## COST PROPOSAL FORM

### SECTION A

**Discount by Category**

<table>
<thead>
<tr>
<th>DESCRIPTION OF PRODUCT/SERVICE</th>
<th>Discount</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>*EE = Employee Count</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Discounts

#### Software

- **Discount for Workforce Dimensions**
  - <2,499ee: 40%
  - 2,500-4,999ee: 45%
  - >5,000ee: 50%

#### Workforce Ready

- Tiered Discounts for Workforce Central/Telestaff (SaaS)
  - <2,499ee*: 48%
  - 2,500-4,999ee: 52%
  - >5,000ee: 56%

#### Workforce Timelink

- Tiered Discounts for Workforce Central/Telestaff (Perpetual)
  - <4,999ee*: 39%
  - 5,000-9,999ee: 41%
  - >10,000ee: 56%

#### Workforce Teletime (Perpetual)

- Discount for Hardware (Discounts are based on # of Terminals per transaction)
  - 1-24 Terminals: 27%
  - 24-49 Terminals: 32%
  - 50 + Terminals: 36%

#### Professional Services

- 10%

#### Premium Success Offering and Client Partnership Services

- 0%

#### Training

- 0%

#### Cloud Hosting Services

- 0%

#### Annual Support/Maintenance Year 1

- Software: Gold Support: Included
- Hardware: Platinum Support: Included
- Depot Exchange $285/Terminal
- Depot Repair $210/Terminal

#### Annual Support/Maintenance Year 2

- Gold Support: 22% of SW selling price
- Platinum Support: Year 1 Plus 4%
<table>
<thead>
<tr>
<th></th>
<th>25% of SW selling price</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual Support/Maintenance Year 3</td>
<td>Year 2 Plus 4%</td>
<td>Year 2 Plus 4%</td>
</tr>
<tr>
<td>Annual Support/Maintenance Year 4</td>
<td>Year 3 Plus 4%</td>
<td>Year 3 Plus 4%</td>
</tr>
<tr>
<td>Annual Support/Maintenance Year 5</td>
<td>Year 4 Plus 4%</td>
<td>Year 4 Plus 4%</td>
</tr>
</tbody>
</table>

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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SECTION B
Sample Pricing Scenario

Provide itemized costs for all items necessary to perform work in the Sample Pricing Scenario described below.

<table>
<thead>
<tr>
<th>DESCRIPTION OF PRODUCT/SERVICE</th>
<th>COST</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Software</strong></td>
<td></td>
</tr>
<tr>
<td>5,000 Workforce Dimensions Hourly Timekeeping (Standard License)</td>
<td>$300,000 Annually</td>
</tr>
<tr>
<td>5,000 Workforce Dimensions Leave (Standard License)</td>
<td>$60,000 Annually</td>
</tr>
<tr>
<td><strong>Hardware</strong></td>
<td></td>
</tr>
<tr>
<td>5 – KRONOS INTOUCH H4 Standard Enclosure, with Bar Code Badge Reader</td>
<td>$13,121.75</td>
</tr>
<tr>
<td><strong>Implementation</strong></td>
<td>$250,000</td>
</tr>
<tr>
<td><strong>Training</strong></td>
<td>$31,185</td>
</tr>
<tr>
<td>Training (daily rate)</td>
<td></td>
</tr>
<tr>
<td><strong>Other Costs:</strong></td>
<td></td>
</tr>
<tr>
<td>Maintenance for Hardware Year 1 (Depot Exchange)</td>
<td>$1,425</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$655,731.75</td>
</tr>
</tbody>
</table>

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.