Attachment S COST RESPONSE - INSTRUCTIONS

1	Update your cost response using the Part 1, Part 2, Part 3, and Part 4 tabs that follow.
2	Assume a February 28, 2011 start date for the project.
4	In Part 1, the Operations & Maintenance costs should only include costs up to the full implementation date. All additional O&M costs should be included in Part 2.
5	Do not alter these forms in any way when entering your costs. Only enter data in yellow colored fields. No other costs will be accepted unless otherwise negotiated.
6	Submit both the completed Excel version and a PDF of the sheet with your reply. Complete the signature lines for each of Parts 1, 2, 3, and 4.
7	Return your updated cost response in the seperately sealed package as described in Section B.7.2 of the ITN.

Page 1 of 1 V1.0

Attachment S COST RESPONSE - Part 1 - Proposed Costs

Part 1 of the Cost Response includes all costs associated with the UC project through each of the phases. The Grand Total of Response at the bottom of the form is the total cost the Vendor is submitting in their response for all project costs through implementation of the proposed UC System.

	Fiscal Year:		FY2011	FY2012	FY2013	FY2014	FY2015	Total
			2/28/2011 -	7/1/2011 -	7/1/2012 -	7/1/2013 -	7/1/2014 -	-
			6/30/2011	6/30/2012	6/30/2013	6/30/2014	2/27/2015	
Phase 1	Validate Requirements						_	
	Services							\$0
	Software							\$0
	Hardware							\$0
			\$0	\$0	\$0	\$0	\$0	\$0
Phase 2	Solution Design							
	Services							\$0
	Software							\$0
	Hardware							\$0
		TOTAL	\$0	\$0	\$0	\$0	\$0	\$0
Phase 3	Build	ı						40
	Services							\$0
	Software							\$0
	Hardware							\$0
		TOTAL	\$0	\$0	\$0	\$0	\$0	\$0
Phase 4	Testing							
	Services							\$0
	Software							\$0
	Hardware							\$0
		TOTAL	\$0	\$0	\$0	\$0	\$0	\$0

Page 1 of 3 V1.0

Attachment S COST RESPONSE - Part 1 - Proposed Costs

Part 1 of the Cost Response includes all costs associated with the UC project through each of the phases. The Grand Total of Response at the bottom of the form is the total cost the Vendor is submitting in their response for all project costs through implementation of the proposed UC System.

	Fiscal Year:	FY2011	FY2012	FY2013	FY2014	FY2015	Total
		2/28/2011 -	7/1/2011 -	7/1/2012 -	7/1/2013 -	7/1/2014 -	
		6/30/2011	6/30/2012	6/30/2013	6/30/2014	2/27/2015	
Phase 5	Training					-	
	Services						\$0
	Software						\$0
	Hardware						\$0
		OTAL \$0	\$0	\$0	\$0	\$0	\$0
		, -	, ,	, -	, -	, - ,	
Phase 6	Implementation						
	Services						\$0
	Software						\$0
	Hardware						\$0
	TO	OTAL \$0	\$0	\$0	\$0	\$0	\$0
			\$0	\$0	\$0	\$0	\$0
Phase 7	Operations & Maintenance**		\$0	\$0	\$0	\$0	
Phase 7			\$0	\$0	\$0	\$0	\$0
Phase 7	Operations & Maintenance**		\$0	\$0	\$0	\$0	\$0
Phase 7	Operations & Maintenance** Services		\$0	\$0	\$0	\$0	\$0 \$0 \$0 \$0

Page 2 of 3 V1.0

Attachment S COST RESPONSE - Part 1 - Proposed Costs

Part 1 of the Cost Response includes all costs associated with the UC project through each of the phases. The Grand Total of Response at the bottom of the form is the total cost the Vendor is submitting in their response for all project costs through implementation of the proposed UC System.

Fiscal Year:	FY2011	FY2012	FY2013	FY2014	FY2015	Total
	2/28/2011 -	7/1/2011 -	7/1/2012 -	7/1/2013 -	7/1/2014 -	
	6/30/2011	6/30/2012	6/30/2013	6/30/2014	2/27/2015	
YEARLY TOTAL	\$0	\$0	\$0	\$0	\$0	\$0
				Grand Tota	al of Response	\$0

^{**}Note: In Part 1, the Operations & Maintenance costs should only include costs up to the full implementation date. All additional O&M costs should be included in Part 2.

Submitted By: Respondent Business Name:	Date:	
Authorized Signature:		
Printed Name and Title:		

By affixing my signature to the Cost Response Sheet-Part 1. I hereby state that I have read and agree to the ITN terms, conditions and specifications. Travel & Misc. Exp. must be included in services.

Page 3 of 3 V1.0

Attachment S COST RESPONSE - Part 2

(1 Year Included Warranty/Maintenance & 4 Year Optional Renewal Maintenance)

Part 2 of the Cost Response includes all costs associated with Maintenance of UC System, following implementation. The Grand Total of Response at the bottom of the form is the total cost the Vendor is submitting in their response for all project costs after implementation of the proposed UC System.

Year:	Maintenance	Year 1 -	Year 2	Year 3 -	Year 4 -	Total
	Year 1 - Base	Renewal	Renewal	Renewal	Renewal	
	Contract	Option	Option	Option	Option	
Operations & Maintenance						
Services						\$0
Software						\$0
Hardware						\$0
YEARLY TOTAL	\$0	\$0	\$0	\$0	\$0	\$0
			Grand Tota	al of Response		\$0

^{**}Note: "Maintenance Year 1 - Base Contract" is the first 12 months following full implementation,

Submitted By:		
Respondent Business Name:	Date:	
Authorized Signature:		
· ·		
Printed Name and Title:		

By affixing my signature to the Cost Response Sheet-Part 2. I hereby state that I have read and agree to the ITN terms, conditions and specifications. Travel & Misc. Exp. must be included in services.

Page 1 of 1 V1.0

[&]quot;Year 1 - Renewal Option", is the next 12 months, and so on.

Attachment S COST RESPONSE - Part 3 (Cost Component Breakout)

Provide the cost component breakout for the following requirements as included in your proposed solution. These costs are for detailed analysis of the Costs included in Part 1. Part 1 of the Cost Response includes all proposed costs. Part 3 is a breakdown of the costs included in Part 1.

Fiscal Year:	FY2011	FY2012	FY2013	FY2014	FY2015	Total
	2/28/201 :	- 7/1/2011 -	7/1/2012 -	7/1/2013 -	7/1/2014	
	6/30/201	1 6/30/2012	6/30/2013	6/30/2014	2/27/2015	
Requirements Manageme	ent Tool Licenses	•	-		•	
Services						\$0
Software						\$0
Hardware						\$0
	TOTAL	\$0 \$0	\$0	\$0	\$0	\$0
Business Process Reengin	eering					40
Services						\$0
Software						\$0
Hardware						\$0
	TOTAL	\$0 \$0	\$0	\$0	\$0	\$0
		•	•		•	
Data Conversion						
 Services						\$0
Software						\$0
Hardware						\$0
	TOTAL	\$0 \$0	\$0	\$0	\$0	\$0
		7- 7-	7-	7 -	7-	7-
Disaster Recovery Plan, P	rocesses, and Suppo	rting Infrastructure	•			
Services						\$0
Software						\$0
Hardware						\$0
	TOTAL	\$0 \$0	\$0	\$0	\$0	\$0

Page 1 of 2 V1.0

Attachment S COST RESPONSE - Part 3 (Cost Component Breakout)

Provide the cost component breakout for the following requirements as included in your proposed solution. These costs are for detailed analysis of the Costs included in Part 1. Part 1 of the Cost Response includes all proposed costs. Part 3 is a breakdown of the costs included in Part 1.

Fiscal Year:		FY2011	FY2012	FY2013	FY2014	FY2015	Total
		2/28/2011 -	7/1/2011 -	7/1/2012 -	7/1/2013 -	7/1/2014 -	
		6/30/2011	6/30/2012	6/30/2013	6/30/2014	2/27/2015	
Help Desk Service	e s						
 Services							\$0
Software							\$0
Hardware							\$0
	TOTAL	\$0	\$0	\$0	\$0	\$0	\$0
	•					-	
Travel Costs							
							\$0
	TOTAL	\$0	\$0	\$0	\$0	\$0	\$0
	•						
Submitted By:							
Respondent Business Name:				Date:			
				-			
Authorized Signature:							
_							
Printed Name and Title:							
·							

By affixing my signature to the Cost Response Sheet-Part 3. I hereby state that I have read and agree to the ITN terms, conditions and specifications. Travel & Misc. Exp. must be included in services (travel costs must be included in each service and total travel costs for the entire project included in the Travel Costs line entry.)

Page 2 of 2 V1.0

Attachment S COST RESPONSE - Part 4 - Rate Card

Provide the rate for each Role Title included in your response. For each Role Title submitted, identify the corresponding State of Florida, State Term Contract (STC) #973-561-010-1 IT Consulting State Term Contract Job Title and Scope Variant. A complete listing of job titles can be found on the State of Florida, Department of Management Services website, STC #973-561-010-1, under Project Area #4. The following link is provided for your convenience:

http://dms.myflorida.com/business_operations/state_purchasing/vendor_information/state_contracts_agreements_and_price_lists/state_term_con tracts/information_technology_it_consulting_services/price_sheets_project_area_4

These rates will be used in the Change Control process, if needed. Rate is defined as cost per hour for each resource.

Dogwoodont Dolo Title	IT Consulting State Term	Proposed	
Respondent Role Title	Job Title	Scope Variant	Rate

Page 1 of 2 V1.0

Attachment S COST RESPONSE - Part 4 - Rate Card

Submitted By: Respondent Business Name:	Date:
Authorized Signature:	
Printed Name and Title:	
By affixing my signature to the Co specifications. Travel & Misc. Exp.	st Response Sheet-Part 4. I hereby state that I have read and agree to the ITN terms, conditions and must be included in services.

Page 2 of 2 V1.0