WEB SERVICES PORTAL
 FULL ACCESS AVAILABLE TO EDIT VIEWS WITH 6 RDP ACCESS POINTS.

| | | |
|------------------------------------|-------------------|--------------------|
| 12 MONTHS OF SERVICE \$2,330/Month | FIXED FEE: | \$27,960.00 |
| SET UP FEE | FIXED FEE: | \$ 3,500.00 |
| ARCHIBUS HOSTING FEE - YEARLY | FIXED FEE: | \$ 1,250.00 |

ANNUAL TECHNICAL SUPPORT (software functionality only) FOR ALL MODULES LISTED ABOVE:

Technical support allows plan participants (“Authorized Contacts”) to submit focused questions regarding the use of individual features or functions of the covered ARCHIBUS software. Authorized Contacts may also identify and confirm reports of features or functions of the ARCHIBUS software which may not be performing according to the documentation.

Year 1 FIXED FEE: \$ 13,962.00

TRAINING SERVICES

FMP has outlined 8 Sessions for Training Support. Additional Training types are available including Web Based, Pre-recorded and On-Site.

Year 1 Fixed Fee: \$ 15,000.00

IMPLEMENTATION SERVICES

FMP’s Phased Approach to implementation allows for a complete schedule to be created and confirmed each step ensuring an on time and in budget project. Further review of total needs will allow for a refinement services and fees. FMP reserves the right to adjust implementation fees.

Year 1 Estimate: \$ 450,000.00
Year 2 Estimate: \$ 50,000.00

Additions:

Reimbursable – Standard Allowable GSA Rates
 Any Applicable Taxes