AST

City of Hollywood, FL

(E.D.G.E.) Enterprise Resource Planning (ERP) System

Price Proposal

RFP No. RFP-4542-17-PB

Due Date: February 23, 2017

City of HOLLYWOOD FLORIDA

CONTENTS

1 PRICING OVERVIEW

In an era filled with shrinking budgets, greater demands are placed on fewer employees. Enterprise applications projects require a solid return on how the resources are utilized. Delayed IT projects impose negative impacts that extend beyond cost and time overruns. An enterprise project is more than striking a balance between money and people, because after all, a project that affects your enterprise applications is not just an IT implementation but a transformation of your business that is enabled by IT.

AST specializes in Firm Fixed-Fee projects for the Public Sector. We are dedicated to helping our clients plan not only the appropriate budget and staff levels, but also know a project's inherent risks of delay up front, that may eventually cost time, money, and affect the project's intended scope and overall quality.

We have proposed a firm-fixed price for the implementation of Oracle ERP, HCM, and Planning and Budgeting Cloud Applications as detailed in the pricing spreadsheet. This fixed price is inclusive of all Project Management, Functional and Technical Consulting (including integrations and data loading), Training and Change Management Services, as well as the defined periods of post-production support.

1.1 SOFTWARE LICENSING

AST Corporation has proposed Oracle Cloud Applications for the City, which are a Software as a Service (SaaS) ERP solution. The City would subscribe to the service on a monthly subscription basis, which includes hosting, support, and maintenance of the applications. Subscriptions are renewable annually. A copy of Oracle's Cloud Services Agreement is included in Section 10 of the Technical Proposal.

The pricing for the software includes the components listed below. The user counts recommended below have been determined based on a combination of Oracle Corporation's policy for software pricing and AST's prior experience with Public Sector entities of the size of the City of Hollywood. Hence these quantities do not match to the stated user quantities specified by the City in the RFP and subsequent addendums. Based upon AST's experience with clients of this size, the below quantities will provide ample licensing for the City of Hollywood FL. The direction provided at the bidders meeting instructed vendors to provide direction on cost saving opportunities where identified. If found necessary, the user counts and the associated licensing can be determined by AST and the City prior to the start of the engagement.

Software Product	Metric	Quantity
Oracle SaaS Applications		
Fusion Financials Cloud Service	Hosted Named User	50
Fusion Expense Cloud Service	Hosted Expense Report	1,000
Fusion Transactional Business Intelligence Cloud Service	Hosted Named User	100
Fusion Automated Invoice Processing Cloud Service	Hosted 1000 Records	10
Fusion WebCenter Forms Recognition Cloud Service	Hosted 1000 Records	10
Oracle Fusion Purchasing Cloud Service	Hosted Named User	25
Oracle Fusion Self Service Procurement Cloud Service	Hosted Named User	100
Oracle Fusion Sourcing Cloud Service	Hosted Named User	15
Oracle Fusion Supplier Portal Cloud Service	Hosted Named User	25
Oracle Fusion Procurement Contracts Cloud Service	Hosted Named User	25
Oracle Fusion Project Contract Billing Cloud Service	Hosted Named User	100
Oracle Fusion Project Financials Cloud Service	Hosted Named User	100
Fusion Grants Management Cloud Service	Hosted Named User	25
Oracle Fusion Human Capital Management Base Cloud Service	Hosted Employee	1,750

Oracle Fusion Global Payroll Cloud Services	Hosted Named User	1,750
Additional Test Environment 1-Oracle Cloud	Each Test Environment	1
Oracle Planning and Budgeting Cloud Service	Hosted Named User	50
Enterprise Performance Reporting Cloud Service	Hosted Named User	10
Oracle Taleo Talent Acquisition Cloud Service	Hosted Employee	1,750
Oracle Taleo Learn Cloud Service	Hosted Trainee	1.300
Oracle Taleo Learn External User Cloud Service	Hosted Trainee	450
ADP Software		
Tax Filing	Per Jurisdiction	1
W2 Filings	Per Employee	1000

1.2 ASSUMPTIONS

AST has made the following assumptions in developing the proposed project approach, execution plan, and cost estimates.

Software Assumptions

1. Software subscription prices included are subject to final configuration and approval from Oracle America, Inc. The terms of the SaaS subscription are subject to the terms and conditions of Oracle Corporation's Master Agreement for software subscriptions.
2. Total discounts provided by Oracle America, Inc. include the extended Oracle Fusion Project Contract Billing Cloud Service, Oracle Fusion Project Financials Cloud Service, and Grants Management Cloud Service. Any changes to the software configuration may result in additional subscriptions costs.
3. Any changes to the overall solution which are not identified in the RFP response will have an impact on the implementation costs.
4. The first year software subscription is non-cancelable and nonrefundable.
5. If software subscription terminated after year 1, there will not be any refund of previously earned fees and the City is liable for all fees accrued up to the point of termination.
6. Issuance of a PO by the City is evidence that funds have been appropriated and are not subject to non-appropriation.
7. The City will obtain SaaS subscription before the commencement of services and maintain such subscription for the duration of the services.

Scope and Terms Assumptions

8. The scope of work shall be governed by the statement of work to be negotiated between AST and the City during contract negotiations. The implementation resource and cost estimates have been based on a fixed scope and schedule. Any City requested changes to project scope, timeline, approach or resources will be subject to a formal Change Control process and may result in an increase to project costs. Additionally, any City requested changes to project scope, timeline, approach or resources during the course of the project will be subject to a formal Change Control process and may result in an increase to project costs.
9. AST's objective is to implement the Oracle Cloud Applications without any modifications and as per the features and functions provided by Oracle. This may require changes in certain business processes and operating procedures.

10. AST in collaboration with City will develop a detailed Statement of Work during the contracting process. The Statement of Work will be the governing project document, outlining project milestones as mutually agreed to by both parties.
11. City management, including the Project Manager and key users, will be able to make timely decisions on the issues raised by the project team.
12. City personnel will be assigned to the project as per an agreed upon staffing profile. Key users' and management's time will be made available for the duration of the project for interview, system demonstrations, system testing, decision-making and other tasks related to this project.
13. The City will designate a project sponsor who shall represent the City during the performance of services, ensure performance obligations, establish and maintain an active line of communication with the AST project manager during the performance of the services, and make timely decisions on the City's behalf on all relevant issues.
14. In order to meet the project timelines, the City Project Manager will review and accept the deliverables in a timely manner (as defined in the project plan) once submitted by AST, but no later than five (5) business days. If the City suggests or requires changes to a deliverable, the feedback should be provided in a reasonable amount of time (within 5 business days from the submission date for all deliverables other than the Requirements and Gap-Fit analysis where it would be 10 business days). If no feedback is provided within the stipulated time, the deliverable will be deemed approved.
15. The City will provide adequate workspace and infrastructure for the consultants assigned to the project (including, but not limited to, desktop computers, telephone, internet, connection, remote/VPN access to all project related applications to network and existing documentation). Such access must be available within 2 days of the start of a consultant on the project.
16. The City will be responsible for making facilities available and required infrastructure ready for tasks like Training, Conference Room Pilots, and others.
17. The City will make documentation, computer programs and data related to the existing applications available to the AST project team in a timely manner.
18. The City is responsible for providing narratives of the current business processes during the Define/Model stage of each project phase.
19. The City will be able to provide detailed information related to third party vendors.
20. The City will be able to provide quick interpretations of labor agreements if questions arise.
21. Only seeded workflows will be supported, and the available configuration of those workflows is included in the scope of this offering. No custom workflows will be implemented.
22. The City will be responsible for providing configuration elements in the Oracle Cloud Applications required format.
23. The standard Oracle Transactional Business Intelligence (OTBI) will be implemented. There are many requirements identified with a reporting solution. AST's experience is that many of the reporting needs can be met by either standard reports or user configurable reports.
24. AST will perform 1 parallel payroll tests within the scope of this project. Additional requests for parallel payroll tests will be handled through the Change Control process.
25. As software vendors are continuously improving the capabilities of their products, it is possible that over the course of the implementation time horizon additional capabilities may be introduced that the City would want to leverage. This will be handled through the Change Control process.
26. The City will address functional questions and resolve issues for activities owned by the City in agreed upon time periods.

Technical Assumptions

27. The current pricing proposal includes three Cloud environments (Production, Development and Test) for Oracle Fusion Cloud Applications. If additional environments are deemed as being required, these need to be priced separately.

28. Certain Cloud resources such as storage, block storage, bandwidth and additional static IP are "Pay as you Go" (metered) and do not require upfront payment. Monthly invoice for these will be generated based on actual usage, the current pricing proposal includes pricing for these based on average usage figures.

29. It will be the responsibility of the City to extract the data from its current ERP system and other legacy systems and to perform any data cleanup required in the current system before converting the data or following the conversion of data in the Oracle Cloud Service. Data required for conversion will be provided in the format specified by the AST consulting team for the Data element/s to be converted in a timely manner as per the agreed project schedule.

30. The City will verify converted data and be primarily responsible for conversion error recognition and resolution.

31. The City and AST will be responsible for determining the best method of interfacing data to and from the City's legacy applications needed to support the City's Oracle solution. The City will be responsible for developing any programs required to extract the data from the legacy applications in the required format and any programs required to update the City legacy applications with data from the Oracle Cloud applications.

32. The City will be responsible for developing any programs required to extract the data from the legacy/third party applications in the AST specified format and any programs required to update the City legacy/third party applications with data from the Oracle Cloud applications.

33. AST will provide the data extracts from Oracle Cloud applications for the City to update the third party systems for the integrations listed in the Integrations tab of the Pricing Sheet. The City will be responsible loading into third party systems as per the individual third party application needs.

34. The City will work with EPB's third-party vendors to facilitate integration of data with HCM Cloud and coordinate any interface design, development or testing activities with third parties.

35. The interfaces and data conversion effort estimates are based on the information provided in the "RFP_4542-17-PB_ERP_System_Selection_-_Pricing_Forms". AST shall work with the City at the time of the development of the scope of work to re-evaluate the effort requirements.

36. AST bases the implementation scope on the requirements listed in the Functional Requirements which is at a very high level. In some cases, it may be technically infeasible to meet the requirements due to the lack of availability of data, controls/constraints of the SaaS applications, or for other system architecture reasons. This infeasibility may not become apparent until the detailed Define/Model phase. In such cases, AST will provide help and guidance to the City concerning alternative methods to meet its business requirements, such as implementing process changes or manual steps.

37. Any changes to project scope, timelines, approach or resources will be subject to a formal Change Control process and result in an increase/decrease to the project budget.

38. A detailed Change Control Process will be a mutually agreed upon plan that specifies the approval process for any changes to the Statement of Work.

39. Emphasys software as per the requirements stated in 4.2 of the Technical Proposal will be hosted on the City's servers.

40. Ongoing yearly assessment services include only services for evaluation of functional processes as per the scope of this proposal. This does not include any technical, training or implementation efforts resulting out of the assessment.

Project Plan Assumptions

41. Due to federal tax laws, consultants traveling for long periods to the same project site must be cycled off after twelve (12) months. They can either work remotely or will be transferred to work on an unrelated project for twenty-two (22) consecutive business days. AST in consultation with the City will make the decision regarding how best to handle any issues.
42. The AST Team will generally work a 4-day onsite work week.
43. The AST Team will honor all holidays observed by the City, although, with permission, may choose to work on holidays and weekends when appropriate.
44. AST will utilize a mix of on-shore and off-shore resources to fulfil the effort proposed in this response.

Pricing Assumptions

45. The pricing and scope is limited to procurement and implementation of the Oracle applications/modules included in this response as per the schedule included in the proposal. Any change in scope, schedule or Implementation of any additional modules/applications will require a change order and additional fees shall apply.
46. Travel during the Implementation period is capped @70% of the estimated effort for onshore resources the project. Emphasys Software has estimated travel expenses for four (4) trips for Debt Service Management. Any additional travel shall require a change order and additional fees.
47. One month of post go-live support after every phase is included in the pricing.
48. Any omission or generality in AST's responses does not give rise to a binding obligation between the parties or constitute acceptance of any terms or conditions contained in the RFP. In the event that AST is awarded a contract by the City, no terms of any agreement to which AST is a party shall be deemed agreed to unless and until all such terms (together with any referenced attachments or exhibits) are mutually agreed to in writing between AST and the City. All such terms are subject to negotiations until all such terms are agreed to and incorporated into such agreement.

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:	**AST, 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	**$458,300**
One-Time State and City Sales Tax (FOB)	
On-Going Annual State and City Sales Tax (FOB)	
Discount (if applicable)	

Other Expanded Modules Costs/Discounts

Travel & Lodging Costs	**$6,380**
One-Time State and City Sales Tax (FOB)	
On-Going Annual State and City Sales Tax (FOB)	
Discount (if applicable)	

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**

AST, 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	$5,000	$223,611	
Other Items	$330,000	$0	
Hardware	$0	$0	
Implementation Services	$989,400	N/A	
Train-the-Trainer Training	$244,800	N/A	
Data Conversion Services	$330,480	N/A	
Interfaces	$216,240	$0	
Form Services	$195,840	N/A	
Modifications	$0	$0	
Other Implementation Services	$1,317,840	N/A	
Travel & Lodging Costs	$458,300	N/A	
State and City Sales Tax (FOB)	$0	$0	
Discount (if applicable)	*$0*	*N/A*	
Subtotal - Core Components	**$4,087,900**	**$223,611**	
Expanded Components			
Application Software	$38,500	$212,400	
Other Items	$0	$0	
Hardware	$0	$0	
Implementation Services	$116,480	N/A	
Train-the-Trainer Training	$31,520	N/A	
Data Conversion Services	$0	N/A	
Interfaces	$8,160	$0	
Form Services	$0	N/A	
Modifications	$0	$0	
Other Implementation Services	$57,120	N/A	
Travel & Lodging Costs	$6,380	N/A	
State and City Sales Tax (FOB)	$0	$0	
Discount (if applicable)	*$0*	*N/A*	
Subtotal - Expanded Components	**$258,160**	**$212,400**	
Grand Total	**$4,346,060**	**$436,011**	

Additional Optional Pricing Not Included in Grand Total:		

AST, LLC			
Cost Category	**One-Time Cost**	**On-Going Annual Cost**	**Comments**
Optional End-User Training	$477,360	N/A	
Expanded Components			
Optional End-User Training	$69,040	N/A	

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

Pricing Forms - Module Summary

AST, 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	$3,168	840	$102	$85,680	160	$102	$16,320	$102,000	$3,168
Bank Reconciliation	$0	$0	420	$102	$42,840	80	$102	$8,160	$51,000	$0
Budgeting	$0	$22,464	1,060	$102	$108,120	240	$102	$24,480	$132,600	$22,464
Cash Management	$0	$0	200	$102	$20,400	80	$102	$8,160	$28,560	$0
Contract Management	$0	$14,580	530	$102	$54,060	160	$102	$16,320	$70,380	$14,580
Fixed Assets	$0	$0	420	$102	$42,840	120	$102	$12,240	$55,080	$0
General and Technical	$0	$0	210	$102	$21,420	80	$102	$8,160	$29,580	$0
General Ledger	$0	$43,200	740	$102	$75,480	160	$102	$16,320	$91,800	$43,200
Human Resources	$0	$32,760	1,060	$102	$108,120	240	$102	$24,480	$132,600	$32,760
Misc Billing and AR	$0	$0	420	$102	$42,840	120	$102	$12,240	$55,080	$0
Payroll	$0	$17,640	1,060	$102	$108,120	240	$102	$24,480	$132,600	$17,640
Purchasing	$0	$49,392	1,160	$102	$118,320	240	$102	$24,480	$142,800	$49,392
Recruitment & Onboarding	$0	$10,440	420	$102	$42,840	160	$102	$16,320	$59,160	$10,440
Learning Management	$0	$4,392	320	$102	$32,640	160	$102	$16,320	$48,960	$4,392
Fusion Transactional Business Intelligence Cloud S	$0	$10,800	840	$102	$85,680	160	$102	$16,320	$102,000	$10,800
Additional Test Instance	$0	$9,000	0	$102	$0	0	$102	$0	$0	$9,000
ADP - W2 Processing	$5,000	$5,775	0	$102	$0	0	$102	$0	$5,000	$5,775
Other Core Module 6	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 7	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 8	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 9	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 10	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 11	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 12	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 13	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 14	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 15	$0	$0	0	$0	$0	0	$0	$0	$0	$0
Other Core Module 16	$0	$0	0	$0	$0	0	$0	$0	$0	$0
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

AST, 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 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
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	**$5,000**	**$223,611**	**9,700**	**N/A**	**$989,400**	**2,400**	**N/A**	**$244,800**	**$1,239,200**	**$223,611**
Expanded Modules										
Cash Receipting	$0	$0	0	$102	$0	0	$102	$0	$0	$0
Debt Management	$38,500	$0	140	$220	$30,800	32	$220	$7,040	$76,340	$0
Performance Measures	$0	$0	0	$102	$0	0	$102	$0	$0	$0
Project and Grant	$0	$212,400	840	$102	$85,680	240	$102	$24,480	$110,160	$212,400
Time and Attendance	$0	$0	0	$102	$0	0	$102	$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

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

AST, 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 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	0	$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
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	$38,500	$212,400	980	N/A	$116,480	272	N/A	$31,520	$186,500	$212,400
Grand Total	$43,500	$436,011	10,680	N/A	$1,105,880	2,672	N/A	$276,320	$1,425,700	$436,011

AST, 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	$0	$3,168	Fusion Automated Invoice Processing Cloud Service. Fusion Webcenter Forms Recognition Cloud Service, Fusion Expense Cloud Service Also included in Fusion Financials Cloud Service
Bank Reconciliation	$0	$0	Included in Fusion Financials Cloud Service
Budgeting	$0	$22,464	Oracle Planning and Budgeting Cloud Service, Enterprise Performance Reporting Cloud Service
Cash Management	$0	$0	Included in Fusion Financials Cloud Service
Contract Management	$0	$14,580	Fusion Procurement Contracts Cloud Service
Fixed Assets	$0	$0	Included in Fusion Financials Cloud Service
General and Technical	$0	$0	Included in Fusion Cloud Service- All Modules
General Ledger	$0	$43,200	Fusion Financials Cloud Service
Human Resources	$0	$32,760	Fusion Human Capital Management Base Coud Service
Misc Billing and AR	$0	$0	Included in Fusion Financials Cloud Service
Payroll	$0	$17,640	Fusion Global Payroll Cloud Services
Purchasing	$0	$49,392	Fusion Purchasing Cloud Service, Fusion Self Service Procurement Cloud Service, Fusion Sourcing Cloud Service, Fusion Supplier Portal Cloud Service
Recruitment & Onboarding	$0	$10,440	Taleo Talent Acquisition Cloud Service
Learning Management	$0	$4,392	Taleo Learning Management
Fusion Transactional Business Intelligence Cloud	$0	$10,800	
Additional Test Instance	$0	$9,000	
ADP - W2 Processing	$5,000	$5,775	
Other Core Module 6			
Other Core Module 7			
Other Core Module 8			
Other Core Module 9			
Other Core Module 10			
Other Core Module 11			
Other Core Module 12			
Other Core Module 13			
Other Core Module 14			

AST, 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 15			
Other Core Module 16			
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			
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			

AST, 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 47			
Other Core Module 48			
Other Core Module 49			
Other Core Module 50			
Subtotal - Core Modules	*$5,000*	*$223,611*	
Expanded Modules			
Cash Receipting			No BID
Debt Management	$38,500		No BID
Performance Measures			No BID
Project and Grant		$212,400	Fusion Project Project Financials Cloud Service, Fusion Project Contract Billing Cloud Service, Fusion Grants 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			
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			

AST, 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 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	*$38,500*	*$212,400*	
Grand Total	**$43,500**	**$436,011**	

	AST, 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		No bid. AST does not expect this to be applicable to our solution.
Disaster Recovery			$0		No bid. AST does not expect this to be applicable to our solution.
Zip+4 Software			$0		No bid. AST does not expect this to be applicable to our solution.
Workstation Software			$0		No bid. AST does not expect this to be applicable to our solution.
Utilities			$0		No bid. AST does not expect this to be applicable to our solution.
Report Writer			$0		No bid. AST does not expect this to be applicable to our solution.
Relational Database			$0		No bid. AST does not expect this to be applicable to our solution.
Forms Generator			$0		No bid. AST does not expect this to be applicable to our solution.
Post implementation assessment (See RFP, Section 3.8.4)	2,000	$165	$330,000		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		

	AST, 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		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
Subtotal - Core Modules	*2,000*	*N/A*	*$330,000*	*$0*	
Expanded Modules					

AST, 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		
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			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		

AST, 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		
			$0		
Subtotal - Expanded Modules	*0*	*N/A*	*$0*	*$0*	
Grand Total	2,000	N/A	$330,000	$0	

AST, 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		No bid. AST does not expect this to be applicable to our solution.
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		

AST, 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		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
Subtotal - Core Modules	*0*	*N/A*	*$0*	*$0*	
Expanded Modules					
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		

AST, 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		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		
			$0		

AST, 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		
			$0		
			$0		
			$0		
			$0		
Subtotal - Expanded Modules	*0*	*N/A*	*$0*	*$0*	
Grand Total	0	N/A	$0	$0	

AST, 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	840	$102	$85,680	
Bank Reconciliation	420	$102	$42,840	
Budgeting	1,060	$102	$108,120	
Cash Management	200	$102	$20,400	
Contract Management	530	$102	$54,060	
Fixed Assets	420	$102	$42,840	
General and Technical	210	$102	$21,420	
General Ledger	740	$102	$75,480	
Human Resources	1,060	$102	$108,120	
Misc Billing and AR	420	$102	$42,840	
Payroll	1,060	$102	$108,120	
Purchasing	1,160	$102	$118,320	
Recruitment & Onboarding	420	$102	$42,840	
Learning Management	320	$102	$32,640	
Fusion Transactional Business Intelligence Cloud	840	$102	$85,680	
Additional Test Instance	0	$102	$0	
ADP - W2 Processing	0	$102	$0	
Other Core Module 6			$0	
Other Core Module 7			$0	
Other Core Module 8			$0	
Other Core Module 9			$0	
Other Core Module 10			$0	
Other Core Module 11			$0	
Other Core Module 12			$0	
Other Core Module 13			$0	
Other Core Module 14			$0	
Other Core Module 15			$0	
Other Core Module 16			$0	
Other Core Module 17			$0	
Other Core Module 18			$0	

AST, 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 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	
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	

AST, 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 50			$0	
Subtotal - Core Modules	*9,700*	*N/A*	*$989,400*	
Expanded Modules				
Cash Receipting	0	$102	$0	No BID
Debt Management	140	$220	$30,800	
Performance Measures	0	$102	$0	No BID
Project and Grant	840	$102	$85,680	
Time and Attendance	0	$102	$0	No BID
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	

	AST, 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 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	*980*	*N/A*	*$116,480*	
Grand Total	**10,680**	**N/A**	**$1,105,880**	

AST, 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	160	$102	$16,320	
Bank Reconciliation	80	$102	$8,160	
Budgeting	240	102	$24,480	
Cash Management	80	102	$8,160	
Contract Management	160	102	$16,320	
Fixed Assets	120	102	$12,240	
General and Technical	80	102	$8,160	
General Ledger	160	102	$16,320	
Human Resources	240	102	$24,480	
Misc Billing and AR	120	102	$12,240	
Payroll	240	102	$24,480	
Purchasing	240	102	$24,480	
Recruitment & Onboarding	160	$102	$16,320	
Learning Management	160	$102	$16,320	
Fusion Transactional Business Intelligence Cloud	160	$102	$16,320	
Additional Test Instance	0	$102	$0	
ADP - W2 Processing	0	$102	$0	
Other Core Module 6			$0	
Other Core Module 7			$0	
Other Core Module 8			$0	
Other Core Module 9			$0	
Other Core Module 10			$0	
Other Core Module 11			$0	
Other Core Module 12			$0	
Other Core Module 13			$0	
Other Core Module 14			$0	
Other Core Module 15			$0	
Other Core Module 16			$0	
Other Core Module 17			$0	
Other Core Module 18			$0	

AST, 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 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	
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	

	AST, 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 50			$0	
Subtotal - Core Modules	*2,400*	*N/A*	*$244,800*	
Expanded Modules				
Cash Receipting		$102	$0	No BID
Debt Management	32	$220	$7,040	
Performance Measures		$102	$0	No BID
Project and Grant	240	$102	$24,480	
Time and Attendance		$102	$0	No BID
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	

AST, 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 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	*272*	*N/A*	*$31,520*	
Grand Total	**2,672**	**N/A**	**$276,320**	

AST, 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	**480**	**$102**	$48,960	
Bank Reconciliation	**120**	**$102**	$12,240	
Budgeting	**520**	**$102**	$53,040	
Cash Management	**160**	**$102**	$16,320	
Contract Management	**240**	**$102**	$24,480	
Fixed Assets	**320**	**$102**	$32,640	
General and Technical	**240**	**$102**	$24,480	
General Ledger	**320**	**$102**	$32,640	
Human Resources	**320**	**$102**	$32,640	
Misc Billing and AR	**160**	**$102**	$16,320	
Payroll	**520**	**$102**	$53,040	
Purchasing	**440**	**$102**	$44,880	
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	

	AST, 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 31			$0	
Core Module 32			$0	
Core Module 33			$0	
Core Module 34			$0	
Core Module 35			$0	
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	
Recruitment & Onboarding	280	$102	$28,560	
Learning Management	320	$102	$32,640	
Fusion Transactional Business Intelligence Cloud	240	$102	$24,480	
Additional Test Instance		$102	$0	
ADP - W2 Processing		$102	$0	
Other Core Module 6			$0	
Other Core Module 7			$0	
Other Core Module 8			$0	
Other Core Module 9			$0	
Other Core Module 10			$0	
Other Core Module 11			$0	

AST, 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 12			$0	
Other Core Module 13			$0	
Other Core Module 14			$0	
Other Core Module 15			$0	
Other Core Module 16			$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	
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	

AST, 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 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	*4,680*	*N/A*	*$477,360*	
Expanded Modules				
Cash Receipting			$0	No Bid
Debt Management	80	$200	$16,000	
Performance Measures			$0	No Bid
Project and Grant	520	$102	$53,040	
Time and Attendance			$0	No Bid
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	
Expanded Module 20			$0	
Expanded Module 21			$0	
Expanded Module 22			$0	
Expanded Module 23			$0	

AST, 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 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	

AST, 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 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	

AST, 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 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	*600*	*N/A*	*$69,040*	
Grand Total	**5,280**	**N/A**	**$546,400**	

	AST, LLC					
Data Conversion Services		Please complete the Conversion Code, Estimated Hours, and Hourly Rate to perform the following Data Conversion Services.				
Number	Area	Requested Conversion item	Conversion Code[1]	Estimated Hours	Hourly Rate	One-Time Cost	Comments
Core Modules							
1	Accounts Payable	Checks	E			$0	
2	Accounts Payable	Invoices	A	160	$102	$16,320	
3	Accounts Payable	Vendor File (complete)	A	200	$102	$20,400	
4	Budgeting	Current adopted budget amounts by line items	A	160	$102	$16,320	
5	Budgeting	Current amended budget amounts by line item	A	160	$102	$16,320	
6	Budgeting	Current actual amounts by line item	A	160	$102	$16,320	
7	Budgeting	Budget and actual amount by line item for all funds	A	160	$102	$16,320	
8	Fixed Assets	Asset files (codes, master information, transaction, summaries, journal transactions, funding sources, etc.)	A	120	$102	$12,240	
9	General Ledger	All chart of account codes, accounts, and descriptions	A	160	$102	$16,320	
10	General Ledger	Ending balances, project, work order, job #	A	160	$102	$16,320	
11	General Ledger	Detailed information by Project ID number for all open projects including funding, status, tasks, and maps	A	240	$102	$24,480	
12	Human Resources	Human Resources Master Records	A	240	$102	$24,480	
13	Human Resources	Certifications, Education, Licenses, Training	A	120	$102	$12,240	
14	Human Resources	Employee Requisition & Applicant Records	E		$102	$0	
15	Human Resources	Employee Status History	A	120	$102	$12,240	
16	Human Resources	Position Tables & Allocation Information	A	160	$102	$16,320	
17	Master Address	Address, parcel, street dictionary, zip codes, subdivision, related party, miscellaneous and User defined information, legal descriptions, history, and code files.	E		$102	$0	

#	Module	Description	Code	Hours	Rate	Total	Comments
18	Misc Billing & Accounts Receivable	Revenue types, billing history, payment history, customer master records, and automatic charge codes (recurring charges).	A	240	$102	$24,480	
19	Payroll	Employee position and demographics	A	120	$102	$12,240	
20	Payroll	Accrual balances (Current, MTD, QTD, YTD, FYTD)	A	120	$102	$12,240	
21	Payroll	Add pays, adjustments before taxes, tax, deductions, benefits	A	120	$102	$12,240	
22	Payroll	Check History	E		$102	$0	
23	Payroll	Earnings/Deductions History	E		$102	$0	
24	Payroll	Personnel Action History	E		$102	$0	
25	Payroll	Time and Attendance History				$0	
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.	A	320	$102	$32,640	
Subtotal - Core Modules				**3,240**	**N/A**	**$330,480**	
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.				$0	No Bid
Subtotal - Non-Core Modules			**N/A**	**0**	**N/A**	**$0**	
Grand Total			**N/A**	**3,240**	**N/A**	**$330,480**	

[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

AST, 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		$102	$0		Need more information. Not scoped yet.
2	EEO tracking / EEO Reporting	Human Resources	Biddle Consulting Group EEO Software (Saas/Hosted)		$102	$0		Need more information. Not scoped yet.
3	City website	Civic Plus (SaaS/Hosted)	Purchasing		$102	$0		Need more information. Not scoped yet.
4	Public records request via internet	GOVQA (SaaS/Hosted)	Misc Billing and AR	80	$102	$8,160		Assuming AR Receipts
5	Patient billing software	Intermedix	Misc Billing and AR	80	$102	$8,160		Assuming AR Receipts
6	Position requests and applicant tracking	NeoGov (SaaS/Hosted)	Human Resources	160	$102	$16,320		
7	Police Policy Compliance & Administration System	PowerDMS	Human Resources		$102	$0		Need more information. Not scoped yet.
8	Background checks, integrated with NeoGov	(SaaS/Hosted)	Human Resources	200	$102	$20,400		
9	Utility Billing	Tyler Munis UB	General Ledger	160	$102	$16,320		
10	General Billing	Tyler Munis GB	General Ledger	160	$102	$16,320		
11	Grant Information	Grant and Project Accounting Management	State and Federal grant reporting sites (e.g., IDIS)	200	$102	$20,400		
12	Import bank statement electronic file	Wells Fargo	Bank Reconciliation	80	$102	$8,160		
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	160	$102	$16,320		
14	Integrate ID badges with the Human Resource module	Premisys	Human Resource	80	$102	$8,160		
15	Integrate the Human Resource	Human Resource	E-Verify	160	$102	$16,320		
16	Parking refunds	Flex	General Ledger	120	$102	$12,240		

#	Description	From	To	Hours	Rate	Total		Notes
17	Receive a file from Bank of America Works Procurement Card software to ERP Accounts Payable.	Bank of America Works	Accounts Payable	120	$102	$12,240		
18	Send Positive Pay files to bank	Accounts Payable	Wells Fargo	40	$102	$4,080		
19	Send Positive Pay files to bank	Payroll	Wells Fargo	40	$102	$4,080		
20	Solicitations	Bid Sync	Purchasing	160	$102	$16,320		
21	Vendor Payment ACH file export / import with Bank	Accounts Payable	Wells Fargo	120	$102	$12,240		
22	Yearly 1099 & W2 submission	Accounts Payable	US Treasury		$102	$0		Included with software
23	Solicitations	Bid Sync	Purchasing		$102	$0		Duplicate of item 20. Not Scoped
Subtotal - Core Modules				**2,120**	**N/A**	**$216,240**	**$0**	
Expanded Modules								
1	Bill/Coins Meter Revenue, meter cash receipts	MeterTrac	Cash Receipting		$102	$0		Not Scoped
2	Import cash receipts from RecTrac to ERP cash receipts (in summary)	RecTrac	ERP cash receipts (in summary)	80	$102	$8,160		
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		$102	$0		Document links can be provided manually to the respective grants and transactiosn throughout the applications as attachments. No separate interface needed.
4	Lockbox payment file	Wells Fargo	Cash Receipting		$102	$0		Not Scoped
5	Online Payments	PayPal Authorize.net	Cash Receipting (apply payments to all applicable module)		$102	$0		Not Scoped
6	Online Payments	PayPal Authorize.net	Cash Receipting (apply payments to all applicable module)		$102	$0		Not Scoped
7	Parking cashless receipting data	Pay-by-Phone	Cash Receipting		$102	$0		Not Scoped

8	Parking fees from meters, mail, ivr, lockbox etc.	Flex	Cash Receipting		$102	$0		Not Scoped
9	Payment from IVR Software	Building Permit	Cash Receipting (apply payments to all applicable module)		$102	$0		Not Scoped
Subtotal - Expanded Modules				80	N/A	$8,160	$0	
Grand Total				2,200	N/A	$224,400	$0	

AST, 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	160	$102	$16,320	Includes only 2 Templates
Accounts Payable	1099 forms-specify types needed (i.e. M, INT, S, etc.)		$102	$0	Standard 1099 Formats are available out of the box in the applications.
Accounts Payable	EFT/ACH		$102	$0	EFT/ACH extracts based on standard modes of communication to the banks are available out of the box
Contracts	Contract	160	$102	$16,320	Includes only 2 Templates
Contracts	Master Agreement	160	$102	$16,320	Includes only 2 Templates
Misc Billing	Invoice	120	$102	$12,240	Limited to 1 Invoice template
Misc Billing	Billing statement	120	$102	$12,240	Limited to 1 Invoice template
Payroll	Pay check	160	$102	$16,320	Limited to 2 Checks
Payroll	Pay check stub	160	$102	$16,320	Limited to 2 Check Stubs
Payroll	Direct deposit advice	40	$102	$4,080	
Payroll	Earnings statement	100	$102	$10,200	Limited to 1 statement format
Payroll	W2		$102	$0	Included in Software
Payroll	Federal Tax Forms		$102	$0	Many standard forms available out of box
Payroll	941 Quarterly		$102	$0	Standard Form. Available Out of Box
Payroll	Unemployment Report	100	$102	$10,200	
Purchasing	Purchase order	160	$102	$16,320	Limited to 2 PO Format
Purchasing	Requisition		$102	$0	Requisitions are approved within the ERP. Printouts are not recommended as per best practice. Not Scoped
Purchasing	Delivery order	160	$102	$16,320	Capped at 2 Delivery Order Templates
Purchasing	Request for Bid	160	$102	$16,320	Capped at 2 Request for Bid Templates
Purchasing	Invoice for payment	160	$102	$16,320	Capped at 2 Invoice for Payment Templates
Time and Attendance	Notice of Eligibility - FMLA		$102	$0	Not Scoped
Time and Attendance	Designation Notice - FMLA		$102	$0	Not Scoped
Subtotal - Core Modules		**1,920**	**N/A**	**$195,840**	
Non-Core Modules					
Cash Receipting	Cash Receipt			$0	Not Scoped

Subtotal - Non-Core Modules	0	N/A	$0
Grand Total	1,920	N/A	$195,840

AST, 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							
					$0		Implementation is a SaaS model. Hence no modifications are scoped.
					$0		
					$0		
					$0		
					$0		
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Subtotal - Core Modules				0	N/A	$0	$0
Expanded Modules							
					$0		
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					$0		
					$0		
					$0		
Subtotal - Expanded Modules			0	N/A	$0	$0	
Grand Total			0	N/A	$0	$0	

AST, 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	3,220	$102	$328,440	
Hardware Design and Installation Consulting		$102	$0	Harware Installation Not required in SaaS deployment
Software Installation		$102	$0	Software installation is included in Application Software costs in a SaaS deployment
Report Development Assistance		$102	$0	Implementation services includes implementation of standard Oracle Transactional Business Intelligence reporting.
Change Management	760	$102	$77,520	
Testing Assistance	2,260	$102	$230,520	
Operational Redesign	1,880	$102	$191,760	
System Documentation		$102	$0	System Documetation is provided by Oracle. Creation of role based training materials are included in Train-The-Trainer efforts
Knowledge Transfer	1,580	$102	$161,160	
1 Month Post Go-Live Support	3,220	$102	$328,440	
Post Implementation Period Processing Support		$102	$0	Not Scoped: AST can provide pricing for a Service Level Agreement with our Managed Services team if desired.
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	

AST, 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	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
Subtotal - Core Modules	**12,920**	**N/A**	**$1,317,840**	
Expanded Modules				
Software Installation			$0	Software installation is included in Application Software costs in a SaaS deployment

AST, 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**
Report Development Assistance			$0	Implementation services includes implementation of standard Oracle Transactional Business Intelligence reporting.
Change Management			$0	Included in Core Modules
Testing Assistance	120	$102	$12,240	
Operational Redesign	160	$102	$16,320	
System Documentation			$0	System Documetation is provided by Oracle. Creation of role based training materials are included in Train-The-Trainer efforts
Knowledge Transfer	120	$102	$12,240	
1 Month Post Go-Live Support	160	$102	$16,320	
Post Implemention Period Processing Support			$0	Not Scoped: AST can provide pricing for a Service Level Agreement with our Managed Services team if desired.
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	

AST, 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	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
			$0	
Subtotal - Expanded Modules	560	N/A	$57,120	
Grand Total	13,480	N/A	$1,374,960	