

# Intelligent Visibility



## Luminous Cloud® Software Development Program

Presented by Mike Cotrone  
July 11, 2016 (v1.04)

# Proposal Recipient

## Client

The City of Greensboro

## Client Address

300 W Washington Street  
Greensboro, NC 27401

## Client sponsor

Rodney Roberts

## Proposal Name

Luminous Cloud® Software Development Program Statement of Work Contract

## Engagement Duration

Referenced in terms and conditions below

## Begin Date

Once approved by COG

# Luminous® Development Program Overview

Intelligent Visibility is proud to formally invite the City of Greensboro to participate in the Luminous® Development Program.

The Luminous® Development Program is a paid for program that was created to allow a very select amount of clients to partner with Intelligent Visibility for the development of the Luminous Cloud® product. This program provides many program benefits that are extended to only our development program client partners.

The Luminous® Development Program has a one time program entry investment that enables our development program client partners the ability to use the Luminous Cloud® services without restriction for the term of six (6) years.

This statement of work will provide additional details for the Luminous® Development Program.

# Luminous® Development Program Detail

As a member of the Luminous® Development Program The City of Greensboro will enjoy the following benefits at no additional cost as a member of the Luminous® Development Program.

## Luminous Cloud®

Luminous Cloud® is a cloud-based software solution that unifies fiber plant and network operations. Luminous Cloud® offers GIS visual map representations of assets, native ESRI® integration, asset repository, document management, virtual team collaboration, fiber path and rack visualizations, event workflow management, and integration with Luminous OnP® probes.

The City of Greensboro will have complete unrestricted access for an unlimited number of users for the term of six (6) years. All licensing, maintenance, and user based licensing are included as a benefit for being a development program member.

## IV Priority Support for Luminous Cloud®

Intelligent Visibility's "IV Priority Support" is also included which will allow the City of Greensboro to open support cases over email, live chat, or via toll free phone support. "IV Priority Support" customers have unlimited access to support 8:00am to 6:00pm M-F EST.

## Luminous Cloud® Online Documentation

A full how-to documentation set is contained within Luminous Cloud® to enable quick recall of operational tasks taught during formal training.

## Luminous Cloud® Upgrades / Maintenance

Luminous Cloud® is a true cloud service that has continual upgrades and updates based upon our agile development processes. Intelligent Visibility follows a two week sprint development cycle that ensures software delivery consistency. This is also included at no additional charge for the full term of six (6) years as a member of the development program.

# Investment for Non-Development Members

The following Luminous quote would apply to the City of Greensboro if they were not a member of the Luminous Development Program. This pricing is shown to contrast the actual pricing for the City of Greensboro on page 7.

## Data Conversion Project

- 425 hours documented .....	\$34,825
------------------------------	----------

## Luminous Cloud® Software

- Unrestricted use for 6 years .....	\$156,460
--------------------------------------	-----------

## Luminous Cloud® API Integration

- Unlimited for 6 years .....	\$73,344
-------------------------------	----------

## Luminous Cloud® Training

- Includes online documentation .....	\$4,500
---------------------------------------	---------

## Luminous Cloud® Priority Support

- Support for 6 years .....	\$72,750
-----------------------------	----------

---

Normal Pricing Total .....	\$341,879
----------------------------	-----------

---



# Investment for City of Greensboro

The City of Greensboro Luminous Development program pricing is detailed below which includes a 30 (thirty) day free trial period prior to invoice.

Luminous® Development Program .....	\$90,675
-------------------------------------	----------

---

Total Investment .....	\$90,675
------------------------	----------

---