

## **EXHIBIT B: PRICE PROPOSAL**



# Price Proposal

## Fixed Scope / Fixed-Fee Services

Woolpert has developed a detailed scope of services document in Microsoft Word and a companion schedule of activities using Microsoft Project. The Microsoft Project schedule is a hierarchical breakdown of the project Phases into major task groupings and specific work activities. Microsoft Project allows us to assign hourly bill-rates to resources and resources to work activities for a set number of hours. The number of hours assigned to an activity for each resource multiplied by their bill-rate yields a cost for that activity. Microsoft Project aggregates activity costs throughout the project work breakdown structure (WBS) and presents a cost for each major task grouping and project phase. The following table presents those costs by each project phase and major task grouping.

The rates used in this fee schedule align with the rates in the General Services Administration (GSA) Federal Supply Service Contract Number GS-35F-0425P through April 6, 2019. Woolpert plans to reapply for the GSA contract at new rates. Since those rates are as-yet unapproved, services beyond that date (4/6/2019) in the project schedule have been costed at the 2018-2019 rates. Should new work activities to be performed after April 6, 2019 be added to the scope of services, Woolpert will use updated GSA rates, if available to cost new work, else will use the 2018-2019 rates. Woolpert will not adjust costs for contracted work when new rates are approved. Included in this firm fixed-fee schedule are all travel-related expenses for non-local resources to be onsite for the appropriate activities.

The following table represents our proposed fees in support of the scope of work document and two MPPs -

<b>Project Summary</b>	<b>\$11,102,525</b>
<b>Implementation Planning (Pre-Track 1 &amp; 2)</b>	<b>\$1,438,873.00</b>
<b>PHASE 0: IMPLEMENTATION PLANNING</b> .....	<b>\$1,438,873.00</b>
<b>Track 1 Tasks</b>	<b>\$4,944,640.29</b>
<b>PHASE 1: PROJECT MANAGEMENT</b> .....	<b>\$1,477,315.09</b>
<b>PHASE 2: IMPLEMENTATION PLANNING</b> .....	<b>\$0.00</b>
<b>PHASE 3: SYSTEM DESIGN AND CONFIGURATION</b> .....	<b>\$585,438.53</b>
WBS TASK 3.1: Cityworks Configuration for Public Works and Utilities .....	\$479,630.65
WBS TASK 3.2: Pavement Asset-Specific Plan .....	\$85,758.28
WBS TASK 3.3: Phase 3 Quality Control.....	\$20,049.60
<b>PHASE 4: ADVANCED CONFIGURATION AND FUNCTIONALITY</b> .....	<b>\$1,358,127.64</b>
WBS TASK 4.1: Legacy Data Migration .....	\$336,591.24
WBS TASK 4.2: Custom Reports and Metrics .....	\$228,278.84
WBS TASK 4.3: System Integrations .....	\$726,099.56
WBS TASK 4.4: Phase 4 Quality Control.....	\$67,158.00
<b>PHASE 5: SYSTEM DEPLOYMENT</b> .....	<b>\$752,882.80</b>
WBS TASK 5.1: Test Plans .....	\$59,236.10
WBS TASK 5.2: User Acceptance Testing .....	\$116,178.98
WBS TASK 5.3: End User Training.....	\$424,893.30
WBS TASK 5.4: Go-Live Support .....	\$116,540.80



WBS TASK 5.5: Phase 5 Quality Control.....	\$36,033.62
<b>PHASE 6: EXTENDED SUPPORT .....</b>	<b>\$57,038.23</b>
<b>PHASE 7: ORGANIZATIONAL CHANGE MANAGEMENT .....</b>	<b>\$152,303.64</b>
<b>PHASE 8: GIS READINESS.....</b>	<b>\$203,873.36</b>
WBS TASK 8.3: Data Maintenance Tools .....	\$113,110.06
WBS TASK 8.4: GIS Implementation Support.....	\$81,101.30
WBS TASK 8.5: Phase 8 Quality Control.....	\$9,662.00
<b>PHASE 9: ISO 55000 AM PROGRAM SUPPORT .....</b>	<b>\$152,246.09</b>
WBS TASK 9.1: EAM Program Maturity Assessment .....	\$71,282.00
WBS TASK 9.2: AM Strategies and Objectives Implementation Roadmap .....	\$59,812.04
WBS TASK 9.3: AM Strategies and Objectives Implementation Support.....	\$13,902.24
WBS TASK 9.4: Phase 9 Quality Control.....	\$7,249.81
<b>PHASE 10: OWNER DIRECTED FUNDS .....</b>	<b>\$155,125.44</b>
<b>PHASE 11: CUSTOMIZATIONS .....</b>	<b>\$50,289.47</b>
WBS TASK 11.1: Employee Historical Rate Tracking.....	\$2,954.60
WBS TASK 11.2: PCR Admin Tool .....	\$20,120.84
WBS TASK 11.3: SR Q&A Instruction Expansion.....	\$4,788.36
WBS TASK 11.4: WO Priority Automation.....	\$22,425.67
<b>PHASE 12: CITYWORKS UPGRADE TO V15.3.....</b>	<b>\$0.00</b>
<b>Track 2 Tasks</b>	
	<b>\$4,719,011.74</b>
<b>PHASE 1: PROJECT MANAGEMENT.....</b>	<b>\$1,444,283.79</b>
<b>PHASE 2: IMPLEMENTATION PLANNING .....</b>	<b>\$0.00</b>
<b>PHASE 3: SYSTEM DESIGN AND CONFIGURATION .....</b>	<b>\$841,935.65</b>
WBS TASK 3.1: REM, Solid Waste and PCR Cityworks Configuration .....	\$802,013.31
WBS TASK 3.2: Placeholder Asset-Specific Plan .....	\$0.00
WBS TASK 3.3: Phase 3 Quality Control.....	\$39,922.34
<b>PHASE 4: ADVANCED CONFIGURATION AND FUNCTIONALITY .....</b>	<b>\$673,520.28</b>
WBS TASK 4.1: Legacy Data Migration .....	\$285,832.60
WBS TASK 4.2: Custom Reports and Metrics .....	\$33,431.66
WBS TASK 4.3: System Integrations .....	\$322,194.02
WBS TASK 4.4: Phase 4 Quality Control.....	\$32,062.00
<b>PHASE 5: SYSTEM DEPLOYMENT .....</b>	<b>\$603,089.46</b>
WBS TASK 5.1: Test Plans .....	\$2,750.64
WBS TASK 5.2: User Acceptance Testing .....	\$102,934.38
WBS TASK 5.3: End User Training.....	\$207,008.27
WBS TASK 5.4: Go-Live Support .....	\$261,146.62
WBS TASK 5.5: Phase 5 Quality Control.....	\$29,249.55
<b>PHASE 6: EXTENDED SUPPORT .....</b>	<b>\$0.00</b>
<b>PHASE 7: ORGANIZATIONAL CHANGE MANAGEMENT .....</b>	<b>\$0.00</b>
<b>PHASE 8: GIS READINESS.....</b>	<b>\$843,184.16</b>
WBS TASK 8.1: Geodatabase Data Model Development.....	\$283,212.98
WBS TASK 8.2: GIS Data Migration and Tools .....	\$363,659.02
WBS TASK 8.3: GIS Implementation Support.....	\$156,161.16



<b>WBS TASK 8.4: Phase 8 Quality Control</b> .....	<b>\$40,151.00</b>
<b>PHASE 9: ISO 55000 AM PROGRAM SUPPORT</b> .....	<b>\$0.00</b>
<b>PHASE 10: OWNER DIRECTED FUNDS</b> .....	<b>\$312,998.40</b>
<b>PHASE 11: CUSTOMIZATIONS</b> .....	<b>\$0.00</b>
<b>PHASE 12: CITYWORKS UPGRADE TO V15.x</b> .....	<b>\$0.00</b>

## Ad-Hoc / Time and Material Services

Woolpert’s rate schedule for non-scoped implementation services will be scoped and priced following the General Services Administration (GSA) Federal Supply Service Contract Number GS-35F-0425P; rates are listed in the following table. County may request that ad-hoc services be scoped and priced as fixed-fee work including all labor efforts and travel expenses, or, that ad-hoc services be estimated and billed on an actual time and material basis. If services will be billed as time and material, Woolpert will invoice hourly effort per the GSA fee schedule and travel expenses at actual value.

AUTHORIZED GSA SCHEDULE CONTRACT PRICING					
GS-35F-0425P					
	4/7/16- 4/6/17	4/7/17- 4/6/18	4/7/18- 4/6/19		
Labor Category	GSA Price	GSA Price	GSA Price	County Price	Qty
Program Manager	\$244.51	\$250.62	\$256.89		
Project Manager	\$206.16	\$211.31	\$216.59		
Group Manager	\$218.18	\$223.63	\$229.22		
Sr. Tech Specialist	\$218.18	\$223.63	\$229.22		
System Analyst	\$201.63	\$206.67	\$211.84		
Sr. DB Dev/Programmer	\$218.18	\$223.63	\$229.22		
DB Dev/Programmer	\$195.60	\$200.49	\$205.50		
Jr. DB Dev/Programmer	\$182.07	\$186.62	\$191.29		
Technical Specialist	\$124.90	\$128.02	\$131.22		
Sr. Technical Writer	\$135.41	\$138.80	\$142.27		
Technical Writer	\$127.15	\$130.33	\$133.59		
Clerical	\$69.22	\$70.95	\$72.72		