Attachment G – Cost Schedule

Solicitation Number CH16012
NASPO ValuePoint Cloud Solutions RFP

Cloud Solutions By Category. <u>Specify *Discount Percent %*</u> Offered for products in each category. Highest discount will apply for products referenced in detail listings for multiple categories. <u>Provide a detailed product offering for each category</u>.

Software as a Service   Discount % <u>12.5%</u>

Infrastructure as a Service   Discount % <u>   </u>

Platform as a Services   Discount % <u>   </u>

Value Added Services   Discount % <u>15%</u>

Additional Value Added Services:

   Maintenance Services

                                    Onsite Hourly Rate $ <u>200.00</u>
                                    Remote Hourly Rate $ <u>100.00</u>

Professional Services

- **Deployment Services**   **Onsite Hourly Rate $** <u>200.00</u>
  Remote Hourly Rate $ <u>100.00</u>

- **Consulting/Advisory Services**   **Onsite Hourly Rate $** <u>200.00</u>
  Remote Hourly Rate $ <u>100.00</u>

- **Architectural Design Services**   **Onsite Hourly Rate $** <u>200.00</u>
  Remote Hourly Rate $ <u>100.00</u>

- **Statement of Work Services**   **Onsite Hourly Rate $** <u>200.00</u>
  Remote Hourly Rate $ <u>100.00</u>

   Partner Services   **Onsite Hourly Rate $** <u>   </u>
                                    Remote Hourly Rate $ <u>   </u>

   Training Deployment Services   **Onsite Hourly Rate $** <u>100.00</u>
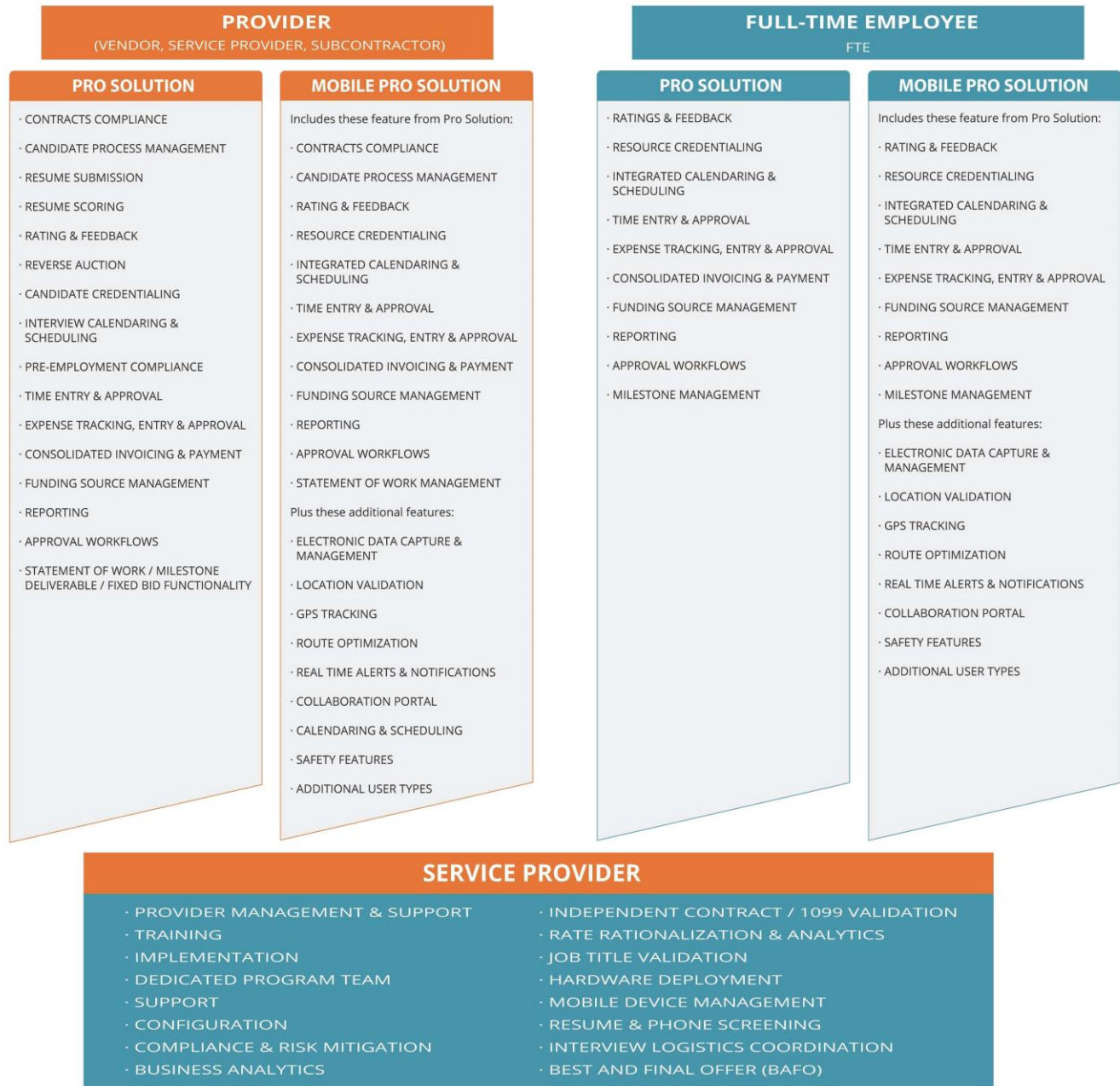   **Online Hourly Rate $** <u>50.00</u>

Cost Summary

Knowledge Services has completed and provided above the Attachment G – Cost Proposal sheet for our Software as a Service (SaaS) Solution. The Discount proposed will remain fixed for the life of the contract. In our Cost Proposal Summary we have provided the pricing model and schedule for our Cloud Solution services. Our pricing model is presented at a high level utilizing Figure 1. Following the Figure, we have outlined further detail on our Cloud Solution and supporting documentation to describe our pricing model and catalog.

Throughout our 20+ years' experience providing technology and service solutions to meet government agency needs, we have developed and continuously enhanced our dotStaff™ SaaS Solution platform in order to address the increasingly complex needs of State governments. Cost savings, operational efficiencies, governance, accountability, transparency and reporting analytics are all cornerstone benefits of our Cloud Solution. Our SaaS Solution has evolved to serve wide ranging state and local government human capital management needs from information technology (IT) and general services to healthcare and medical labor categories, stationary to field-based mobile workers and contractors and Service Provider resources to government State Full Time Employees (FTE). As a proven solution deployed and operational in over 500 state agencies and departments and dozens of cities, municipalities and bodies of corporate politic, Knowledge Services offers a competitive and scalable pricing model that supports both contractor, vendor and service provider applications as well as State FTE user applications.

Figure 1

Knowledge Services (dotStaff™) Cloud Solution Options

PROVIDER		FULL-TIME EMPLOYEE	
(VENDOR, SERVICE PROVIDER, SUBCONTRACTOR)		FTE	
PRO SOLUTION	**MOBILE PRO SOLUTION**	**PRO SOLUTION**	**MOBILE PRO SOLUTION**

PRO SOLUTION (Provider)

- CONTRACTS COMPLIANCE
- CANDIDATE PROCESS MANAGEMENT
- RESUME SUBMISSION
- RESUME SCORING
- RATING & FEEDBACK
- REVERSE AUCTION
- CANDIDATE CREDENTIALING
- INTERVIEW CALENDARING & SCHEDULING
- PRE-EMPLOYMENT COMPLIANCE
- TIME ENTRY & APPROVAL
- EXPENSE TRACKING, ENTRY & APPROVAL
- CONSOLIDATED INVOICING & PAYMENT
- FUNDING SOURCE MANAGEMENT
- REPORTING
- APPROVAL WORKFLOWS
- STATEMENT OF WORK / MILESTONE DELIVERABLE / FIXED BID FUNCTIONALITY

MOBILE PRO SOLUTION (Provider)

Includes these feature from Pro Solution:

- CONTRACTS COMPLIANCE
- CANDIDATE PROCESS MANAGEMENT
- RATING & FEEDBACK
- RESOURCE CREDENTIALING
- INTEGRATED CALENDARING & SCHEDULING
- TIME ENTRY & APPROVAL
- EXPENSE TRACKING, ENTRY & APPROVAL
- CONSOLIDATED INVOICING & PAYMENT
- FUNDING SOURCE MANAGEMENT
- REPORTING
- APPROVAL WORKFLOWS
- STATEMENT OF WORK MANAGEMENT

Plus these additional features:

- ELECTRONIC DATA CAPTURE & MANAGEMENT
- LOCATION VALIDATION
- GPS TRACKING
- ROUTE OPTIMIZATION
- REAL TIME ALERTS & NOTIFICATIONS
- COLLABORATION PORTAL
- CALENDARING & SCHEDULING
- SAFETY FEATURES
- ADDITIONAL USER TYPES

PRO SOLUTION (Full-Time Employee)

- RATINGS & FEEDBACK
- RESOURCE CREDENTIALING
- INTEGRATED CALENDARING & SCHEDULING
- TIME ENTRY & APPROVAL
- EXPENSE TRACKING, ENTRY & APPROVAL
- CONSOLIDATED INVOICING & PAYMENT
- FUNDING SOURCE MANAGEMENT
- REPORTING
- APPROVAL WORKFLOWS
- MILESTONE MANAGEMENT

MOBILE PRO SOLUTION (Full-Time Employee)

Includes these feature from Pro Solution:

- RATING & FEEDBACK
- RESOURCE CREDENTIALING
- INTEGRATED CALENDARING & SCHEDULING
- TIME ENTRY & APPROVAL
- EXPENSE TRACKING, ENTRY & APPROVAL
- FUNDING SOURCE MANAGEMENT
- REPORTING
- APPROVAL WORKFLOWS
- MILESTONE MANAGEMENT

Plus these additional features:

- ELECTRONIC DATA CAPTURE & MANAGEMENT
- LOCATION VALIDATION
- GPS TRACKING
- ROUTE OPTIMIZATION
- REAL TIME ALERTS & NOTIFICATIONS
- COLLABORATION PORTAL
- SAFETY FEATURES
- ADDITIONAL USER TYPES

SERVICE PROVIDER

- PROVIDER MANAGEMENT & SUPPORT
- TRAINING
- IMPLEMENTATION
- DEDICATED PROGRAM TEAM
- SUPPORT
- CONFIGURATION
- COMPLIANCE & RISK MITIGATION
- BUSINESS ANALYTICS
- INDEPENDENT CONTRACT / 1099 VALIDATION
- RATE RATIONALIZATION & ANALYTICS
- JOB TITLE VALIDATION
- HARDWARE DEPLOYMENT
- MOBILE DEVICE MANAGEMENT
- RESUME & PHONE SCREENING
- INTERVIEW LOGISTICS COORDINATION
- BEST AND FINAL OFFER (BAFO)

Provider Pro Solution

The Knowledge Services Provider Pro Cloud Solution is designed to support the needs of State government agencies that contract with 3rd party entities for the delivery of services. The Provider Pro includes all of our Vendor Management System (VMS) Cloud Solution functionality, in conjunction with, where applicable, our Managed Service Program (MSP). The Provider Pro Solution delivers government entities robust functionality to efficiently and effectively contract temporary and contingent-based labor, utilizing existing vendors, as desired, while enabling the entire engagement processes, from procurement and time reporting to consolidated invoicing and payments, to be streamlined and automated through our SaaS Solution platform. Provider Pro is designed to deliver maximum value for government entities that contract for non-mobile, hourly labor or Statement of Work (SOW), milestone, Independent Contractor (IC/ 1099) or fixed-bid based project deliverables utilizing vendors and contractors.

Provider Mobile Pro Solution

Similar to our Provider Pro Solution, the Knowledge Services Provider Mobile Pro Cloud Solution incorporates all of the Provider Pro Vendor Management System features and capabilities, and includes powerful governance features designed to automate historically manual processes, provide accountability and support the needs of contracted mobile workers, including service provider resources. The price list we have supplied below in Figure 2 relates to our Provider Mobile Pro Workforce Solution, which includes expanded features that meet the unique needs of government agencies with contracted, vendor and / or service provider engaged field workers. Our Mobile Pro Workforce Solution SaaS platform provides for efficient management of the entire case, event and appointment-driven workforce. Provider Mobile Pro delivers complete lifecycle process automation beginning with intake and case assignment and extending to include licensing and credentialing management; calendaring and appointment scheduling management; route optimization and mileage authentication; GPS-based service and visit verification with integrated billing; real-time electronic forms and records; instant safety alerts, notifications and broadcast communications; performance ratings; time, event and activity tracking and case progress reporting, as well as predictive analytics.

Provider Mobile Pro also includes powerful tools to assist with and provide for improved communications, scheduling and experiences. These tools provide for improved outcomes:
- Vendor / provider and worker on-line ratings
- Real-time notifications of event changes including delays, cancellations and rescheduling requirements
- On-line access to documents and forms
- On-line event calendar and scheduling and change request with integrated communications to co-workers

Our Provider Pro and Provider Mobile Pro flexible pricing model offers States and agencies industry standard "vendor funded" percentage based payment method or a State funded model. In Figure 2 below, we have provided our price list for the Provider Pro and Provider Mobile Pro Solution. The percentage list price is the fee charged to the vendor / provider or Purchasing Entity by Knowledge Services based on the amount that is invoiced by Knowledge Services for work performed during a given time frame.

State FTE Pro Solution

The Cloud Solution price list supplied in Figures 1 and 3 relates to our State Full Time Employee (FTE) Workforce Management SaaS Solution, dotStaff™, in conjunction with, where applicable, our Managed Service Provider (MSP) program. The State FTE Pro Solution provides government entities and using managers a proven cloud solution that automates and streamlines State FTE worker and administrator processes, enhances communications, data access and operational reporting and provides powerful reporting analytics. With access to real-time project and State FTE worker data, State FTE Pro delivers State, agency and program leadership with unparalleled oversight and cost savings.

State FTE Mobile Pro Solution

The Cloud Solution price list supplied in Figures 1 and 4 outlines our State FTE Mobile Pro Mobile Case Management Solution, dotStaff™, which is provided in conjunction with, where applicable our MSP program services. Our State FTE Mobile Pro Solution includes all State FTE Pro Solution functionality listed above, while also delivering powerful mobile workforce management tools to help improve the safety, efficiency and effectiveness of mobile workers, as well as providing enhanced accountability, transparency and reporting. State FTE Mobile Pro delivers complete life-cycle process automation beginning with intake and case assignments; calendar and appointment scheduling management; route optimization and mileage authentication; GPS-based service verification; real-time electronic forms and records; instant safety alerts, notifications and broadcast communications; performance ratings; time, event and activity tracking and case progress reporting, as well as predictive analytics.

Our State FTE Pro and State FTE Mobile Pro flexible pricing model offers States and agencies scalable, event / activity-based pricing. In Figures 3 below, we have provided our price list for the State FTE Pro Solution. In Figure 4 below, we have provided our price list for the State FTE Mobile Pro Solution. The list price is tiered based on total State (Provider and State FTE) events. Provider and State FTE combined event volume dramatically reduces State FTE usage costs.

Price Catalog

Figure 2

State Provider Cloud Solution	List Price
Pro Solution	2.60%
Mobile Pro Solution	3.80%

Figure 3

State Full Time Employee Cloud Solution		
Pro Solution		
Total State Events	Event List Price	Event Price after 12.5% Discount
0 – 129,600	$ 4.50	$ 3.94
129,601 – 432,000	$ 4.25	$ 3.72
432,001 – 864,000	$ 4.02	$ 3.52
864,001 – 2,160,000	$ 3.86	$ 3.38
2,160,001 – 4,320,000	$ 3.73	$ 3.26
4,320,001 – 8,640,000	$ 3.64	$ 3.19
8,640,001 – 12,960,000	$ 3.57	$ 3.12
12,960,001 – 17,280,000	$ 3.54	$ 3.10
17,280,001 +	$ 3.53	$ 3.09

Figure 4

State Full Time Employee Cloud Solution		
Mobile Pro Solution		
Total State Events	Event List Price	Event Price after 12.5% Discount
0 – 129,600	$ 6.00	$ 5.25
129,601 – 432,000	$ 5.66	$ 4.95
432,001 – 864,000	$ 5.36	$ 4.69
864,001 – 2,160,000	$ 5.15	$ 4.51
2,160,001 – 4,320,000	$ 4.97	$ 4.35
4,320,001 – 8,640,000	$ 4.85	$ 4.24
8,640,001 – 12,960,000	$ 4.76	$ 4.17
12,960,001 – 17,280,000	$ 4.72	$ 4.13
17,280,001 +	$ 4.70	$ 4.11

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