The City of GREENSBORO

EnQuesta 5 Upgrade
Pricing & Payment Schedule
Version 1.4

May 22, 2017

Systems & Software

ENGAGEMENT PRICING

Contract Summary

All contracted Software, Hardware and Services will be quoted and provided on a Fixed Fee basis. Travel expenses are estimated here for budgetary purposes but will be billed as incurred. Travel for 4 Trips are not priced based on original contract agreement. The proposed scope of this project is defined in the Statement of Work for enQuesta 5 Upgrade.

Summary Pricing

	enQuesta 5R Upgrade Summary Pricing
Professional Services Total - Base Upgrade	$ 446,250.00
Credit based on original Contract Agreement	$ (236,250.00)
	TDB
Total S&S Charges - less credits	$ 210,000.00
Optional Items	
enQuesta Link see attachment E	$ 207,300.00
Total Options	$ 207,300.00
Other Costs	
Travel Budget Upgrade	$ 38,000.00
Travel Budget enQuesta Link	$ 16,000.00
Hardware Costs (est)	$ -
TOTAL COST	$ 471,300.00

enQuesta 5

Services Category	Hours	Rate	Cost	Maintenance	Breakdown of Effort	Trips	Explanation of Number of Trips
Project Management	360	$ 175.00	$ 63,000.00	n/a	40 hours/month for 9 months	3	Kick off, Testing, Simulation & Go-live 4 total
Implementation (includes BPR, configuration,testing	900	$ 175.00	$ 157,500.00	n/a	3 resoures BPR configuration of new conversion testing.	3	3 resources for Kick off and Testing total 6 Trips.
Conversion/IT (conversion, deployment, hardware & DBA)	300	$ 175.00	$ 52,500.00	n/a	First Conversion will consist of 280 Conversion and Deployment hours for Conversion resource & DBA to build environments, execute initial conversion and resolve any initial data issues. 20 hours is scheduled for the IT/Hardware/OS configuration to ensure enQuesta 5 is operational.	0	
Reporting	80	$ 175.00	$ 14,000.00	n/a	2 weeks of report conversion. S&S will work with Greensboro to determine business critical reports to convert first. Training will occur to teach new schemha and teach resource to continue converting reports report conversion could be 5 minutes to 2 hours based on the reports complexity. 60 hours by the S&S resource will be used to convert business critical reports and 20 hours will be for training.	1	1 Training trip
Training	100	$ 175.00	$ 17,500.00	n/a	2-3 days of v5 new feature training for core team for first trip early in the upgrade process and then second trip to train end users later in upgrade project plan once Core Team has made any changes to software business process based on captured effeciencies from new version of software. Preparation and follow up post training also captured.	4	1 trip for the Trainer, 1 for the Business Lead to support for Core Team then end User.
Simulation (one month)	320	$ 175.00	$ 56,000.00	n/a	This is the second conversion. Professional services will spend 60 hours preparing for onsite simulation. Conversion resources will spend 80 hours running the conversion scripts as a simulation of timings for Go-Live. Business Lead and 2 SME's are onsite for a week 120 hours to guide and triage simulation of Go-Live with the City of Greensboro team. Simulation will mimic Go-Live and additonal Professional services, Programming, database and IT resources from Vermont will be working with the onsite team 60 hours.	3	1 trip for Business Lead and each SME
Go-live	200	$ 175.00	$ 35,000.00	n/a	This the Third and final Conversion. Business Lead and 2 SME's for onsite Go-Live week, 120 hours. 40 hours for preparation to ensure all steps are performed when bringing down the current enQuesta environment correctly and performing any initial configuration during the weekend of conversion. Conversion resources to execute Go-Live conversion steps 40 hours.	3	1 trip for Business Lead and each SME
Post Go-live (one month)	120	$ 175.00	$ 21,000.00	n/a	Time for Business Lead and SME to resolve post go-live issues	2	1 trip for Business Lead and SME
Modifications & Interfaces	150	$ 175.00	$ 26,250.00	n/a	To bring existing modifications and interfaces from current enQeuesta level to enQuesta 5 version.	0	
Disaster recovery	20	$ 175.00	$ 3,500.00		20 hours working with Greensboro IT to assit with switch of back up and recovery solutions to new enQuesta 5 environment.	0	
Services Total:	**2,530**		**$ 446,250.00**	n/a		**19**	**Total Number of Trips**
						$ 2,000.00	**Estimated Cost per Trip**
						$ 38,000.00	**Estimated Travel Budget**

Cognos 10 BI	Quantity	Price	Cost	Maintenance	Notes
Admin License	-	n/a		n/a	Greensboro current Cognos licenses will move forward to the new version at no additional cost.
Professional Author	-	n/a		n/a	
Cognos Total:			$ -	$ -	**Existing Cognos Maintenance will be applied - no new maintenance will be required.**

enQuesta Runtime Updates	Quantity	Price	Cost	Maintenance	Notes
Database Connectors (10-packs)	-	TBD		n/a	No cost anticipated with current configuration number of users. Hardware configuration changes could require additional licenses If Greensboro deviates from recommendation.
Microfocus Developer License	-	TBD		n/a	See note above.
enQuesta Runtime Total:			$ -	$ -	**3rd Party Software**

Optional Features & Modules	Quantity	Price	Cost	Maintenance	Notes
	-		$ -	$ -	
	-		$ -	$ -	
enQuesta Optional Feature Total:			$ -	$ -	

Hardware	Quantity	Price	Cost	Maintenance	Notes
New enQuesta Production Server and Supporting Environment	1	$ -	$ -	$ -	To be purchased by the City of Greensboro IT.
New Cognos Reporting Server	1	$ -	$ -	$ -	To be purchased by the City of Greensboro IT.
WebConnect Server	1	$ -	$ -	$ -	To be purchased by the City of Greensboro IT.
Hardware Total:		$0	$ -	$ -	

City of Greensboro – enQuesta upgrade version 5 Pricing & Payment Schedule
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PAYMENT SCHEDULE

Payment Schedule

The enQuesta Link project is separated out because it is listed as an optional project and can be implemented prior or post the upgrade as well as during.

enQuesta Upgrade 5	
Project Milestone	**Payment Amount**
Contract Signing	$52,500
Kickoff	$21,000
Completion of Core Team Training	$21,000
Completion of onsite Simulation	$63,000
Go-Live	$31,500
Plus 30 days	$21,000
Project Total	**$210,000**

enQuestaLink	
Project Milestone	**Payment Amount**
Software License Contract Signing	$55,000
enQuesta- Link BPA complete	$50,000
Delivery of Test environment	$50,000
enQuesta Link Go-Live	$52,300
Project Total	**$207,300**

NOTES:

- Annual Maintenance for enQuesta remains in effect as per 2017 S&S Support Agreement. Additional maintenance prorated from Date of Go-Live.
- Invoicing will occur upon completion of events described above
- Travel expenses will be billed as incurred on a monthly basis
- Contract signing deliverable is payable upon receipt of the signed contract by S&S – All other amounts are due within 30 days from the date deliverable is completed
- Additional services outside the scope of this project will be billed monthly on a time & materials basis at the then current rate charged by S&S
- Quotation is valid for 75 days

MAINTENANCE

Maintenance – Newly implemented enQuesta Software

Maintenance on newly implemented enQuesta Software will commence upon Go-Live. For any Go-Live occurring after January 1st, this will be deemed a 'partial' year and the amount will be prorated on the calendar months remaining in that year. For subsequent years, the full amount of this "new" maintenance will be due by January 1st of the beginning of the calendar year period.

Contract Acceptance

Contract Acceptance may be indicated by signing shown below. Customer to provide Purchase order number to be referenced for invoice validation.

Accepted By: _____

Date: _____

Systems & Software appreciates the opportunity to be of continued service.

Please sign, date, and return an original or faxed copy of this document, to Systems & Software, fax 802-865-1171, Attention: Michael Lamontagne.

Thank you.

Sincerely,

Michael Lamontagne

Michael Lamontagne
Systems and Software