

**ATTACHMENT C – COST PROPOSAL**

<b>COST PROPOSAL FORM</b>			
<b>SECTION A</b>			
<i>Discount by Category</i>			
<b>DESCRIPTION OF PRODUCT/SERVICE</b>	<b>Discount %</b>		
	<i>*EE = Employee Count</i>		
	<b>Discounts</b>		
<b>Software</b>			
<b>Discount for Workforce Dimensions</b>	<2,499ee	2,500-4,999ee	>5,000ee
Workforce Dimensions	40%	45%	50%
<b>Discount for Workforce Ready</b>	<b>All EE Counts</b>		
Workforce Ready	37%		
<b>Tiered Discounts for Workforce Central/Telestaff (SaaS)</b>	<2,499ee*	2,500-4,999ee	>5,000ee
Workforce Central	48%	52%	56%
Telestaff	48%	52%	56%
Teletime	48%	52%	56%
<b>Tiered Discounts for Workforce Central/Telestaff (Perpetual)</b>	<4,999ee*	5,000-9,999ee	>10,000ee
Workforce Central	39%	41%	43%
Workforce Telestaff	39%	41%	43%
Workforce Timelink	39%	41%	43%
Aspect Voxeo Core (plus 1% discount on Monthly Usage)	39%	41%	43%
<b>Discount for Workforce Teletime (Perpetual)</b>	<b>All EE Counts</b>		
Workforce Teletime	10%		
<b>Discount for Hardware (Discounts are based on # of Terminals per transaction)</b>	1-24 Terminals	24-49 Terminals	50 + Terminals
Hardware/Hardware Options (Purchase and Rental)	27%	32%	36%
<b>Professional Services</b>	10%		
<b>Premium Success Offering and Client Partnership Services</b>	0%		
<b>Training</b>	0%		
<b>Cloud Hosting Services</b>	0%		
<b>Maintenance</b>	<b>Software</b>	<b>Hardware</b>	
Annual Support/Maintenance Year 1	<b>Gold Support:</b> Included <b>Platinum Support:</b> Included	Depot Exchange \$285/Terminal Depot Repair \$210/Terminal	
Annual Support/Maintenance Year 2	<b>Gold Support:</b> 22% of SW selling price <b>Platinum Support:</b>	Year 1 Plus 4%	





	25% of SW selling price		
Annual Support/Maintenance Year 3	Year 2 Plus 4%	Year 2 Plus 4%	
Annual Support/Maintenance Year 4	Year 3 Plus 4%	Year 3 Plus 4%	
Annual Support/Maintenance Year 5	Year 4 Plus 4%	Year 4 Plus 4%	
Discounts for volume (i.e. price breaks for number of employees, etc.)	To be discussed during contract negotiations		
Any additional pricing incentives, discounts or rebates such as for large volume purchases, bundled services, etc.)			

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<b>COST PROPOSAL FORM (CONT'D)</b>	
<b>SECTION B</b>	
<b>Sample Pricing Scenario</b>	
<i>Provide itemized costs for all items necessary to perform work in the Sample Pricing Scenario described below.</i>	
DESCRIPTION OF PRODUCT/SERVICE	COST
<i>(Insert additional lines as appropriate to adequately itemize all costs.)</i>	
<b>Software</b>	
5,000 Workforce Dimensions Hourly Timekeeping (Standard License)	\$300,000 Annually
5,000 Workforce Dimensions Leave (Standard License)	\$60,000 Annually
<b>Hardware</b>	
5 – KRONOS INTOUCH H4 Standard Enclosure, with Bar Code Badge Reader	\$13,121.75
<b>Implementation</b>	\$250,000
<b>Training</b>	\$31,185
Training (daily rate)	
Other Costs:	
Maintenance for Hardware Year 1 (Depot Exchange)	\$1,425
<b>Total</b>	<b>\$655,731.75</b>

1. Travel expenses will be charge separately as per our proposed terms; and
2. Payment methods and terms are set out in the proposed terms and conditions provided in the Technical Proposal.





## Sample Pricing Scenario

BACKGROUND DESCRIPTION: A County has 5000 employees with 50 locations/buildings.

IT technicians service five locations each. With no physical base location, they report directly to one of their five service areas, and will typically report to 3-5 of these locations. These employees shall be able to report, or “clock-in” and “clock-out” from multiple work locations within the County. They shall be able to tend to related HR functions, such as request leave and verify pay period attendance from multiple locations.

Purpose: The objective is to determine the feasibility of using a third party system as a Time and Attendance solution that will satisfy the needs of this County. We are seeking a complete solution that will both accommodate and improve upon our business processes.

