

APPENDIX III
SAMPLE PRICING WORKSHEET

I. Initial Software Cost

List of Proposed Modules	Module Price	Cost of Modifications	Extended Price
Software Subtotal			

II. Implementation Planning and Design Services

Fixed Fee Proposal	
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III. Implementation Services

Tasks	# of Hours	Hourly Rate	Extended Price
Design and Development			
Software Installation			
Hardware Configuration			
Software Configuration			
Data Conversion			
Testing			
System Integration			
Documentation (end-user and system administrator)			
Reports and Forms			

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Technical Training			
End-User Training			
Other			
Implementation Services Subtotal			

IV. Annual License, Maintenance and Support Costs: Base License Fees on 70 users

Fees / Costs	Year One	Year Two	Year Three	Year Four	Year Five
License Fee					
Maintenance					
Support					
Other (Please specify)					
Subtotal					
Annual License, Maintenance and Support Costs Subtotal (Years One thru Five)					

V. Total Five Year Cost of Ownership

Sub of Subtotals for Parts I thru IV	
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