City of Hollywood, FL

ERP System – City End Duplication Gain Efficiency Core ERP

Proposal Response to Solicitation #RFP-4542-17-PB

Cost Proposal

Service	RFP Proposal Response
Engagement Type	**Oracle Cloud ERP Software and Services**
Applications/Areas	Accounts Payable, Bank Reconciliation, Budgeting, Cash Management, Contract Management, Fixed Assets, General Ledger, Human Resources, Miscellaneous Billing and AR, Payroll, Purchasing, Report Writer (including Business Intelligence and Ad Hoc reports)
	Expanded Application Software and Related Technologies: Cash Receipting, Debt Management, Performance Measures, Project and Grant Accounting, Time and Attendance
Industry	Public Sector – City
Keywords	Oracle Cloud, Financials
Proposal Date	February 23, 2017
Denovo Contact	Mike Petrarca Senior Account Executive Public Sector Denovo Ventures, LLC 6400 Lookout Road, Suite #101 Boulder, CO 80301 240-676-4875 mpetrarca@denovo-us.com www.denovo-us.com

February 23, 2017

Attn: City Clerk
City of Hollywood
City Clerk's Office
Room 221
2600 Hollywood Boulevard
Hollywood, FL 33020

Dear City Clerk:

Denovo Ventures, LLC ("Denovo") is pleased to submit this proposal in response to the City of Hollywood's **RFP-4542-17-PB for an ERP System – City End Duplication Gain Efficiency Core ERP**. With a core focus on providing progressive and comprehensive solutions to public sector customers, we understand your business requirements and goals. We strongly believe that we are uniquely qualified for this opportunity due to our proven track record of success. Most importantly, we are striving to build and sustain a long-term rewarding partnership with you.

Denovo is a private Colorado-based limited liability corporation for profit that provides professional services centered around Oracle technology and advanced application solutions with a primary focus on Oracle's ERP solutions. We also provide infrastructure-related "cloud" hosting and Software-as-a-Service (SaaS) solutions. Denovo primary operations and data centers are located at 6400 Lookout Road, Suite #101, Boulder, CO 80301 with other offices in Huntington Beach; CA, Chicago, IL; Seattle, WA; King of Prussia, PA; and Atlanta, GA.

Denovo, an Oracle Platinum Partner, is Oracle's premiere "go to" partner for Oracle Cloud ERP customers. We continue the certification and qualification process of our consultants on a consistent basis. Denovo provides proven methods and a staff of Oracle professionals to lead its customer's upgrade assessments, new implementations, upgrade efforts and Cloud Solutions. From our roots, our pedigree was established on the Oracle ERP applications and core technology (database and tools), from that foundation, we have followed Oracle's acquisition strategy to extend our core offerings with synergistic services that fit well within our target customer base and consulting expertise. Denovo was one of the first Oracle partners in the country to implement Oracle Cloud ERP solutions, and over the years, has built out a portfolio of successful customers that have implemented the Oracle Cloud Solutions and other Oracle Applications solutions (E-Business Suite, JD Edwards, etc.), and have extended their footprint to include additional products and functionality.

All pricing, terms and conditionals in this proposal shall remain open for 180 calendar days after the day of the proposal opening.

Mike Petrarca is the Senior Account Executive for this project and will be your primary contact. He can be reached at any time at mpetrarca@denovo-us.com or 240-676-4875.

Thank you for your interest in considering Denovo Ventures, LLC ("Denovo") as your Oracle Cloud ERP solution provider. We are excited about the opportunity and look forward to working with you to begin our long-term relationship.

I, the undersigned, am the Denovo Company Officer who will commit to the contractual terms and conditions for the Denovo contract. Denovo's corporate address and my specific contact information have been provided below.

Sincerely,

Thomas J Connolly

Tom Connolly
Executive Vice President (East Region)
Denovo Ventures, LLC
6400 Lookout Road, Suite #101, Boulder, CO 80301
(610) 592-0600 ext 223   TConnolly@denovo-us.com

14 Separate Sealed Cost Proposal

Costs for the Vendor's proposed solution should be submitted on the proposal pricing forms provided in the associated Microsoft Excel pricing spreadsheet. Pricing forms should remain in the original Excel format.

- *The City will not consider time and materials pricing. Vendors shall provide firm and fixed pricing based on the functionality described. For each item, indicate if the cost is one-time, annual, or other.*
  - *The Vendor shall provide price information for each separate component of the proposed solution, as well as the costs of any modifications necessary to fully comply with the RFP specifications.*
- *If any lump sum amounts are provided, Vendors should indicate in the comments sections what the lump sum consists of.*
  - *In the event the product or service is provided at no additional cost, the item should be noted as "no charge" or words to that effect.*
  - *In the event the product or service is not being included in the Vendor proposal, the item should be noted as "No Bid".*
- *Vendors shall provide all pricing alternatives in these cost sheets.*
  - *Vendor shall provide prices in U.S. dollars.*
- *Vendor shall make clear the rationale and basis of calculation for all fees.*
- *Vendors shall show separate subtotals for the required elements of the proposed solution, and for any layers of optional elements.*
- ***Please note: Pricing workbook should be provided in the exact format as provided (e.g. no additional macros, formulas, additional columns, modifications, passwords, etc.). Failure to do so can result in disqualification of the entire proposal.***

In presenting software license fees, the Vendor shall:
- *Explain all factors that could affect licensing fees;*
- *Make clear what type of license is offered for each price (named user, concurrent user, installed copies, processor-based, etc.);*
- *Indicate which product versions, operating platform(s), and machine classes are included for each price;*
- *Indicate whether a product is for "server" or "client," as applicable; and,*
- *Make clear the extent of any implementation services that are included in the license fees (installation, configuration, training, etc.)*

To the extent possible, Vendors shall show any applicable discounts separately from the prices for products and services. The City prefers that Vendors provide separate prices for each item in the proposed solution. However, the Vendor is also encouraged to present alternatives to itemized costs and discounts, such as bundled pricing, if such pricing would be advantageous to the City.

The City reserves the right to pursue direct purchase of all items and services proposed, as well as to obtain independent financing. The City is considering a vendor-hosted solution through an ASP or SaaS licensing model. As such, the City is requesting proposals to include detailed information regarding the Vendors hosting and licensing options. If multiple solutions are proposed, please include a separate pricing form for each hosting/licensing model.

We have included our completed pricing forms on the following pages.

1. Pricing Form Legend

All black cells required.	**All yellow cells optional.**	**All other cells are locked.**

2. Enter Basic Vendor Information

Enter Vendor Name to the right:	**Denovo Ventures, LLC**

3. Enter Hosting/Licensing Model for Proposed Solution

Both a hosted and on-premise solution are being strongly considered. The decision will be based on the options provided, using the evaluation criteria outlined in the RFP. Please indicate if the proposed solution reflected in this pricing form is hosted.	**Hosted**
Additionally, please note if a perpetual license or subscription-based license is proposed.	**Subscription-based**

Comments

4. Complete the following Pricing Tabs

Tab Name	Instructions
Proposal Summary	No data entry is required in the Proposal Summary. Comments are optional for each Cost Category.
Module Summary	Please add any additional modules proposed below those requested.
Application Software	Please complete One-Time and On-Going Annual Application Software Costs, indicating any additional info or 'No Bid' in the Comments column. Additional proposed modules can be added in the 'Module Summary' Tab.
Other Items	Please add any Other Items proposed including the Required Quantity, Unit Price, and related On-Going Annual Cost, if applicable.
Hardware	Please add any additional required/optional Hardware proposed including the Required Quantity, Unit Price, and related On-Going Annual Cost, if applicable.
Implementation Services	Please complete the Estimated Hours and Hourly Rate for Implementation Services, indicating any additional info or 'No Bid' in the Comments column. Additional proposed modules can be added in the 'Module Summary' Tab.
Train-the-Trainer Training	Please complete the Estimated Hours and Hourly Rate for Train-the-Trainer Training, indicating any additional info or 'No Bid' in the Comments column. Additional proposed modules can be added in the 'Module Summary' Tab.
Optional End-User Training	Please complete the Estimated Hours and Hourly Rate for Optional End-User Training, indicating any additional info or 'No Bid' in the Comments column. Additional proposed modules can be added in the 'Module Summary' Tab.
Data Conversion Services	Please complete the Conversion Code, Estimated Hours, and Hourly Rate to perform the following Data Conversion Services.
Interfaces	Please complete the Estimated Hours, Hourly Rate, and On-Going Annual Cost, if applicable, to develop the following Interfaces, indicating any additional info or 'No Bid' in the Comments column.
Form Services	Please complete the Estimated Hours and Hourly Rate to perform the following Form Services.
Modifications	Please add the Estimated Hours, Hourly Rate, and On-Going Annual Cost, if applicable, to perform any required/optional Modifications. The related Module and Spec # should be noted.
Other Implementation Services	Please add any Other Implementation Services proposed including the Estimated Hours and Hourly Rate.

5. Enter Any Misc Costs and/or Discounts

Other Core Module Costs/Discounts	
Travel & Lodging Costs	**$655,800**
One-Time State and City Sales Tax (FOB)	
On-Going Annual State and City Sales Tax (FOB)	
Discount (if applicable)	**$437,197**

Other Expanded Modules Costs/Discounts	
Travel & Lodging Costs	**$81,000**
One-Time State and City Sales Tax (FOB)	
On-Going Annual State and City Sales Tax (FOB)	
Discount (if applicable)	**$54,000**

6. Finalize Forms for Printing and Submission

Additional rows are provided in each worksheet to accommodate additional proposed software and services. Vendors are encouraged to "hide" unused extra rows in each worksheet before submission.

Change cell to right to Hide Required/Optional Fields before printing:	**Show Required/Optional Fields**

City of Hollywood, FL - RFP 4542-17-PB ERP System Selection

Pricing Forms - Proposal Summary

Denovo Ventures, LLC			
Proposal Summary	No data entry is required in the Proposal Summary. Comments are optional for each Cost Category.		
Cost Category	**One-Time Cost**	**On-Going Annual Cost**	**Comments**
Application Software	$0	$328,303	
Other Items	$40,000	$0	
Hardware	$0	$0	
Implementation Services	$1,400,725	N/A	
Train-the-Trainer Training	$0	N/A	
Data Conversion Services	$612,000	N/A	
Interfaces	$531,000	$0	
Form Services	$454,500	N/A	
Modifications	$251,250	$0	
Other Implementation Services	$1,082,500	N/A	
Travel & Lodging Costs	$655,800	N/A	
State and City Sales Tax (FOB)	$0	$0	
Discount (if applicable)	-$437,197	N/A	
Subtotal - Core Components	**$4,590,578**	**$328,303**	
Expanded Components			
Application Software	$0	$85,030	
Other Items	$0	$0	
Hardware	$0	$0	
Implementation Services	$484,315	N/A	
Train-the-Trainer Training	$0	N/A	
Data Conversion Services	$0	N/A	
Interfaces	$51,750	$0	
Form Services	$0	N/A	
Modifications	$0	$0	
Other Implementation Services	$0	N/A	
Travel & Lodging Costs	$81,000	N/A	
State and City Sales Tax (FOB)	$0	$0	
Discount (if applicable)	-$54,000	N/A	
Subtotal - Expanded Components	**$563,065**	**$85,030**	
Grand Total	**$5,153,643**	**$413,333**	

Additional Optional Pricing Not Included in Grand Total:			
Cost Category	**One-Time Cost**	**On-Going Annual Cost**	**Comments**
Optional End-User Training	$198,700	N/A	
Expanded Components			
Optional End-User Training	$9,920	N/A	

City of Hollywood, FL - RFP 4542-17-PB ERP System Selection
Pricing Forms - Module Summary

Denovo Ventures, LLC										
Module Summary	**Application Software**		**Implementation Services**			**Training Services**			**Totals**	
Please add any additional modules proposed below those requested.	One-Time Cost	On-Going Annual Cost	Estimated Hours	Hourly Rate	Extended Cost	Estimated Hours	Hourly Rate	Extended Cost	One-Time Costs	On-Going Annual Costs
Core Modules										
Accounts Payable	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Bank Reconciliation	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Budgeting	$0	$13,500	1,684	$215	$362,060	0	$0	$0	$362,060	$13,500
Cash Management	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Contract Management	$0	$64,695	280	$215	$60,200	0	$0	$0	$60,200	$64,695
Fixed Assets	$0	$0	0	$0	$0	0	$0	$0	$0	$0
General and Technical	$0	$21,375	0	$0	$0	0	$0	$0	$0	$21,375
General Ledger	$0	$61,560	1,629	$215	$350,235	0	$0	$0	$350,235	$61,560
Human Resources	$0	$58,140	2,092	$215	$449,780	0	$0	$0	$449,780	$58,140
Misc Billing and AR	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Payroll	$0	$34,200	0	$0	$0	0	$0	$0	$0	$34,200
Purchasing	$0	$7,980	830	$215	$178,450	0	$0	$0	$178,450	$7,980
Online Financials and Procuremnt Training	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Online HR, Payroll, and Talent Mgmt Training	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Online Projects and Grants Training	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Reval Liquidity Planning	$0	$12,500	0	$0	$0	0	$0	$0	$0	$12,500
Fusion Expense Cloud Service	$0	$2,280	0	$0	$0	0	$0	$0	$0	$2,280
Fusion Automated Invoice Processing Cloud Servic	$0	$1,368	0	$0	$0	0	$0	$0	$0	$1,368
Fusion WebCenter Forms Recognition Cloud Servi	$0	$1,368	0	$0	$0	0	$0	$0	$0	$1,368
Fusion Self Service Procurement Cloud Service	$0	$6,384	0	$0	$0	0	$0	$0	$0	$6,384
Fusion Task Management Cloud Service	$0	$5,700	0	$0	$0	0	$0	$0	$0	$5,700
Enterprise Performance Reporting Cloud Service	$0	$10,800	0	$0	$0	0	$0	$0	$0	$10,800
Fusion Career Development	$0	$3,420	0	$0	$0	0	$0	$0	$0	$3,420
Fusion Goal Management Cloud Service	$0	$6,840	0	$0	$0	0	$0	$0	$0	$6,840
Fusion Talent Review & Succession Management (	$0	$3,420	0	$0	$0	0	$0	$0	$0	$3,420
Oracle Additional Test Environment for Oracle Fus	$0	$8,500	0	$0	$0	0	$0	$0	$0	$8,500
Oracle Cloud Priority Support for SaaS	$0	$1,423	0	$0	$0	0	$0	$0	$0	$1,423
Oracle Cloud Priority Support for SaaS Base Fee	$0	$2,850	0	$0	$0	0	$0	$0	$0	$2,850
Other Core Module 17	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 18	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 19	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 20	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 21	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 22	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 23	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 24	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 25	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 26	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 27	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 28	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 29	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 30	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 31	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 32	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 33	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 34	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 35	$0	$0	0	$0	$0	0	$0	$0	$0	$0

City of Hollywood, FL - RFP 4542-17-PB ERP System Selection
Pricing Forms - Module Summary

	Denovo Ventures, LLC										
Module Summary	**Application Software**		**Implementation Services**			**Training Services**			**Totals**	
Please add any additional modules proposed below those requested.	One-Time Cost	On-Going Annual Cost	Estimated Hours	Hourly Rate	Extended Cost	Estimated Hours	Hourly Rate	Extended Cost	One-Time Costs	On-Going Annual Costs
Other Core Module 36	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 37	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 38	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 39	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 40	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 41	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 42	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 43	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 44	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 45	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 46	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 47	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 48	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 49	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 50	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Subtotal - Core Modules	*$0*	*$328,303*	*6,515*	*N/A*	*$1,400,725*	*0*	*N/A*	*$0*	*$1,400,725*	*$328,303*
Expanded Modules										
Cash Receipting	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Debt Management	$0	$40,000	1	$56,250	*$56,250*	0	$0	*$0*	**$56,250**	*$40,000*
Performance Measures	$0	$0	400	$215	*$86,000*	0	$0	*$0*	**$86,000**	*$0*
Project and Grant	$0	$45,030	1,591	$215	*$342,065*	0	$0	*$0*	**$342,065**	*$45,030*
Time and Attendance	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 1	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 2	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 3	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 4	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 5	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 6	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 7	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 8	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 9	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 10	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 11	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 12	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 13	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 14	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 15	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 16	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 17	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 18	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 19	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 20	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 21	$0	$0	0	$0	*$0*	Hours	$0	*$0*	**$0**	*$0*
Other Expanded Module 22	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 23	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 24	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 25	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*
Other Expanded Module 26	$0	$0	0	$0	*$0*	0	$0	*$0*	**$0**	*$0*

City of Hollywood, FL - RFP 4542-17-PB ERP System Selection
Pricing Forms - Module Summary

Denovo Ventures, LLC											
Module Summary	**Application Software**		**Implementation Services**			**Training Services**			**Totals**		
Please add any additional modules proposed below those requested.	One-Time Cost	On-Going Annual Cost	Estimated Hours	Hourly Rate	Extended Cost	Estimated Hours	Hourly Rate	Extended Cost	One-Time Costs	On-Going Annual Costs
Other Expanded Module 27	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Expanded Module 28	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Expanded Module 29	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Expanded Module 30	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Expanded Module 31	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Expanded Module 32	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Expanded Module 33	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Expanded Module 34	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Expanded Module 35	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Expanded Module 36	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Expanded Module 37	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Expanded Module 38	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Expanded Module 39	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Expanded Module 40	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Expanded Module 41	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Expanded Module 42	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Expanded Module 43	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Expanded Module 44	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Expanded Module 45	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Expanded Module 46	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Expanded Module 47	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Expanded Module 48	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Expanded Module 49	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Expanded Module 50	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Subtotal - Expanded Modules	*$0*	*$85,030*	*1,992*	*N/A*	*$484,315*	*0*	*N/A*	*$0*	*$484,315*	*$85,030*
Grand Total	**$0**	**$413,333**	**8,507**	**N/A**	**$1,885,040**	**0**	**N/A**	**$0**	**$1,885,040**	**$413,333**

Denovo Ventures, LLC			
Application Software	Please complete One-Time and On-Going Annual Application Software Costs, indicating any additional info or 'No Bid' in the Comments column. Additional proposed modules can be added in the 'Module Summary' Tab.		
Cost Category	One-Time Cost	On-Going Annual Cost	Comments
Core Modules			
Accounts Payable			Included in General Ledger Cost - part of Fusion Financials Cloud Service
Bank Reconciliation			Included in General Ledger Cost - part of Fusion Financials Cloud Service
Budgeting		$13,500	Enterprise Planning & Budgetin Cloud Service
Cash Management			Included in General Ledger Cost - part of Fusion Financials Cloud Service
Contract Management		$64,695	Fusion Procurement Contracts Cloud Service, Fusion Sourcing Cloud Service, Fusion Supplier Portal Cloud Service, Fusion Supplier Qualification Management Cloud Service
Fixed Assets			Included in General Ledger Cost - part of Fusion Financials Cloud Service
General and Technical		$21,375	most included in all Cloud Service Modules - Also includes Fusion Tranactional Business Intelligence Cloud Service
General Ledger		$61,560	Included in General Ledger Cost - part of Fusion Financials Cloud Service
Human Resources		$58,140	Fusion Human Capital Management Base Cloud Service, Oracle Learning Cloud Service, Fusion Performance Management Cloud Service
Misc Billing and AR			Included in General Ledger Cost - part of Fusion Financials Cloud Service
Payroll		$34,200	Payroll Cloud Service for United States, Fusion Workforce Compensation Cloud Service
Purchasing		$7,980	Fusion Purchasing Cloud Service
Online Financials and Procuremnt Training			
Online HR, Payroll, and Talent Mgmt Training			
Online Projects and Grants Training			
Reval Liquidity Planning		$12,500	Address Cash Flow Forecasting requirement under Cash Management
Fusion Expense Cloud Service		$2,280	
Fusion Automated Invoice Processing Cloud Serv		$1,368	
Fusion WebCenter Forms Recognition Cloud Serv		$1,368	
Fusion Self Service Procurement Cloud Service		$6,384	
Fusion Task Management Cloud Service		$5,700	
Enterprise Performance Reporting Cloud Service		$10,800	
Fusion Career Development		$3,420	
Fusion Goal Management Cloud Service		$6,840	
Fusion Talent Review & Succession Management		$3,420	
Oracle Additional Test Environment for Oracle Fu		$8,500	
Oracle Cloud Priority Support for SaaS		$1,423	
Oracle Cloud Priority Support for SaaS Base Fee		$2,850	
Other Core Module 17			
Other Core Module 18			
Other Core Module 19			
Other Core Module 20			
Other Core Module 21			
Other Core Module 22			
Other Core Module 23			
Other Core Module 24			
Other Core Module 25			
Other Core Module 26			

Denovo Ventures, LLC			
Application Software	**Please complete One-Time and On-Going Annual Application Software Costs, indicating any additional info or 'No Bid' in the Comments column. Additional proposed modules can be added in the 'Module Summary' Tab.**		
Cost Category	**One-Time Cost**	**On-Going Annual Cost**	**Comments**
Other Core Module 27			
Other Core Module 28			
Other Core Module 29			
Other Core Module 30			
Other Core Module 31			
Other Core Module 32			
Other Core Module 33			
Other Core Module 34			
Other Core Module 35			
Other Core Module 36			
Other Core Module 37			
Other Core Module 38			
Other Core Module 39			
Other Core Module 40			
Other Core Module 41			
Other Core Module 42			
Other Core Module 43			
Other Core Module 44			
Other Core Module 45			
Other Core Module 46			
Other Core Module 47			
Other Core Module 48			
Other Core Module 49			
Other Core Module 50			
Subtotal - Core Modules	*$0*	*$328,303*	
Expanded Modules			
Cash Receipting			No Bid
Debt Management		$40,000	Reval Investment & Debt - Includes Reval Connect plus Oracle Cloud Adaptor
Performance Measures			Included as part of the Fusion Cloud Service Applications
Project and Grant		$45,030	Fusion Project Financials Cloud Service, Fusion Grant Management Cloud Service, Fusion Project Contract Billing Cloud Service' Fusion Project Management Cloud Service
Time and Attendance			No Bid
Other Expanded Module 1			
Other Expanded Module 2			
Other Expanded Module 3			
Other Expanded Module 4			
Other Expanded Module 5			
Other Expanded Module 6			
Other Expanded Module 7			
Other Expanded Module 8			
Other Expanded Module 9			
Other Expanded Module 10			

Denovo Ventures, LLC			
Application Software	**Please complete One-Time and On-Going Annual Application Software Costs, indicating any additional info or 'No Bid' in the Comments column. Additional proposed modules can be added in the 'Module Summary' Tab.**		
Cost Category	**One-Time Cost**	**On-Going Annual Cost**	**Comments**
Other Expanded Module 11			
Other Expanded Module 12			
Other Expanded Module 13			
Other Expanded Module 14			
Other Expanded Module 15			
Other Expanded Module 16			
Other Expanded Module 17			
Other Expanded Module 18			
Other Expanded Module 19			
Other Expanded Module 20			
Other Expanded Module 21			
Other Expanded Module 22			
Other Expanded Module 23			
Other Expanded Module 24			
Other Expanded Module 25			
Other Expanded Module 26			
Other Expanded Module 27			
Other Expanded Module 28			
Other Expanded Module 29			
Other Expanded Module 30			
Other Expanded Module 31			
Other Expanded Module 32			
Other Expanded Module 33			
Other Expanded Module 34			
Other Expanded Module 35			
Other Expanded Module 36			
Other Expanded Module 37			
Other Expanded Module 38			
Other Expanded Module 39			
Other Expanded Module 40			
Other Expanded Module 41			
Other Expanded Module 42			
Other Expanded Module 43			
Other Expanded Module 44			
Other Expanded Module 45			
Other Expanded Module 46			
Other Expanded Module 47			
Other Expanded Module 48			
Other Expanded Module 49			
Other Expanded Module 50			
Subtotal - Expanded Modules	*$0*	*$85,030*	
Grand Total	**$0**	**$413,333**	

City of Hollywood, FL - RFP 4542-17-PB ERP System Selection

Pricing Forms - Other Items

Denovo Ventures, LLC					
Other Items	**Please add any Other Items proposed including the Required Quantity, Unit Price, and related On-Going Annual Cost, if applicable.**				
Software Name	**Required Quantity**	**Unit Price**	**One-Time Cost**	**On-Going Annual Cost**	**Comments**
Core Modules					
Source Code Escrow			$0		Not required for SaaS based software.
Disaster Recovery			$0		Not required for SaaS based software.
Zip+4 Software			$0		Not required for SaaS based software.
Workstation Software			$0		Not required for SaaS based software.
Utilities			$0		Not required for SaaS based software.
Report Writer			$0		Not required for SaaS based software.
Relational Database			$0		Not required for SaaS based software.
Forms Generator			$0		Not required for SaaS based software.
Post implementation assessment (See RFP, Section 3.8.4) - Option 3: Assessment Managed Application Cloud Services (MACS) - Quarterly	4	$10,000	$40,000		MACS annual fee for quarterly Assessment Application Functional Support providing quarterly reviews of application process flows.
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
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			$0		
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			$0		
			$0		
			$0		
			$0		
			$0		
			$0		

City of Hollywood, FL - RFP 4542-17-PB ERP System Selection
Pricing Forms - Other Items

Denovo Ventures, LLC					
Other Items		**Please add any Other Items proposed including the Required Quantity, Unit Price, and related On-Going Annual Cost, if applicable.**			
Software Name	**Required Quantity**	**Unit Price**	**One-Time Cost**	**On-Going Annual Cost**	**Comments**
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
Subtotal - Core Modules	*4*	*N/A*	*$40,000*	*$0*	
Expanded Modules					
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
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			$0		
			$0		
			$0		
			$0		

City of Hollywood, FL - RFP 4542-17-PB ERP System Selection
Pricing Forms - Other Items

Denovo Ventures, LLC					
Other Items	**Please add any Other Items proposed including the Required Quantity, Unit Price, and related On-Going Annual Cost, if applicable.**				
Software Name	**Required Quantity**	**Unit Price**	**One-Time Cost**	**On-Going Annual Cost**	**Comments**
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
Subtotal - Expanded Modules	*0*	*N/A*	*$0*	*$0*	
Grand Total	**4**	**N/A**	**$40,000**	**$0**	

City of Hollywood, FL - RFP 4542-17-PB ERP System Selection
Pricing Forms - Hardware

Denovo Ventures, LLC					
Hardware	**Please add any additional required/optional Hardware proposed including the Required Quantity, Unit Price, and related On-Going Annual Cost, if applicable.**				
Hardware Description	**Required Quantity**	**Unit Price**	**One-Time Cost**	**On-Going Annual Cost**	**Comments**
Core Modules					
			$0		Not required for SaaS based software.
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
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			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		

Denovo Ventures, LLC					
Hardware	Please add any additional required/optional Hardware proposed including the Required Quantity, Unit Price, and related On-Going Annual Cost, if applicable.				
Hardware Description	**Required Quantity**	**Unit Price**	**One-Time Cost**	**On-Going Annual Cost**	**Comments**
			$0		
			$0		
			$0		
Subtotal - Core Modules	*0*	*N/A*	*$0*	*$0*	
Expanded Modules					
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
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			$0		
			$0		
			$0		
			$0		

City of Hollywood, FL - RFP 4542-17-PB ERP System Selection
Pricing Forms - Hardware

Denovo Ventures, LLC					
Hardware	Please add any additional required/optional Hardware proposed including the Required Quantity, Unit Price, and related On-Going Annual Cost, if applicable.				
Hardware Description	Required Quantity	Unit Price	One-Time Cost	On-Going Annual Cost	Comments
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
Subtotal - Expanded Modules	*0*	*N/A*	*$0*	*$0*	
Grand Total	0	N/A	$0	$0	

City of Hollywood, FL - RFP 4542-17-PB ERP System Selection
Pricing Forms - Implementation Services

Denovo Ventures, LLC				
Implementation Services	Please complete the Estimated Hours and Hourly Rate for Implementation Services, indicating any additional info or 'No Bid' in the Comments column. Additional proposed modules can be added in the 'Module Summary' Tab.			
Cost Category	**Estimated Hours**	**Hourly Rate**	**Extended Cost**	**Comments**
Core Modules				
Accounts Payable			$0	Priced under General Ledger.
Bank Reconciliation			$0	Priced under General Ledger.
Budgeting	1,684	$215	$362,060	
Cash Management			$0	Priced under General Ledger.
Contract Management	280	$215	$60,200	
Fixed Assets			$0	Priced under General Ledger.
General and Technical			$0	Priced under General Ledger.
General Ledger	1,629	$215	$350,235	We price our application implementation services by Business Flow within a particular functional area (i.e. Financials, Purchasing, Projects/Grants/Contract, Budgeting, HR/Payroll). Financials Flows cover Accounts Payable, Bank Reconciliation, Cash Management, Fixed Assets, General Ledger, Misc Billing and AR, and General and Technical; and are priced under the General Ledger line item.
Human Resources	2,092	$215	$449,780	We price our application implementation services by Business Flow within a particular functional area (i.e. Financials, Purchasing, Projects/Grants/Contract, Budgeting, HR/Payroll). HR/Payroll Flows cover Human Resources and Payroll.
Misc Billing and AR			$0	Priced under General Ledger.
Payroll			$0	Priced under Human Resources.
Purchasing	830	$215	$178,450	
Online Financials and Procuremnt Training			$0	
Online HR, Payroll, and Talent Mgmt Training			$0	
Online Projects and Grants Training			$0	
Reval Liquidity Planning			$0	Priced under Debt Management
Fusion Expense Cloud Service			$0	Priced under General Ledger.
Fusion Automated Invoice Processing Cloud Serv			$0	Priced under General Ledger.
Fusion WebCenter Forms Recognition Cloud Serv			$0	Priced under General Ledger.
Fusion Self Service Procurement Cloud Service			$0	Priced under purchasing
Fusion Task Management Cloud Service			$0	Priced under purchasing
Enterprise Performance Reporting Cloud Service			$0	Priced under General Ledger.
Fusion Career Development			$0	Priced under Human Resources.
Fusion Goal Management Cloud Service			$0	Priced under Human Resources.
Fusion Talent Review & Succession Management			$0	Priced under Human Resources.
Oracle Additional Test Environment for Oracle Fu			$0	Priced under Human Resources.
Oracle Cloud Priority Support for SaaS			$0	Support no implementatoin
Oracle Cloud Priority Support for SaaS Base Fee			$0	Support no implementatoin
Other Core Module 17			$0	
Other Core Module 18			$0	
Other Core Module 19			$0	
Other Core Module 20			$0	

Denovo Ventures, LLC				
Implementation Services	Please complete the Estimated Hours and Hourly Rate for Implementation Services, indicating any additional info or 'No Bid' in the Comments column. Additional proposed modules can be added in the 'Module Summary' Tab.			
Cost Category	**Estimated Hours**	**Hourly Rate**	**Extended Cost**	**Comments**
Other Core Module 21			$0	
Other Core Module 22			$0	
Other Core Module 23			$0	
Other Core Module 24			$0	
Other Core Module 25			$0	
Other Core Module 26			$0	
Other Core Module 27			$0	
Other Core Module 28			$0	
Other Core Module 29			$0	
Other Core Module 30			$0	
Other Core Module 31			$0	
Other Core Module 32			$0	
Other Core Module 33			$0	
Other Core Module 34			$0	
Other Core Module 35			$0	
Other Core Module 36			$0	
Other Core Module 37			$0	
Other Core Module 38			$0	
Other Core Module 39			$0	
Other Core Module 40			$0	
Other Core Module 41			$0	
Other Core Module 42			$0	
Other Core Module 43			$0	
Other Core Module 44			$0	
Other Core Module 45			$0	
Other Core Module 46			$0	
Other Core Module 47			$0	
Other Core Module 48			$0	
Other Core Module 49			$0	
Other Core Module 50			$0	
Subtotal - Core Modules	*6,515*	*N/A*	*$1,400,725*	
Expanded Modules				
Cash Receipting			$0	Not included in service offering.
Debt Management	1	$56,250	$56,250	Implementation Fee for Reval Liquidity Planning, Investment & Debt, Reval Connect plus Oracle Adaptor from Reval
Performance Measures	400	$215	$86,000	Included as part of Human Resources above.
Project and Grant	1,591	$215	$342,065	
Time and Attendance			$0	
Other Expanded Module 1			$0	
Other Expanded Module 2			$0	
Other Expanded Module 3			$0	
Other Expanded Module 4			$0	
Other Expanded Module 5			$0	

Denovo Ventures, LLC				
Implementation Services	Please complete the Estimated Hours and Hourly Rate for Implementation Services, indicating any additional info or 'No Bid' in the Comments column. Additional proposed modules can be added in the 'Module Summary' Tab.			
Cost Category	**Estimated Hours**	**Hourly Rate**	**Extended Cost**	**Comments**
Other Expanded Module 6			$0	
Other Expanded Module 7			$0	
Other Expanded Module 8			$0	
Other Expanded Module 9			$0	
Other Expanded Module 10			$0	
Other Expanded Module 11			$0	
Other Expanded Module 12			$0	
Other Expanded Module 13			$0	
Other Expanded Module 14			$0	
Other Expanded Module 15			$0	
Other Expanded Module 16			$0	
Other Expanded Module 17			$0	
Other Expanded Module 18			$0	
Other Expanded Module 19			$0	
Other Expanded Module 20			$0	
Other Expanded Module 21			$0	
Other Expanded Module 22			$0	
Other Expanded Module 23			$0	
Other Expanded Module 24			$0	
Other Expanded Module 25			$0	
Other Expanded Module 26			$0	
Other Expanded Module 27			$0	
Other Expanded Module 28			$0	
Other Expanded Module 29			$0	
Other Expanded Module 30			$0	
Other Expanded Module 31			$0	
Other Expanded Module 32			$0	
Other Expanded Module 33			$0	
Other Expanded Module 34			$0	
Other Expanded Module 35			$0	
Other Expanded Module 36			$0	
Other Expanded Module 37			$0	
Other Expanded Module 38			$0	
Other Expanded Module 39			$0	
Other Expanded Module 40			$0	
Other Expanded Module 41			$0	
Other Expanded Module 42			$0	
Other Expanded Module 43			$0	
Other Expanded Module 44			$0	
Other Expanded Module 45			$0	
Other Expanded Module 46			$0	
Other Expanded Module 47			$0	
Other Expanded Module 48			$0	
Other Expanded Module 49			$0	

City of Hollywood, FL - RFP 4542-17-PB ERP System Selection

Pricing Forms - Implementation Services

Denovo Ventures, LLC				
Implementation Services	Please complete the Estimated Hours and Hourly Rate for Implementation Services, indicating any additional info or 'No Bid' in the Comments column. Additional proposed modules can be added in the 'Module Summary' Tab.			
Cost Category	Estimated Hours	Hourly Rate	Extended Cost	Comments
Other Expanded Module 50			$0	
Subtotal - Expanded Modules	*1,992*	*N/A*	*$484,315*	
Grand Total	8,507	N/A	$1,885,040	

Denovo Ventures, LLC				
Train-the-Trainer Training	**Please complete the Estimated Hours and Hourly Rate for Train-the-Trainer Training, indicating any additional info or 'No Bid' in the Comments column. Additional proposed modules can be added in the 'Module Summary' Tab.**			
Cost Category	**Estimated Hours**	**Hourly Rate**	**Extended Cost**	**Comments**
Core Modules				
Accounts Payable			$0	Train-the-Training is built into our implementation services by functional area, as it is standard with our methodology. It is accomplished through User Familiarization Training, Conference Room Pilot, UAT, and Super User Training.
Bank Reconciliation			$0	Train-the-Training is built into our implementation services by functional area, as it is standard with our methodology. It is accomplished through User Familiarization Training, Conference Room Pilot, UAT, and Super User Training.
Budgeting			$0	Train-the-Training is built into our implementation services by functional area, as it is standard with our methodology. It is accomplished through User Familiarization Training, Conference Room Pilot, UAT, and Super User Training.
Cash Management			$0	Train-the-Training is built into our implementation services by functional area, as it is standard with our methodology. It is accomplished through User Familiarization Training, Conference Room Pilot, UAT, and Super User Training.
Contract Management			$0	Train-the-Training is built into our implementation services by functional area, as it is standard with our methodology. It is accomplished through User Familiarization Training, Conference Room Pilot, UAT, and Super User Training.
Fixed Assets			$0	Train-the-Training is built into our implementation services by functional area, as it is standard with our methodology. It is accomplished through User Familiarization Training, Conference Room Pilot, UAT, and Super User Training.
General and Technical			$0	Train-the-Training is built into our implementation services by functional area, as it is standard with our methodology. It is accomplished through User Familiarization Training, Conference Room Pilot, UAT, and Super User Training.
General Ledger			$0	Train-the-Training is built into our implementation services by functional area, as it is standard with our methodology. It is accomplished through User Familiarization Training, Conference Room Pilot, UAT, and Super User Training.

Denovo Ventures, LLC				
Train-the-Trainer Training	**Please complete the Estimated Hours and Hourly Rate for Train-the-Trainer Training, indicating any additional info or 'No Bid' in the Comments column. Additional proposed modules can be added in the 'Module Summary' Tab.**			
Cost Category	**Estimated Hours**	**Hourly Rate**	**Extended Cost**	**Comments**
Human Resources			$0	Train-the-Training is built into our implementation services by functional area, as it is standard with our methodology. It is accomplished through User Familiarization Training, Conference Room Pilot, UAT, and Super User Training.
Misc Billing and AR			$0	Train-the-Training is built into our implementation services by functional area, as it is standard with our methodology. It is accomplished through User Familiarization Training, Conference Room Pilot, UAT, and Super User Training.
Payroll			$0	Train-the-Training is built into our implementation services by functional area, as it is standard with our methodology. It is accomplished through User Familiarization Training, Conference Room Pilot, UAT, and Super User Training.
Purchasing			$0	Train-the-Training is built into our implementation services by functional area, as it is standard with our methodology. It is accomplished through User Familiarization Training, Conference Room Pilot, UAT, and Super User Training.
Online Financials and Procuremnt Training			$0	
Online HR, Payroll, and Talent Mgmt Training			$0	
Online Projects and Grants Training			$0	
Reval Liquidity Planning			$0	
Fusion Expense Cloud Service			$0	
Fusion Automated Invoice Processing Cloud Serv			$0	
Fusion WebCenter Forms Recognition Cloud Serv			$0	
Fusion Self Service Procurement Cloud Service			$0	
Fusion Task Management Cloud Service			$0	
Enterprise Performance Reporting Cloud Service			$0	
Fusion Career Development			$0	
Fusion Goal Management Cloud Service			$0	
Fusion Talent Review & Succession Management			$0	
Oracle Additional Test Environment for Oracle Fu			$0	
Oracle Cloud Priority Support for SaaS			$0	
Oracle Cloud Priority Support for SaaS Base Fee			$0	
Other Core Module 17			$0	
Other Core Module 18			$0	
Other Core Module 19			$0	
Other Core Module 20			$0	
Other Core Module 21			$0	
Other Core Module 22			$0	
Other Core Module 23			$0	
Other Core Module 24			$0	

Denovo Ventures, LLC				
Train-the-Trainer Training	**Please complete the Estimated Hours and Hourly Rate for Train-the-Trainer Training, indicating any additional info or 'No Bid' in the Comments column. Additional proposed modules can be added in the 'Module Summary' Tab.**			
Cost Category	**Estimated Hours**	**Hourly Rate**	**Extended Cost**	**Comments**
Other Core Module 25			$0	
Other Core Module 26			$0	
Other Core Module 27			$0	
Other Core Module 28			$0	
Other Core Module 29			$0	
Other Core Module 30			$0	
Other Core Module 31			$0	
Other Core Module 32			$0	
Other Core Module 33			$0	
Other Core Module 34			$0	
Other Core Module 35			$0	
Other Core Module 36			$0	
Other Core Module 37			$0	
Other Core Module 38			$0	
Other Core Module 39			$0	
Other Core Module 40			$0	
Other Core Module 41			$0	
Other Core Module 42			$0	
Other Core Module 43			$0	
Other Core Module 44			$0	
Other Core Module 45			$0	
Other Core Module 46			$0	
Other Core Module 47			$0	
Other Core Module 48			$0	
Other Core Module 49			$0	
Other Core Module 50			$0	
Subtotal - Core Modules	**0**	**N/A**	**$0**	
Expanded Modules				
Cash Receipting			$0	Not included in service offering.
Debt Management			$0	Not included in service offering.
Performance Measures			$0	Train-the-Training is built into our implementation services by functional area, as it is standard with our methodology. It is accomplished through User Familiarization Training, Conference Room Pilot, UAT, and Super User Training.
Project and Grant			$0	Train-the-Training is built into our implementation services by functional area, as it is standard with our methodology. It is accomplished through User Familiarization Training, Conference Room Pilot, UAT, and Super User Training.

Denovo Ventures, LLC				
Train-the-Trainer Training	**Please complete the Estimated Hours and Hourly Rate for Train-the-Trainer Training, indicating any additional info or 'No Bid' in the Comments column. Additional proposed modules can be added in the 'Module Summary' Tab.**			
Cost Category	**Estimated Hours**	**Hourly Rate**	**Extended Cost**	**Comments**
Time and Attendance			$0	Train-the-Training is built into our implementation services by functional area, as it is standard with our methodology. It is accomplished through User Familiarization Training, Conference Room Pilot, UAT, and Super User Training.
Other Expanded Module 1			$0	
Other Expanded Module 2			$0	
Other Expanded Module 3			$0	
Other Expanded Module 4			$0	
Other Expanded Module 5			$0	
Other Expanded Module 6			$0	
Other Expanded Module 7			$0	
Other Expanded Module 8			$0	
Other Expanded Module 9			$0	
Other Expanded Module 10			$0	
Other Expanded Module 11			$0	
Other Expanded Module 12			$0	
Other Expanded Module 13			$0	
Other Expanded Module 14			$0	
Other Expanded Module 15			$0	
Other Expanded Module 16			$0	
Other Expanded Module 17			$0	
Other Expanded Module 18			$0	
Other Expanded Module 19			$0	
Other Expanded Module 20			$0	
Other Expanded Module 21			$0	
Other Expanded Module 22			$0	
Other Expanded Module 23			$0	
Other Expanded Module 24			$0	
Other Expanded Module 25			$0	
Other Expanded Module 26			$0	
Other Expanded Module 27			$0	
Other Expanded Module 28			$0	
Other Expanded Module 29			$0	
Other Expanded Module 30			$0	
Other Expanded Module 31			$0	
Other Expanded Module 32			$0	
Other Expanded Module 33			$0	
Other Expanded Module 34			$0	
Other Expanded Module 35			$0	
Other Expanded Module 36			$0	
Other Expanded Module 37			$0	
Other Expanded Module 38			$0	
Other Expanded Module 39			$0	

Denovo Ventures, LLC				
Train-the-Trainer Training	Please complete the Estimated Hours and Hourly Rate for Train-the-Trainer Training, indicating any additional info or 'No Bid' in the Comments column. Additional proposed modules can be added in the 'Module Summary' Tab.			
Cost Category	Estimated Hours	Hourly Rate	Extended Cost	Comments
Other Expanded Module 40	■	■	$0	
Other Expanded Module 41	■	■	$0	
Other Expanded Module 42	■	■	$0	
Other Expanded Module 43	■	■	$0	
Other Expanded Module 44	■	■	$0	
Other Expanded Module 45	■	■	$0	
Other Expanded Module 46	■	■	$0	
Other Expanded Module 47	■	■	$0	
Other Expanded Module 48	■	■	$0	
Other Expanded Module 49	■	■	$0	
Other Expanded Module 50	■	■	$0	
Subtotal - Expanded Modules	*0*	*N/A*	*$0*	
Grand Total	0	N/A	$0	

Denovo Ventures, LLC				
Optional End-User Training	Please complete the Estimated Hours and Hourly Rate for Optional End-User Training, indicating any additional info or 'No Bid' in the Comments column. Additional proposed modules can be added in the 'Module Summary' Tab.			
Cost Category	**Estimated Hours**	**Hourly Rate**	**Extended Cost**	**Comments**
Core Modules				
Accounts Payable			$0	Billed under the General Ledger line item.
Bank Reconciliation			$0	Billed under the General Ledger line item.
Budgeting	40	$1,000	$40,000	Inclass instrution is for 5 days, up to 15 students.
Cash Management			$0	Billed under the General Ledger line item.
Contract Management			$0	Billed under the Projects and Grants line item.
Fixed Assets			$0	Billed under the General Ledger line item.
General and Technical			$0	Billed under the General Ledger line item.
General Ledger	80	$310	$24,800	Inclass instruction for 10 days, up to 15 students, covering all Financials Business Flows. Financials Business Flows include all General Ledger, Accounts Payable, Cash Management, Bank Reconciliation, Fixed Assets, Misc Billing and AR, Purchasing, and General & Technical business functions.
Human Resources	40	$310	$12,400	Inclass instruction for 5 days, up to 15 students, covering all HR/Payroll Business Flows. Human Resources Business Flows include Human Resources, Payroll, Time and Attendance, and Performance Measures.
Misc Billing and AR			$0	Billed under the General Ledger line item.
Payroll			$0	Billed under Human Resources.
Purchasing			$0	Billed under the General Ledger line item.
Core Module 13			$0	
Core Module 14			$0	
Core Module 15			$0	
Core Module 16			$0	
Core Module 17			$0	
Core Module 18			$0	
Core Module 19			$0	
Core Module 20			$0	
Core Module 21			$0	
Core Module 22			$0	
Core Module 23			$0	
Core Module 24			$0	
Core Module 25			$0	
Core Module 26			$0	
Core Module 27			$0	
Core Module 28			$0	
Core Module 29			$0	
Core Module 30			$0	
Core Module 31			$0	
Core Module 32			$0	
Core Module 33			$0	
Core Module 34			$0	
Core Module 35			$0	

Denovo Ventures, LLC				
Optional End-User Training	Please complete the Estimated Hours and Hourly Rate for Optional End-User Training, indicating any additional info or 'No Bid' in the Comments column. Additional proposed modules can be added in the 'Module Summary' Tab.			
Cost Category	Estimated Hours	Hourly Rate	Extended Cost	Comments
Core Module 36			$0	
Core Module 37			$0	
Core Module 38			$0	
Core Module 39			$0	
Core Module 40			$0	
Core Module 41			$0	
Core Module 42			$0	
Core Module 43			$0	
Core Module 44			$0	
Core Module 45			$0	
Core Module 46			$0	
Core Module 47			$0	
Core Module 48			$0	
Core Module 49			$0	
Core Module 50			$0	
Online Financials and Procuremnt Training	1	$47,250	$47,250	Annual subscription for 25 Core Team Members and 1000 End Users
Online HR, Payroll, and Talent Mgmt Training	1	$47,250	$47,250	Annual subscription for 25 Core Team Members and 1000 End Users
Online Projects and Grants Training	1	$27,000	$27,000	Annual subscription for 25 Core Team Members and 1000 End Users
Reval Liquidity Planning			$0	
Fusion Expense Cloud Service			$0	
Fusion Automated Invoice Processing Cloud Serv			$0	
Fusion WebCenter Forms Recognition Cloud Serv			$0	
Fusion Self Service Procuremnt Cloud Service			$0	
Fusion Task Management Cloud Service			$0	
Enterprise Performance Reporting Cloud Service			$0	
Fusion Career Development			$0	
Fusion Goal Management Cloud Service			$0	
Fusion Talent Review & Succession Management			$0	
Oracle Additional Test Environment for Oracle Fu			$0	
Oracle Cloud Priority Support for SaaS			$0	
Oracle Cloud Priority Support for SaaS Base Fee			$0	
Other Core Module 17			$0	
Other Core Module 18			$0	
Other Core Module 19			$0	
Other Core Module 20			$0	
Other Core Module 21			$0	
Other Core Module 22			$0	
Other Core Module 23			$0	
Other Core Module 24			$0	
Other Core Module 25			$0	
Other Core Module 26			$0	

Denovo Ventures, LLC				
Optional End-User Training	Please complete the Estimated Hours and Hourly Rate for Optional End-User Training, indicating any additional info or 'No Bid' in the Comments column. Additional proposed modules can be added in the 'Module Summary' Tab.			
Cost Category	**Estimated Hours**	**Hourly Rate**	**Extended Cost**	**Comments**
Other Core Module 27			$0	
Other Core Module 28			$0	
Other Core Module 29			$0	
Other Core Module 30			$0	
Other Core Module 31			$0	
Other Core Module 32			$0	
Other Core Module 33			$0	
Other Core Module 34			$0	
Other Core Module 35			$0	
Other Core Module 36			$0	
Other Core Module 37			$0	
Other Core Module 38			$0	
Other Core Module 39			$0	
Other Core Module 40			$0	
Other Core Module 41			$0	
Other Core Module 42			$0	
Other Core Module 43			$0	
Other Core Module 44			$0	
Other Core Module 45			$0	
Other Core Module 46			$0	
Other Core Module 47			$0	
Other Core Module 48			$0	
Other Core Module 49			$0	
Other Core Module 50			$0	
Subtotal - Core Modules	*163*	*N/A*	*$198,700*	
Expanded Modules				
Cash Receipting			$0	Not included
Debt Management			$0	Not included
Performance Measures			$0	Billed under the Human Resources line item.
Project and Grant	32	$310	$9,920	Includes Projects, Grants, and Contract Management Training.
Time and Attendance			$0	
Expanded Module 8			$0	
Expanded Module 9			$0	
Expanded Module 10			$0	
Expanded Module 11			$0	
Expanded Module 12			$0	
Expanded Module 13			$0	
Expanded Module 14			$0	
Expanded Module 15			$0	
Expanded Module 16			$0	
Expanded Module 17			$0	
Expanded Module 18			$0	
Expanded Module 19			$0	

Denovo Ventures, LLC				
Optional End-User Training	Please complete the Estimated Hours and Hourly Rate for Optional End-User Training, indicating any additional info or 'No Bid' in the Comments column. Additional proposed modules can be added in the 'Module Summary' Tab.			
Cost Category	**Estimated Hours**	**Hourly Rate**	**Extended Cost**	**Comments**
Expanded Module 20			$0	
Expanded Module 21			$0	
Expanded Module 22			$0	
Expanded Module 23			$0	
Expanded Module 24			$0	
Expanded Module 25			$0	
Expanded Module 26			$0	
Expanded Module 27			$0	
Expanded Module 28			$0	
Expanded Module 29			$0	
Expanded Module 30			$0	
Expanded Module 31			$0	
Expanded Module 32			$0	
Expanded Module 33			$0	
Expanded Module 34			$0	
Expanded Module 35			$0	
Expanded Module 36			$0	
Expanded Module 37			$0	
Expanded Module 38			$0	
Expanded Module 39			$0	
Expanded Module 40			$0	
Expanded Module 41			$0	
Expanded Module 42			$0	
Expanded Module 43			$0	
Expanded Module 44			$0	
Expanded Module 45			$0	
Expanded Module 46			$0	
Expanded Module 47			$0	
Expanded Module 48			$0	
Expanded Module 49			$0	
Expanded Module 50			$0	
Other Expanded Module 1			$0	
Other Expanded Module 2			$0	
Other Expanded Module 3			$0	
Other Expanded Module 4			$0	
Other Expanded Module 5			$0	
Other Expanded Module 6			$0	
Other Expanded Module 7			$0	
Other Expanded Module 8			$0	
Other Expanded Module 9			$0	
Other Expanded Module 10			$0	
Other Expanded Module 11			$0	
Other Expanded Module 12			$0	
Other Expanded Module 13			$0	

Denovo Ventures, LLC				
Optional End-User Training	Please complete the Estimated Hours and Hourly Rate for Optional End-User Training, indicating any additional info or 'No Bid' in the Comments column. Additional proposed modules can be added in the 'Module Summary' Tab.			
Cost Category	**Estimated Hours**	**Hourly Rate**	**Extended Cost**	**Comments**
Other Expanded Module 14			$0	
Other Expanded Module 15			$0	
Other Expanded Module 16			$0	
Other Expanded Module 17			$0	
Other Expanded Module 18			$0	
Other Expanded Module 19			$0	
Other Expanded Module 20			$0	
Other Expanded Module 21			$0	
Other Expanded Module 22			$0	
Other Expanded Module 23			$0	
Other Expanded Module 24			$0	
Other Expanded Module 25			$0	
Other Expanded Module 26			$0	
Other Expanded Module 27			$0	
Other Expanded Module 28			$0	
Other Expanded Module 29			$0	
Other Expanded Module 30			$0	
Other Expanded Module 31			$0	
Other Expanded Module 32			$0	
Other Expanded Module 33			$0	
Other Expanded Module 34			$0	
Other Expanded Module 35			$0	
Other Expanded Module 36			$0	
Other Expanded Module 37			$0	
Other Expanded Module 38			$0	
Other Expanded Module 39			$0	
Other Expanded Module 40			$0	
Other Expanded Module 41			$0	
Other Expanded Module 42			$0	
Other Expanded Module 43			$0	
Other Expanded Module 44			$0	
Other Expanded Module 45			$0	
Other Expanded Module 46			$0	
Other Expanded Module 47			$0	
Other Expanded Module 48			$0	
Other Expanded Module 49			$0	
Other Expanded Module 50			$0	
Subtotal - Expanded Modules	*32*	*N/A*	*$9,920*	
Grand Total	195	N/A	$208,620	

Number	Area	Requested Conversion item	Conversion Code[1]	Estimated Hours	Hourly Rate	One-Time Cost	Comments
**Denovo Ventures, LLC**						
	*Data Conversion Services*		Please complete the Conversion Code, Estimated Hours, and Hourly Rate to perform the following Data Conversion Services.
**Core Modules**						
1	Accounts Payable	Checks	B	120	$150	$18,000	
2	Accounts Payable	Invoices	B	120	$150	$18,000	
3	Accounts Payable	Vendor File (complete)	B	120	$150	$18,000	
4	Budgeting	Current adopted budget amounts by line items	B	120	$150	$18,000	
5	Budgeting	Current amended budget amounts by line item	B	120	$150	$18,000	
6	Budgeting	Current actual amounts by line item	B	120	$150	$18,000	
7	Budgeting	Budget and actual amount by line item for all funds	B	120	$150	$18,000	
8	Fixed Assets	Asset files (codes, master information, transaction, summaries, journal transactions, funding sources, etc.)	B	120	$150	$18,000	
9	General Ledger	All chart of account codes, accounts, and descriptions	B	120	$150	$18,000	
10	General Ledger	Ending balances, project, work order, job #	B	120	$150	$18,000	
11	General Ledger	Detailed information by Project ID number for all open projects including funding, status, tasks, and maps	B	120	$150	$18,000	
12	Human Resources	Human Resources Master Records	B	225	$150	$33,750	
13	Human Resources	Certifications, Education, Licenses, Training	B	120	$150	$18,000	
14	Human Resources	Employee Requisition & Applicant Records	B	120	$150	$18,000	
15	Human Resources	Employee Status History	B	120	$150	$18,000	
16	Human Resources	Position Tables & Allocation Information	B	120	$150	$18,000	
17	Master Address	Address, parcel, street dictionary, zip codes, subdivision, related party, miscellaneous and User defined information, legal descriptions, history, and code files.	B	120	$150	$18,000	
18	Misc Billing & Accounts Receivable	Revenue types, billing history, payment history, customer master records, and automatic charge codes (recurring charges).	B	120	$150	$18,000	
19	Payroll	Employee position and demographics	B	225	$150	$33,750	
20	Payroll	Accrual balances (Current, MTD, QTD, YTD, FYTD)	B	225	$150	$33,750	
21	Payroll	Add pays, adjustments before taxes, tax, deductions, benefits	B	225	$150	$33,750	
22	Payroll	Check History	B	225	$150	$33,750	

23	Payroll	Earnings/Deductions History	B	225	$150	$33,750	
24	Payroll	Personnel Action History	B	225	$150	$33,750	
25	Payroll	Time and Attendance History	B	225	$150	$33,750	
26	Purchasing	Accounts files, bid files, contract files, inventory item transactions, item files, purchase order files, purchase requisition files, stock requisition files, and vendor files.	B	240	$150	$36,000	
Subtotal - Core Modules				**4,080**	**N/A**	**$612,000**	
Non-Core Modules							
1	Cash Receipting	History of payment data including payment amounts for specific accounts (utility, ARs, GMs, etc.), check numbers or reference numbers, project codes, payment type codes, user ids, batch numbers, batch types, etc. The time period converted should probably be matched to the utility billing history that gets converted but should be at least 5 years. In addition, we want our Optiview documents to remain tied to those payment transactions.	E			$0	Not included in implementation proposal.
Subtotal - Non-Core Modules			**N/A**	**0**	**N/A**	**$0**	
Grand Total			**N/A**	**4,080**	**N/A**	**$612,000**	

[1]Data Conversion Codes	
A	Utilize/refine existing conversion tools/scripts
B	Develop conversion scripts
C	Automated conversion not realistic/appropriate: Manual conversion is targeted
D	Other data conversion approach, please briefly describe in 'Comments' column
E	Not enough information/Need clarification/Item should be addressed during implementation

Denovo Ventures, LLC								
Interfaces		Please complete the Estimated Hours, Hourly Rate, and On-Going Annual Cost, if applicable, to develop the following Interfaces, indicating any additional info or 'No Bid' in the Comments column.						
Data Flow Item #	Data Flow Description	Source Application	Target Application	Estimated Hours	Hourly Rate	One-Time Cost	On-Going Annual Cost	Comments
Core Modules								
1	Online Harasment Training	Brit Insurance (SaaS/Hosted)	Human Resources	120	$150	$18,000	$0	
2	EEO tracking / EEO Reporting	Human Resources	Biddle Consulting Group EEO Software (Saas/Hosted)	240	$150	$36,000	$0	
3	City website	Civic Plus (SaaS/Hosted)	Purchasing	225	$150	$33,750	$0	
4	Public records request via internet	GOVQA (SaaS/Hosted)	Misc Billing and AR	120	$150	$18,000	$0	
5	Patient billing software	Intermedix	Misc Billing and AR	120	$150	$18,000	$0	
6	Position requests and applicant tracking	NeoGov (SaaS/Hosted)	Human Resources	225	$150	$33,750	$0	
7	Police Policy Compliance & Administration System	PowerDMS	Human Resources	120	$150	$18,000	$0	
8	Background checks, integrated with NeoGov	(SaaS/Hosted)	Human Resources	120	$150	$18,000	$0	
9	Utility Billing	Tyler Munis UB	General Ledger	225	$150	$33,750	$0	
10	General Billing	Tyler Munis GB	General Ledger	120	$150	$18,000	$0	
11	Grant Information	Grant and Project Accounting Management	State and Federal grant reporting sites (e.g., IDIS)	240	$150	$36,000	$0	
12	Import bank statement electronic file	Wells Fargo	Bank Reconciliation	120	$150	$18,000	$0	
13	Import/export employee demographic and benefit election information to/from the benefit providers and to/from human resource module.	Benefit Providers/ERP HR	HR/Benefit Providers	240	$150	$36,000	$0	
14	Integrate ID badges with the Human Resource module	Premisys	Human Resource	225	$150	$33,750	$0	
15	Integrate the Human Resource module with the E-Verify system verifying social security numbers or passport ids for I-9 compliance.	Human Resource	E-Verify	120	$150	$18,000	$0	
16	Parking refunds	Flex	General Ledger	120	$150	$18,000	$0	
17	Receive a file from Bank of America Works Procurement Card software to ERP Accounts Payable.	Bank of America Works	Accounts Payable	120	$150	$18,000	$0	

18	Send Positive Pay files to bank	Accounts Payable	Wells Fargo	120	$150	$18,000	$0	
19	Send Positive Pay files to bank	Payroll	Wells Fargo	120	$150	$18,000	$0	
20	Solicitations	Bid Sync	Purchasing	120	$150	$18,000	$0	
21	Vendor Payment ACH file export / import with Bank	Accounts Payable	Wells Fargo	120	$150	$18,000	$0	
22	Yearly 1099 & W2 submission	Accounts Payable	US Treasury	240	$150	$36,000	$0	
23	Solicitations	Bid Sync	Purchasing			$0		Listed twice; Data Flow Item #20.
Subtotal - Core Modules				**3,540**	**N/A**	**$531,000**	**$0**	
Expanded Modules								
1	Bill/Coins Meter Revenue, meter cash receipts	MeterTrac	Cash Receipting			$0		Not included as part of implementation proposal.
2	Import cash receipts from RecTrac to ERP cash receipts (in summary)	RecTrac	ERP cash receipts (in summary)	120	$150	$18,000		
3	In order to make Granicus documents accessible from Grant/Project Management & Contract Management module (such as resolutions, minutes, project summaries, etc.) that are related to grants/projects and contracts.	Granicus	Grant/Project Management & Contract Management	225	$150	$33,750		
4	Lockbox payment file	Wells Fargo	Cash Receipting			$0		Not included as part of implementation proposal.
5	Online Payments	PayPal Authorize.net	Cash Receipting (apply payments to all applicable module)			$0		Not included as part of implementation proposal.
6	Online Payments	PayPal Authorize.net	Cash Receipting (apply payments to all applicable module)			$0		Not included as part of implementation proposal.
7	Parking cashless receipting data	Pay-by-Phone	Cash Receipting			$0		Not included as part of implementation proposal.
8	Parking fees from meters, mail, ivr, lockbox etc.	Flex	Cash Receipting			$0		Not included as part of implementation proposal.
9	Payment from IVR Software	Building Permit	Cash Receipting (apply payments to all applicable module)			$0		Not included as part of implementation proposal.
Subtotal - Expanded Modules				**345**	**N/A**	**$51,750**	**$0**	
Grand Total				**3,885**	**N/A**	**$582,750**	**$0**	

City of Hollywood, FL - RFP 4542-17-PB ERP System Selection
Pricing Forms - Form Services

	Denovo Ventures, LLC				
Form Services	Please complete the Estimated Hours and Hourly Rate to perform the following Form Services.				
Functional Area	**Form Name**	**Estimated Hours**	**Hourly Rate**	**One-Time Cost**	**Comments**
Core Modules					
Accounts Payable	AP Check	75	$150	$11,250	
Accounts Payable	1099 forms-specify types needed (i.e. M, INT, S, etc.)	75	$150	$11,250	
Accounts Payable	EFT/ACH	120	$150	$18,000	
Contracts	Contract	225	$150	$33,750	
Contracts	Master Agreement	225	$150	$33,750	
Misc Billing	Invoice	120	$150	$18,000	
Misc Billing	Billing statement	120	$150	$18,000	
Payroll	Pay check	75	$150	$11,250	
Payroll	Pay check stub	75	$150	$11,250	
Payroll	Direct deposit advice	120	$150	$18,000	
Payroll	Earnings statement	120	$150	$18,000	
Payroll	W2	150	$150	$22,500	
Payroll	Federal Tax Forms	240	$150	$36,000	
Payroll	941 Quarterly	120	$150	$18,000	
Payroll	Unemployment Report	120	$150	$18,000	
Purchasing	Purchase order	120	$150	$18,000	
Purchasing	Requisition	120	$150	$18,000	
Purchasing	Delivery order	120	$150	$18,000	
Purchasing	Request for Bid	120	$150	$18,000	
Purchasing	Invoice for payment	120	$150	$18,000	
Time and Attendance	Notice of Eligibility - FMLA	225	$150	$33,750	
Time and Attendance	Designation Notice - FMLA	225	$150	$33,750	
Subtotal - Core Modules		**3,030**	**N/A**	**$454,500**	
Non-Core Modules					
Cash Receipting	Cash Receipt			$0	Not included as part of implementation proposal.
Subtotal - Non-Core Modules		**0**	**N/A**	**$0**	
Grand Total		**3,030**	**N/A**	**$454,500**	

Denovo Ventures, LLC							
Modifications		Please add the Estimated Hours, Hourly Rate, and On-Going Annual Cost, if applicable, to perform any required/optional Modifications. The related Module and Spec # should be noted.					
Module	**Spec #**	**Description**	**Estimated Hours**	**Hourly Rate**	**One-Time Cost**	**On-Going Annual Cost**	**Comments**
Core Modules							
Human Resources	39	Ability to perform 'hire' action which will pull over any information on the applicant into the HR and Payroll functions	160	$150	$24,000	$0	
Human Resources	175	Ability to track online grievances and complaints by department, employee and type / class	120	$150	$18,000	$0	
Human Resources	228	Ability to export lost work time due to an accident or illness to external systems	95	$150	$14,250	$0	
Human Resources	336	Ability to provide functionality to track, manage, inquire and report on basic first aid supplies for and with departments	80	$150	$12,000	$0	
Payroll	5	System provides, all mandated State and Federal payroll reports, and includes updates with the standard software maintenance agreement	160	$150	$24,000	$0	
Payroll	10	Ability to set different worker's comp rules for the different organizations (i.e. Police vs. Pension employees)	160	$150	$24,000	$0	
Payroll	60	Deductions with begin and stop dates for such items as: Minimum/maximum percentage of earning amount	160	$150	$24,000	$0	
Payroll	72	Ability to allow section of the method of computing employee and employer contribution amounts based on the following: Percentage of the total contribution amount	120	$150	$18,000	$0	
Payroll	73	Ability to allow section of the method of computing employee and employer contribution amounts based on the following: Amout per hour worked	120	$150	$18,000	$0	
Payroll	160	Ability to calculate step-up pay for temporary assignments above employee's current position.	120	$150	$18,000	$0	
Payroll	178	Ability to pay shift differential based on percentage of rate or set amount.	80	$150	$12,000	$0	

Payroll	199	Ability to store and retrieve "to-date" and "year-to-date" leave accrued, taken, paid, lost (over max), and forfeited.	60	$150	$9,000	$0	
Payroll	230	Ability to accept direct deposit changes directly from bank (i.e. Credit Union)	80	$150	$12,000	$0	
Payroll	294	Ability to provide on-line approval for merit increases with appropriate prompts for supporting documentation/rules and generate personnel action form	160	$150	$24,000	$0	
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					$0		
Subtotal - Core Modules			**1,675**	**N/A**	**$251,250**	**$0**	
Expanded Modules							
					$0		
					$0		
					$0		

					$0		
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					$0		
					$0		
Subtotal - Expanded Modules				0	N/A	$0	$0
Grand Total				1,675	N/A	$251,250	$0

Denovo Ventures, LLC				
Other Implementation Services	Please add any Other Implementation Services proposed including the Estimated Hours and Hourly Rate.			
Cost Category	Estimated Hours	Hourly Rate	Extended Cost	Comments
Core Modules				
Project Management	2,240	$225	$504,000	
Hardware Design and Installation Consulting			$0	No cost with SaaS solution.
Software Installation			$0	No cost with SaaS solution.
Report Development Assistance			$0	Included as part of the implementation methodology for Financials Deployment. Includes training on creation of 2 Financial Reports through Financial Reporting Studio, Essbase Smartview, and Oracle Daily Business Intelligence report development.
Change Management	560	$225	$126,000	
Testing Assistance			$0	Included as part of our standard implementation methdology to resolve issues as part of CRP and UAT.
Operational Redesign			$0	Included as part of our implementation methodology with the acceptance of leading best practices inherent in the software.
System Documentation	500	$130	$65,000	3 Associates for approximately 1 month each.
Knowledge Transfer			$0	Included as part of the implementation methodology for Financials Deployment. Includes training on creation of 2 Financial Reports through Financial Reporting Studio, Essbase Smartview, and Oracle Daily Business Intelligence report development.
3 Months Post Go-Live Support	1,500	$215	$322,500	3 Senior Business Analysts for 3 months
Post Implementation Period Processing Support	500	$130	$65,000	3 Associates for approximately 1 month each.
			$0	
			$0	
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			$0	

Denovo Ventures, LLC				
Other Implementation Services	Please add any Other Implementation Services proposed including the Estimated Hours and Hourly Rate.			
Cost Category	**Estimated Hours**	**Hourly Rate**	**Extended Cost**	**Comments**
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
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			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
Subtotal - Core Modules	*5,300*	*N/A*	*$1,082,500*	
Expanded Modules				
Software Installation			$0	
Report Development Assistance			$0	
Change Management			$0	
Testing Assistance			$0	
Operational Redesign			$0	
System Documentation			$0	
Knowledge Transfer			$0	
3 Months Post Go-Live Support			$0	
Post Implemention Period Processing Support			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	

City of Hollywood, FL - RFP 4542-17-PB ERP System Selection

Pricing Forms - Other Implementation Services

Denovo Ventures, LLC				
Other Implementation Services	Please add any Other Implementation Services proposed including the Estimated Hours and Hourly Rate.			
Cost Category	Estimated Hours	Hourly Rate	Extended Cost	Comments
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
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			$0	
			$0	
			$0	
			$0	
			$0	
Subtotal - Expanded Modules	*0*	*N/A*	*$0*	
Grand Total	5,300	N/A	$1,082,500	