

Attachment A - Price Proposal Schedules
Schedule 1
CalWIN Implementation Support Price Summary

CalWIN Implementation Support Project Overall Price Total		FFY 2021	FFY 2022	FFY 2023	FFY 2024	FFY 2025	CalWIN Maximum Amount
	CalWIN Deliverables Price	\$ 1,023,294	\$ 14,496,414	\$ 18,304,153	\$ 2,210,271		\$ 36,034,132
	CalWIN Hardware and Software Price	\$ 61,584	\$ 35,511	\$ 35,510			\$ 132,605
CalWIN Price Subtotal		\$ 1,084,878	\$ 14,531,925	\$ 18,339,663	\$ 2,210,271		\$ 36,166,737
CalWIN Optional Training Facilities Price Subtotal			\$ 141,000	\$ 3,703,475	\$ -		\$ 3,844,475
	CalWIN 1-Year Optional Extension Price				\$ 9,193,729	\$ 3,748,820	\$ 12,942,548
	CalWIN 1-Year Optional Extension Hardware and Software Price				\$ 232	\$ 232	\$ 464
CalWIN 1-Year Optional Extension Price Subtotal					\$ 9,193,961	\$ 3,749,052	\$ 12,943,012
CalWIN Maximum Price Including the 1-Year Optional Extension		\$ 1,084,878	\$ 14,672,925	\$ 22,043,138	\$ 11,404,232	\$ 3,749,052	\$ 52,954,224

Assumptions	
1	The formula in cell F7 was incorrectly linked to cell F30 on Tab -4 HW &SW. The reference to the tab 4 cell was removed in this cost proposal submission.
2	Deloitte and the Consortium will agree to discuss and negotiate all final terms and conditions upon award selection, which include but are not limited to any materially substantive terms in the RFP and its related attachments, exhibits, and references.
3	<p>The Consortium will provide qualified and knowledgeable resources to the project team with business and technical skills required for the project to be delivered within the mutually agreeable timeline, as per RFP Section 4.3.7 Assumptions.</p> <p>The 18 CalWIN Counties will commit the following staff to assist in the planning, preparation and support of BPR, OCM, Training and Implementation: November 2020 – October 2021: 5 Full Time Equivalents (FTEs). November 2021 – October 2023: 41 FTEs based on 3 FTEs from 9 large Counties, 2 FTEs from 5 medium Counties and 1 FTE from 4 small Counties.</p> <p>The CalSAWS Consortium will commit the following staff to assist in the planning, preparation and support of BPR, OCM, Training and Implementation: November 2020 – October 2021: 1 Project Manager, 1 Trainer, 1 OCM Lead (part-time) and 1 Implementation Coordinator (part-time). November 2021 – October 2023: 1 Project Manager, 1 Training Lead, 12 Trainers, 1 Implementation Lead, 9 Implementation Coordinators and 2 OCM Leads</p> <p>For planning purposes, proposing Contractors should assume 75% availability for all Consortium and County resources, with the exception of part-time resources who are available 50% of the time.</p>

4	The Consortium will reach agreement with the vendors in accordance with the approved Work Plan to allow for the timely provision of the products identified in the Response and Deloitte will have all access and use rights as required to perform the services.
5	Any other existing and planned Consortium initiatives, which are not defined to be within the scope of the project, will be managed by the Consortium in a manner which does not adversely affect the overall project timeline.
6	The Consortium will limit sensitive information, such as PII, PHI, trade secrets and other information that it considers sensitive or highly confidential, it provides to Deloitte (or otherwise makes available to Deloitte) to only that which is reasonably necessary to allow Deloitte to provide the Services. Deloitte will provide the Consortium with a list of Deloitte personnel who are authorized to receive or have access to the Consortium sensitive information. Such list may be updated as needed. Any disclosure of sensitive information by the Consortium to Deloitte will utilize levels of information security and data encryption appropriate to maintain security of Client sensitive information being accessed by or transferred to Deloitte, and as required by applicable
7	The Consortium will develop a mutually agreeable set of data management controls specifying the processes, procedures and methods that will be used by the parties for the secure transfer, access, and exchange management of Client sensitive information pertinent to the Services, intended to safeguard the confidentiality and security of the sensitive information. The Consortium will train its relevant personnel
8	The Training delivery schedule is based on RFP Section 3.2 County Implementation Migration Phases waved rollout timeline.
9	The CalSAWS DD&I Vendor and/or Consortium will work with the Deloitte Training Manager to provide a training environment per the Training Plan requirements. This environment will be made available in accordance with the approved Work Plan. The CalSAWS DD&I Vendor and/or Consortium will refresh the training environment and, when necessary, push builds to the training environments so it has the most up-to-date functionality. This includes after business hours and on weekends so it does not disrupt training delivery. The CalSAWS DD&I Vendor and/or Consortium will store the end-user delivery training data and refresh the training environments at an agreed
10	The training delivered by Deloitte will teach CalSAWS functionality. It is assumed that any program or policy training is not in scope of this contract and attendees have applicable program and policy knowledge prior to attending training.
11	The Consortium is responsible for providing WBTs that reflect current CalSAWS functionality as of the start of CalWIN training development.
12	The CalWIN, CalSAWS DD&I Vendor and/or Consortium will work with the Deloitte BPR Manager to define, format, and extract data from the current Legacy Systems (CalWIN and CalSAWS) for the purposes of conducting the as-is business process mining exercises within the BPR section.
13	CalWIN Counties will provide access to field offices, their staff, and existing business process documentation for site visits and observations and the CalSAWS consortium/DDI Vendor will provide any existing To-Be documentation available/already created for reference.
14	Team Deloitte staffing, schedule, and associated costs are based on published CalSAWS DD&I Vendor schedule as per the RFP. Changes to this schedule could impact Deloitte's staffing,
15	Team Deloitte will provide its Staff with appropriate computer hardware and corresponding software and office equipment required to perform all tasks and complete all Deliverables required by the Consortium and as documented in this RFP. This hardware, software and equipment will be utilized to access the CalSAWS Project repositories and other Project

Attachment A - Price Proposal Schedules
Schedule 1
CalWIN Implementation Support Price Summary

CalWIN Implementation Support Project Overall Price Total		SFY 2020/21	SFY 2021/22	SFY 2022/23	SFY 2023/24	SFY 2024/25	CalWIN Maximum Amount
	CalWIN Deliverables Price	\$ 682,196	\$ 12,577,474	\$ 16,805,849	\$ 5,968,612		\$ 36,034,132
	CalWIN Hardware and Software Price	\$ 61,584	\$ 35,511	\$ 35,510			\$ 132,605
CalWIN Price Subtotal		\$ 743,780	\$ 12,612,985	\$ 16,841,359	\$ 5,968,612		\$ 36,166,737
CalWIN Optional Training Facilities Price Subtotal			\$ -	\$ 2,953,765	\$ 890,710		\$ 3,844,475
	CalWIN 1-Year Optional Extension Price				\$ 6,382,114	\$ 6,560,434	\$ 12,942,548
	CalWIN 1-Year Optional Extension Hardware and Software Price				\$ 232	\$ 232	\$ 464
CalWIN 1-Year Optional Extension Price Subtotal					\$ 6,382,346	\$ 6,560,666	\$ 12,943,012
CalWIN Maximum Price Including the 1-Year Optional Extension		\$ 743,780	\$ 12,612,985	\$ 19,795,124	\$ 13,241,668	\$ 6,560,666	\$ 52,954,224

Assumptions	
1	The formula in cell F7 was incorrectly linked to cell F30 on Tab -4 HW &SW. The reference to the tab 4 cell was removed in this cost proposal submission.
2	Deloitte and the Consortium will agree to discuss and negotiate all final terms and conditions upon award selection, which include but are not limited to any materially substantive terms in the RFP and its related attachments, exhibits, and references.
3	<p>The Consortium will provide qualified and knowledgeable resources to the project team with business and technical skills required for the project to be delivered within the mutually agreeable timeline, as per RFP Section 4.3.7 Assumptions.</p> <p>The 18 CalWIN Counties will commit the following staff to assist in the planning, preparation and support of BPR, OCM, Training and Implementation: November 2020 – October 2021: 5 Full Time Equivalent (FTEs). November 2021 – October 2023: 41 FTEs based on 3 FTEs from 9 large Counties, 2 FTEs from 5 medium Counties and 1 FTE from 4 small Counties.</p> <p>The CalSAWS Consortium will commit the following staff to assist in the planning, preparation and support of BPR, OCM, Training and Implementation: November 2020 – October 2021: 1 Project Manager, 1 Trainer, 1 OCM Lead (part-time) and 1 Implementation Coordinator (part-time). November 2021 – October 2023: 1 Project Manager, 1 Training Lead, 12 Trainers, 1 Implementation Lead, 9 Implementation Coordinators and 2 OCM Leads</p> <p>For planning purposes, proposing Contractors should assume 75% availability for all Consortium and County resources, with the exception of part-time resources who are available 50% of the time.</p>
4	The Consortium will reach agreement with the vendors in accordance with the approved Work Plan to allow for the timely provision of the products identified in the Response and Deloitte will have all access and use rights as required to perform the services.
5	Any other existing and planned Consortium initiatives, which are not defined to be within the scope of the project, will be managed by the Consortium in a manner which does not adversely affect the overall project timeline.

Attachment A - Price Proposal Schedules

Schedule 1

CalWIN Implementation Support Price Summary

6	The Consortium will limit sensitive information, such as PII, PHI, trade secrets and other information that it considers sensitive or highly confidential, it provides to Deloitte (or otherwise makes available to Deloitte) to only that which is reasonably necessary to allow Deloitte to provide the Services. Deloitte will provide the Consortium with a list of Deloitte personnel who are authorized to receive or have access to the Consortium sensitive information. Such list may be updated as needed. Any disclosure of sensitive information by the Consortium to Deloitte will utilize levels of information security and data encryption appropriate to maintain security of Client sensitive information being accessed by or transferred to Deloitte, and as required by applicable information protection laws.
7	The Consortium will develop a mutually agreeable set of data management controls specifying the processes, procedures and methods that will be used by the parties for the secure transfer, access, and exchange management of Client sensitive information pertinent to the Services, intended to safeguard the confidentiality and security of the sensitive information. The Consortium will train its relevant personnel on any such data management approach.
8	The Training delivery schedule is based on RFP Section 3.2 County Implementation Migration Phases waved rollout timeline.
9	The CalSAWS DD&I Vendor and/or Consortium will work with the Deloitte Training Manager to provide a training environment per the Training Plan requirements. This environment will be made available in accordance with the approved Work Plan. The CalSAWS DD&I Vendor and/or Consortium will refresh the training environment and, when necessary, push builds to the training environments so it has the most up-to-date functionality. This includes after business hours and on weekends so it does not disrupt training delivery. The CalSAWS DD&I Vendor and/or Consortium will store the end-user delivery training data and refresh the training environments at an agreed upon schedule.
10	The training delivered by Deloitte will teach CalSAWS functionality. It is assumed that any program or policy training is not in scope of this contract and attendees have applicable program and policy knowledge prior to attending training.
11	The Consortium is responsible for providing WBTs that reflect current CalSAWS functionality as of the start of CalWIN training development.
12	The CalWIN, CalSAWS DD&I Vendor and/or Consortium will work with the Deloitte BPR Manager to define, format, and extract data from the current Legacy Systems (CalWIN and CalSAWS) for the purposes of conducting the as-is business process mining exercises within the BPR section.
13	CalWIN Counties will provide access to field offices, their staff, and existing business process documentation for site visits and observations and the CalSAWS consortium/DDI Vendor will provide any existing To-Be documentation available/already created for reference.
14	Team Deloitte staffing, schedule, and associated costs are based on published CalSAWS DD&I Vendor schedule as per the RFP. Changes to this schedule could impact Deloitte's staffing, schedule, and associated costs.
15	Team Deloitte will provide its Staff with appropriate computer hardware and corresponding software and office equipment required to perform all tasks and complete all Deliverables required by the Consortium and as documented in this RFP. This hardware, software and equipment will be utilized to access the CalSAWS Project repositories and other Project communication methods such as SharePoint.

Schedule 2

CalWIN Implementation Support Deliverables Price

#	Deliverable Name	Review Period (Business Days)	Deliverable Due Date (Month/Year)	Target Invoice Date (Month/Year)	Total Deliverables Maximum Price	SFY 2020/21 Total	SFY 2021/22 Total	SFY 2022/23 Total	SFY 2023/24 Total
1	Initial Work Plan (plus monthly updates)	5	1/2021, 2/2021, 3/2021, 4/2021, 5/2021, 6/2021, 7/2021, 8/2021, 9/2021, 10/2021, 11/2021, 12/2021, 1/2022, 2/2022, 3/2022, 4/2022, 5/2022, 6/2022, 7/2022, 8/2022, 9/2022, 10/2022, 11/2022, 12/2022, 1/2023, 2/2023, 3/2023, 4/2023, 5/2023, 6/2023, 7/2023, 8/2023, 9/2023, 10/2023, 11/2023, 12/2023, 1/2024, 2/2024	2/2021, 3/2021, 4/2021, 5/2021, 6/2021, 7/2021, 8/2021, 9/2021, 10/2021, 11/2021, 12/2021, 1/2022, 2/2022, 3/2022, 4/2022, 5/2022, 6/2022, 7/2022, 8/2022, 9/2022, 10/2022, 11/2022, 12/2022, 1/2023, 2/2023, 3/2023, 4/2023, 5/2023, 6/2023, 7/2023, 8/2023, 9/2023, 10/2023, 11/2023, 12/2023, 1/2024, 2/2024, 3/2024	\$ 1,670,057	\$ 270,820	\$ 541,640	\$ 541,640	\$ 315,957
2	Monthly Status Reports	5	1/2021, 2/2021, 3/2021, 4/2021, 5/2021, 6/2021, 7/2021, 8/2021, 9/2021, 10/2021, 11/2021, 12/2021, 1/2022, 2/2022, 3/2022, 4/2022, 5/2022, 6/2022, 7/2022, 8/2022, 9/2022, 10/2022, 11/2022, 12/2022, 1/2023, 2/2023, 3/2023, 4/2023, 5/2023, 6/2023, 7/2023, 8/2023, 9/2023, 10/2023, 11/2023, 12/2023, 1/2024, 2/2024, 3/2024	2/2021, 3/2021, 4/2021, 5/2021, 6/2021, 7/2021, 8/2021, 9/2021, 10/2021, 11/2021, 12/2021, 1/2022, 2/2022, 3/2022, 4/2022, 5/2022, 6/2022, 7/2022, 8/2022, 9/2022, 10/2022, 11/2022, 12/2022, 1/2023, 2/2023, 3/2023, 4/2023, 5/2023, 6/2023, 7/2023, 8/2023, 9/2023, 10/2023, 11/2023, 12/2023, 1/2024, 2/2024, 3/2024	\$ 1,670,057	\$ 270,820	\$ 541,640	\$ 541,640	\$ 315,957
3	Requirements Traceability Matrix (plus quarterly updates)	5	1/2021, 4/2021, 7/2021, 10/2021, 1/2022, 4/2022, 7/2022, 10/2022, 1/2023, 4/2023, 7/2023, 10/2023, 1/2024	2/2021, 5/2021, 8/2021, 11/2021, 2/2022, 5/2022, 8/2022, 11/2022, 2/2023, 5/2023, 8/2023, 11/2023, 2/2024	\$ 913,612	\$ 140,556	\$ 281,111	\$ 281,111	\$ 210,833
4	Business Process Reengineering (BPR) Plan	5	6/2022	7/2022	\$ 3,559,880	\$ -	\$ 3,559,880	\$ -	\$ -
5	Organizational Change Management (OCM) Plan	5	10/2021	11/2021	\$ 720,679	\$ -	\$ 720,679	\$ -	\$ -
6	County Communication Plan	5	6/2022	6/2022	\$ 699,315	\$ -	\$ 699,315	\$ -	\$ -
7	Change Discussion Guides	5	6/2022, 9/2022, 11/2022, 1/2023, 3/2023, 5/2023	7/2022, 10/2022, 12/2022, 2/2023, 4/2023, 6/2023	\$ 2,446,748	\$ -	\$ 407,791	\$ 2,038,957	\$ -
8	Master Training Plan	5	5/2022, 6/2022, 7/2022, 8/2022, 9/2022, 10/2022, 11/2022, 12/2022, 1/2023, 2/2023, 3/2023, 4/2023	6/2022, 7/2022, 8/2022, 9/2022, 10/2022, 11/2022, 12/2022, 1/2023, 2/2023, 3/2023, 4/2023, 5/2023	\$ 4,685,523	\$ -	\$ 3,964,628	\$ 720,895	\$ -
9	County-Specific Training Plans	5	5/2022, 8/2022, 10/2022, 12/2022, 2/2023, 4/2023	6/2022, 9/2022, 11/2022, 1/2023, 3/2023, 5/2023	\$ 9,066,889	\$ -	\$ 1,511,148	\$ 7,555,741	\$ -
10	Implementation Support Plan	5	5/2022	6/2022	\$ 349,640	\$ -	\$ 349,640	\$ -	\$ -
11	County Wave Implementation Complete Reports	5	1/2023, 3/2023, 5/2023, 7/2023, 9/2023, 11/2023	2/2023, 4/2023, 6/2023, 8/2023, 10/2023, 12/2023	\$ 10,251,730	\$ -	\$ -	\$ 5,125,865	\$ 5,125,865
	Total CalWIN Project Deliverables Price / Maximum Price				\$ 36,034,132	\$ 682,196	\$ 12,577,474	\$ 16,805,849	\$ 5,968,612

Assumptions

1	Deliverable 1. Workplan is inclusive of all workplan updates and we expect to invoice \$43,948.87 for each month.
2	Deliverable 2. Monthly Status Reports is inclusive of all status reports and we expect to invoice \$43,948.87 for each monthly status report.

#	Deliverable Name	Review Period (Business Days)	Deliverable Due Date (Month/Year)	Target Invoice Date (Month/Year)	Total Deliverables Maximum Price	SFY 2020/21 Total	SFY 2021/22 Total	SFY 2022/23 Total	SFY 2023/24 Total
3	Deliverable 3. Requirements Traceability Matrix is inclusive of the initial and quarterly updates and we expect to invoice \$70,277.85 for each submission.								
4	Deliverable 7. Change Discussion Guides is a submission for each wave and we expect to invoice \$407,791.33 for each submission.								
5	Deliverable 8. Master Training Plan is inclusive of the initial and monthly updates and we expect to invoice \$3,892,538.74 for the initial submission and \$72,089.48 for each of the 11 subsequent updates.								
6	Deliverable 9. County-Specific Training Plans is a submission for each wave and we expect to invoice \$1,511,148.17 for each submission.								
7	Deliverable 11. County Wave Implementation Complete Reports is inclusive of resources from BPR, OCM, and Training that are delivering county specific plans during the implementation waved go live. County Wave Implementation Complete Reports is a submission for each wave and we expect to invoice \$1,921,255 for each submission.								
8	Select staff, based on their role and the varying level of activity and planned deliverables in their area during the course of the project, will receive permission of the Executive Director to be dedicated less than full-time to the project.								

CalWIN Implementation Support 1-Year Optional Extension Price

#	Deliverables and Services	Total Hours	Average Hourly Rate	Total Maximum Price	SFY 2023/24 Total	SFY 2024/25 Total
1	Monthly work plan updates and status report	4,584	\$ 203	\$ 928,684	\$ 378,129	\$ 550,555
2	Supplemental Training Materials - The services provided are detailed in Section 5.6 - Additional As Needed Services, and are focused on supplemental training design, development needs of the Counties outside of the base contract, as well as supporting Counties who are moving materials into their core training curriculum. Scope of services to be determined based on further conversations with the Consortium.	12,832	\$ 192	\$ 2,464,625	\$ 1,003,512	\$ 1,461,113
3	Workload Management Analytics / Workload Process Automation and Optimization (WPAO) Monthly Completion Report - The services provided are detailed in Section 5.6 - Additional As Needed Services, and are focused on operational and process improvement after business processes have been implemented in each County.	38,624	\$ 194	\$ 7,490,993	\$ 3,050,058	\$ 4,440,936
4	Hypercare Monthly Completion Report - The services provided includes post go live on-site and remote Hypercare support focused on worker adoption and support for each of the Counties.	12,494	\$ 165	\$ 2,058,246	\$ 1,950,416	\$ 107,830
	Total CalWIN 1-Year Optional Extension	68,534	189	\$ 12,942,548	\$ 6,382,114	\$ 6,560,434

Assumptions

1	1-Year Option Extension services begin in February 2024 and includes monthly submission of work plan updates and status resports, and option services of Hypercare, Training Development, and Workload Management.
2	The services and software license costs provided on this tab are representative, and are provided for a select subset of services available to the Consortium that are detailed in Section 5.6 – Additional As Needed Services. Deloitte can provide additional cost information for optional services based on further conversations with the Consortium during the life of the contract and use the Consortium’s change order process accordingly.

Schedule 4
CalWIN Implementation Support: Hardware and Software Price

Hardware and Software Line Items	SFY 2020/21 Total	SFY 2021/22 Total	SFY 2022/23 Total	Total Hardware & Software Price
Hardware				
Development Hardware	\$ -	\$ -	\$ -	\$ -
Central Hardware	\$ -	\$ -	\$ -	\$ -
Hardware Subtotal	\$ -	\$ -	\$ -	\$ -
Hardware Support				
Development Hardware Support	\$ -	\$ -	\$ -	\$ -
Central Hardware Support	\$ -	\$ -	\$ -	\$ -
Hardware Support Subtotal	\$ -	\$ -	\$ -	\$ -
Hardware and Hardware Support Total	\$ -	\$ -	\$ -	\$ -
Software				
Development Software	\$ -	\$ -	\$ -	\$ -
Central Software	\$ 61,584	\$ 35,511	\$ 35,510	\$ 132,605
Software Subtotal	\$ 61,584	\$ 35,511	\$ 35,510	\$ 132,605
Software Support				
Development Software Support	\$ -	\$ -	\$ -	\$ -
Central Software Support	\$ -	\$ -	\$ -	\$ -
Software Support Subtotal	\$ -	\$ -	\$ -	\$ -
Software and Software Support Total	\$ 61,584	\$ 35,511	\$ 35,510	\$ 132,605
Total CalWIN Project Hardware and Software Price	\$ 61,584	\$ 35,511	\$ 35,510	\$ 132,605

Assumptions

1	All obligations, if any, to purchase and deliver hardware, software and other tangible products shall be assigned by us to Deloitte Consulting Product Services LLC (DCPS). DCPS will perform all activities contemplated by the Statement of Work that are or may be deemed to be a resale of tangible products for any purpose, although Deloitte Consulting may serve as an agent for DCPS solely for the purposes of invoicing, and collecting payment, with respect thereto. Hardware, software and other tangible products will be provided to the Consortium under the third-party vendor's agreement accompanying such hardware, software or product, and its use will be governed by the terms thereof. In addition, all warranty and support offered by the third-party manufacturer or software developer will be as set forth in such agreement, and the Consortium shall look directly to such third-party manufacturer or software developer with respect to such warranty and support obligations. The Consortium shall permit Deloitte Consulting to access and use such hardware, software, and other tangible products as necessary for purposes of Deloitte Consulting's performance of the Services.
2	While Deloitte Consulting may be in a position to resell to Consortium the hosting elements included in our solution, we propose that any and all final requirements and related agreements, as provided in our Response, will be directly procured and agreed upon between the Consortium and the associated vendor and shall exclude Deloitte Consulting. We have found that this approach is more advantageous to our clients from a pricing and services perspective. Thus, the Consortium will execute all license, support and vendor documentation directly with the applicable third-party vendors.
3	Software costs provided in worksheet 4. HW & SW are based on pricing available to Deloitte and the actual cost may vary based on the procurement vehicle selected by the Consortium.
4	The Consortium's existing project management and communication tools will be used for this project; no additional licenses are required.

Schedule 4
CalWIN Implementation Support: Hardware and Software Price

Hardware and Software Line Items		SFY 2020/21 Total	SFY 2021/22 Total	SFY 2022/23 Total	Total Hardware & Software Price
5	Use of ChangeScout is subject to ChangeScout Terms & Conditions. ChangeScout is only available for use through Deloitte for the duration of the project. The data will be provided to the Consortium and Counties in Excel format upon completion of Deloitte Consulting's contract.				

Schedule 5
CalWIN Implementation Support: 1-Year Optional Extension Hardware
and Software Price

Hardware and Software Line Items	SFY 2023/24 Total	SFY 2024/25 Total	Total Hardware & Software Price
Hardware			
Development Hardware	\$ -	\$ -	\$ -
Central Hardware	\$ -	\$ -	\$ -
Hardware Subtotal	\$ -	\$ -	\$ -
Hardware Support			
Development Hardware Support	\$ -	\$ -	\$ -
Central Hardware Support	\$ -	\$ -	\$ -
Hardware Support Subtotal	\$ -	\$ -	\$ -
Hardware and Hardware Support Total	\$ -	\$ -	\$ -
Software			
Development Software	\$ -	\$ -	\$ -
Central Software	\$ 232	\$ 232	\$ 464
Software Subtotal	\$ 232	\$ 232	\$ 464
Software Support			
Development Software Support	\$ -	\$ -	\$ -
Central Software Support	\$ -	\$ -	\$ -
Software Support Subtotal	\$ -	\$ -	\$ -
Software and Software Support Total	\$ 232	\$ 232	\$ 464
Total CalWIN Project Hardware and Software Price	\$ 232	\$ 232	\$ 464

Assumptions

1	All obligations, if any, to purchase and deliver hardware, software and other tangible products shall be assigned by us to Deloitte Consulting Product Services LLC (DCPS). DCPS will perform all activities contemplated by the Statement of Work that are or may be deemed to be a resale of tangible products for any purpose, although Deloitte Consulting may serve as an agent for DCPS solely for the purposes of invoicing, and collecting payment, with respect thereto. Hardware, software and other tangible products will be provided to the Consortium under the third-party vendor's agreement accompanying such hardware, software or product, and its use will be governed by the terms thereof. In addition, all warranty and support offered by the third-party manufacturer or software developer will be as set forth in such agreement, and the Consortium shall look directly to such third-party manufacturer or software developer with respect to such warranty and support obligations. The Consortium shall permit Deloitte Consulting to access and use such hardware, software, and other tangible products as necessary for purposes of Deloitte Consulting's performance of the Services.
2	While Deloitte Consulting may be in a position to resell to Consortium the hosting elements included in our solution, we propose that any and all final requirements and related agreements, as provided in our Response, will be directly procured and agreed upon between the Consortium and the associated vendor and shall exclude Deloitte Consulting. We have found that this approach is more advantageous to our clients from a pricing and services perspective. Thus, the Consortium will execute all license, support and vendor documentation directly with the applicable third-party vendors.
3	Software costs provided in Worksheet 4. HW & SW are based on pricing available to Deloitte and the actual cost may vary based on the procurement vehicle selected by the Consortium.
4	The Consortium's existing project management and communication tools will be used for this project; no additional licenses are required.
5	Use of ChangeScout is subject to ChangeScout Terms & Conditions. ChangeScout is only available for use through Deloitte for the duration of the project. The data will be provided to the Consortium and Counties in Excel format upon completion of Deloitte Consulting's contract.

Schedule 5
CalWIN Implementation Support: 1-Year Optional Extension Hardware
and Software Price

Hardware and Software Line Items	SFY 2023/24 Total	SFY 2024/25 Total	Total Hardware & Software Price
----------------------------------	----------------------	----------------------	---------------------------------------

OCAT Project Hourly Rate Card

Schedule 6

CalWIN Implementation Support Hourly Rate Card

Staff Description	Hourly Rate
Project Advisor	\$ 215.00
Project Executive	\$ 211.00
Project Manager	\$ 189.00
OCM Manager	\$ 180.00
Training Manager	\$ 180.00
BPR Manager	\$ 171.00
Implementation Manager	\$ 171.00
PMO Manager	\$ 154.00
Senior Business Analyst	\$ 145.00
Trainer	\$ 127.00
Training Developer	\$ 119.00
Business Analyst	\$ 119.00
Implementation Support Analyst	\$ 98.00

Average Hourly Rate	\$ 159.92
---------------------	-----------

Schedule 7
CalWIN Implementation Support Change Order Hourly Rate Card

Staff Description	SFY 2020/21 Hourly Rate	SFY 2021/22 Hourly Rate	SFY 2022/23 Hourly Rate	SFY 2023/24 Hourly Rate	SFY 2024/25 Hourly Rate
Project Advisor	\$ 237.00	\$ 246.48	\$ 256.34	\$ 266.59	\$ 277.26
Project Executive	\$ 232.00	\$ 241.28	\$ 250.93	\$ 260.97	\$ 271.41
Project Manager	\$ 216.00	\$ 224.64	\$ 233.63	\$ 242.97	\$ 252.69
OCM Manager	\$ 206.00	\$ 214.24	\$ 222.81	\$ 231.72	\$ 240.99
Training Manager	\$ 206.00	\$ 214.24	\$ 222.81	\$ 231.72	\$ 240.99
BPR Manager	\$ 196.00	\$ 203.84	\$ 211.99	\$ 220.47	\$ 229.29
Implementation Manager	\$ 196.00	\$ 203.84	\$ 211.99	\$ 220.47	\$ 229.29
PMO Manager	\$ 176.00	\$ 183.04	\$ 190.36	\$ 197.98	\$ 205.90
Process Simulation Senior Analyst	\$ 185.00	\$ 192.40	\$ 200.10	\$ 208.10	\$ 216.42
Process Engineer	\$ 185.00	\$ 192.40	\$ 200.10	\$ 208.10	\$ 216.42
Senior Business Analyst	\$ 170.00	\$ 176.80	\$ 183.87	\$ 191.23	\$ 198.88
Data Conversion/Workload Analyst	\$ 165.00	\$ 171.60	\$ 178.46	\$ 185.60	\$ 193.03
Trainer	\$ 155.00	\$ 161.20	\$ 167.65	\$ 174.35	\$ 181.33
Process Simulation Analyst	\$ 155.00	\$ 161.20	\$ 167.65	\$ 174.35	\$ 181.33
Training Developer	\$ 144.00	\$ 149.76	\$ 155.75	\$ 161.98	\$ 168.46
Business Analyst	\$ 144.00	\$ 149.76	\$ 155.75	\$ 161.98	\$ 168.46
Hypercare Support Analyst	\$ 141.00	\$ 146.64	\$ 152.51	\$ 158.61	\$ 164.95
Implementation Support Analyst	\$ 120.00	\$ 124.80	\$ 129.79	\$ 134.98	\$ 140.38

Schedule 8:
CalWIN Implementation Support Staff Loading by Deliverable

ID	Key Task	Deliverable Description	Position	Hourly Rate	1	2	3	4	5	6	7	8	9	10	11
					Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21
					160.00	160.00	160.00	160.00	160.00	160.00	160.00	160.00	160.00	160.00	160.00
1.0	Project Management				574	578	574	578	574	581	934	939	934	939	934
1.1	Prepare and Maintain Work Plan	Work Plan			225	227	225	227	225	228	369	371	369	371	369
			Project Executive	\$ 211	6	6	6	6	6	6	6	6	6	6	6
			Project Advisor	\$ 215	1	3	1	3	1	3	1	3	1	3	1
			Project Manager	\$ 189	13	13	13	13	13	14	14	14	14	14	14
			PMO Manager	\$ 154	65	65	65	65	65	65	65	65	65	65	65
			Senior Business Analyst	\$ 145	7	7	7	7	7	7	7	7	7	7	7
			Business Analyst	\$ 119	65	65	65	65	65	65	131	131	131	131	131
			Business Analyst	\$ 119	67	67	67	67	67	67	145	145	145	145	145
1.2	Prepare and Del. Submit Monthly Status Report	Monthly Status Reports			225	227	225	227	225	228	369	371	369	371	369
			Project Executive	\$ 211	6	6	6	6	6	6	6	6	6	6	6
			Project Advisor	\$ 215	1	3	1	3	1	3	1	3	1	3	1
			Project Manager	\$ 189	13	13	13	13	13	14	14	14	14	14	14
			PMO Manager	\$ 154	65	65	65	65	65	65	65	65	65	65	65
			Senior Business Analyst	\$ 145	7	7	7	7	7	7	7	7	7	7	7
			Business Analyst	\$ 119	65	65	65	65	65	65	131	131	131	131	131
			Business Analyst	\$ 119	67	67	67	67	67	67	145	145	145	145	145
1.3	Prepare RTM	Requirement Traceability Matrix			123	125	123	125	123	125	196	197	196	197	196
			Project Executive	\$ 211	6	6	6	6	6	6	6	6	6	6	6
			Project Advisor	\$ 215	1	3	1	3	1	3	1	3	1	3	1
			Project Manager	\$ 189	13	13	13	13	13	14	14	14	14	14	14
			PMO Manager	\$ 154	33	33	33	33	33	33	33	33	33	33	33
			Senior Business Analyst	\$ 145	3	3	3	3	3	3	3	3	3	3	3
			Business Analyst	\$ 119	33	33	33	33	33	33	65	65	65	65	65
			Business Analyst	\$ 119	34	34	34	34	34	34	73	73	73	73	73
2.0	BPR				511	512	1,174	1,522	1,174	1,566	1,565	1,566	1,565	1,566	1,565
2.1	Prepare BPR Plan	BPR Plan			511	512	1,174	1,522	1,174	1,566	1,565	1,566	1,565	1,566	1,565
			Project Executive	\$ 211	6	6	6	6	6	6	6	6	6	6	6
			Project Advisor	\$ 215	1	3	1	3	1	3	1	3	1	3	1
			Project Manager	\$ 189	13	13	13	13	13	14	14	14	14	14	14
			BPR Manager	\$ 171	163	163	163	163	163	163	163	163	163	163	163
			Senior Business Analyst	\$ 145	327	327	327	500	327	327	327	327	327	327	327
			Senior Business Analyst	\$ 145			327	327	327	327	327	327	327	327	327
			Business Analyst	\$ 119			337	510	337	727	727	727	727	727	727
3.0	OCM				177	181	177	181	177	347	598	531	863	867	1,199
3.1	Prepare OCM Plan	OCM Plan			135	137	135	137	135	301	554	484	820	821	1,156
			Project Executive	\$ 211	6	6	6	6	6	6	6	6	6	6	6
			Project Advisor	\$ 215	1	3	1	3	1	3	1	3	1	3	1
			Project Manager	\$ 189	13	13	13	13	13	14	14	14	14	14	14
			OCM Manager	\$ 180	114	114	114	114	114	114	114	114	114	114	114
			Senior Business Analyst	\$ 145						163	204	163	163	163	163
			Senior Business Analyst	\$ 145							163	163	163	163	327
			Business Analyst	\$ 119							51	20	357	357	530
3.2	Prepare County Communication Plans	County Communication Plan			21	22	21	22	21	23	22	23	22	23	22
			Project Executive	\$ 211	6	6	6	6	6	6	6	6	6	6	6
			Project Advisor	\$ 215	1	3	1	3	1	3	1	3	1	3	1
			Project Manager	\$ 189	13	13	13	13	13	14	14	14	14	14	14
			OCM Manager	\$ 180											
			Senior Business Analyst	\$ 145											
			Senior Business Analyst	\$ 145											
			Business Analyst	\$ 119											
3.3	Prepare and Maintain Guides	County Change Guides			21	22	21	22	21	23	22	23	22	23	22
			Project Executive	\$ 211	6	6	6	6	6	6	6	6	6	6	6
			Project Advisor	\$ 215	1	3	1	3	1	3	1	3	1	3	1
			Project Manager	\$ 189	13	13	13	13	13	14	14	14	14	14	14
			OCM Manager	\$ 180											

Schedule 8:
CalWIN Implementation Support Staff Loading by Deliverable

ID	Key Task	Deliverable Description	Position	Hourly Rate	12	13	14	15	16	17	18	19	20	21	22
					Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	22
					160.00	160.00	160.00	160.00	160.00	160.00	160.00	160.00	160.00	160.00	160.00
1.0	Project Management				934	930	934	930	934	930	934	930	934	930	934
1.1	Prepare and Maintain Work Plan	Work Plan			369	368	369	368	369	368	369	368	369	368	369
			Project Executive	\$ 211	4	4	4	4	4	4	4	4	4	4	4
			Project Advisor	\$ 215	3	1	3	1	3	1	3	1	3	1	3
			Project Manager	\$ 189	14	14	14	14	14	14	14	14	14	14	14
			PMO Manager	\$ 154	65	65	65	65	65	65	65	65	65	65	65
			Senior Business Analyst	\$ 145	7	7	7	7	7	7	7	7	7	7	7
			Business Analyst	\$ 119	131	131	131	131	131	131	131	131	131	131	131
			Business Analyst	\$ 119	145	145	145	145	145	145	145	145	145	145	145
1.2	Prepare and Del. Submit Monthly Status Report	Monthly Status Reports			369	368	369	368	369	368	369	368	369	368	369
			Project Executive	\$ 211	4	4	4	4	4	4	4	4	4	4	4
			Project Advisor	\$ 215	3	1	3	1	3	1	3	1	3	1	3
			Project Manager	\$ 189	14	14	14	14	14	14	14	14	14	14	14
			PMO Manager	\$ 154	65	65	65	65	65	65	65	65	65	65	65
			Senior Business Analyst	\$ 145	7	7	7	7	7	7	7	7	7	7	7
			Business Analyst	\$ 119	131	131	131	131	131	131	131	131	131	131	131
			Business Analyst	\$ 119	145	145	145	145	145	145	145	145	145	145	145
1.3	Prepare RTM	Requirement Traceability Matrix			196	194	196	194	196	194	196	194	196	194	196
			Project Executive	\$ 211	4	4	4	4	4	4	4	4	4	4	4
			Project Advisor	\$ 215	3	1	3	1	3	1	3	1	3	1	3
			Project Manager	\$ 189	14	14	14	14	14	14	14	14	14	14	14
			PMO Manager	\$ 154	33	33	33	33	33	33	33	33	33	33	33
			Senior Business Analyst	\$ 145	3	3	3	3	3	3	3	3	3	3	3
			Business Analyst	\$ 119	65	65	65	65	65	65	65	65	65	65	65
			Business Analyst	\$ 119	73	73	73	73	73	73	73	73	73	73	73
2.0	BPR				1,565	1,563	1,565	1,563	1,565	1,563	1,175	837	-	-	-
2.1	Prepare BPR Plan	BPR Plan			1,565	1,563	1,565	1,563	1,565	1,563	1,175	837	-	-	-
			Project Executive	\$ 211	4	4	4	4	4	4	4	4			
			Project Advisor	\$ 215	3	1	3	1	3	1	3	1			
			Project Manager	\$ 189	14	14	14	14	14	14	14	14			
			BPR Manager	\$ 171	163	163	163	163	163	163	163	163			
			Senior Business Analyst	\$ 145	327	327	327	327	327	327	327	327			
			Senior Business Analyst	\$ 145	327	327	327	327	327	327	327	327			
			Business Analyst	\$ 119	727	727	727	727	727	727	337	-			
3.0	OCM				1,178	1,175	1,178	1,175	1,178	1,175	1,178	1,175	1,156	1,155	1,156
3.1	Prepare OCM Plan	OCM Plan			-	-	-	-	-	-	-	-	-	-	-
			Project Executive	\$ 211											
			Project Advisor	\$ 215											
			Project Manager	\$ 189											
			OCM Manager	\$ 180											
			Senior Business Analyst	\$ 145											
			Senior Business Analyst	\$ 145											
			Business Analyst	\$ 119											
3.2	Prepare County Communication Plans	County Communication Plan			1,156	1,155	1,156	587	589	20	22	20	-	-	-
			Project Executive	\$ 211	4	4	4	4	4	4	4	4			
			Project Advisor	\$ 215	3	1	3	1	3	1	3	1			
			Project Manager	\$ 189	14	14	14	14	14	14	14	14			
			OCM Manager	\$ 180	114	114	114	57	57						
			Senior Business Analyst	\$ 145	163	163	163	82	82						
			Senior Business Analyst	\$ 145	327	327	327	163	163						
			Business Analyst	\$ 119	530	530	530	265	265						
3.3	Prepare and Maintain Guides	County Change Guides			22	20	22	587	589	1,155	1,156	1,155	1,156	1,155	1,156
			Project Executive	\$ 211	4	4	4	4	4	4	4	4	4	4	4
			Project Advisor	\$ 215	3	1	3	1	3	1	3	1	3	1	3
			Project Manager	\$ 189	14	14	14	14	14	14	14	14	14	14	14
			OCM Manager	\$ 180				57	57	114	114	114	114	114	114

Schedule 8:
CalWIN Implementation Support Staff Loading by Deliverable

ID	Key Task	Deliverable Description	Position	Hourly Rate	23	24	25	26	27	28	29	30	31	32	33
					Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23
					160.00	160.00	160.00	160.00	160.00	160.00	160.00	160.00	160.00	160.00	160.00
1.0	Project Management				930	934	930	934	930	934	930	934	930	934	930
1.1	Prepare and Maintain Work Plan	Work Plan			368	369	368	369	368	369	368	369	368	369	368
			Project Executive	\$ 211	4	4	4	4	4	4	4	4	4	4	4
			Project Advisor	\$ 215	1	3	1	3	1	3	1	3	1	3	1
			Project Manager	\$ 189	14	14	14	14	14	14	14	14	14	14	14
			PMO Manager	\$ 154	65	65	65	65	65	65	65	65	65	65	65
			Senior Business Analyst	\$ 145	7	7	7	7	7	7	7	7	7	7	7
			Business Analyst	\$ 119	131	131	131	131	131	131	131	131	131	131	131
			Business Analyst	\$ 119	145	145	145	145	145	145	145	145	145	145	145
1.2	Prepare and Del. Submit Monthly Status Report	Monthly Status Reports			368	369	368	369	368	369	368	369	368	369	368
			Project Executive	\$ 211	4	4	4	4	4	4	4	4	4	4	4
			Project Advisor	\$ 215	1	3	1	3	1	3	1	3	1	3	1
			Project Manager	\$ 189	14	14	14	14	14	14	14	14	14	14	14
			PMO Manager	\$ 154	65	65	65	65	65	65	65	65	65	65	65
			Senior Business Analyst	\$ 145	7	7	7	7	7	7	7	7	7	7	7
			Business Analyst	\$ 119	131	131	131	131	131	131	131	131	131	131	131
			Business Analyst	\$ 119	145	145	145	145	145	145	145	145	145	145	145
1.3	Prepare RTM	Requirement Traceability Matrix			194	196	194	196	194	196	194	196	194	196	194
			Project Executive	\$ 211	4	4	4	4	4	4	4	4	4	4	4
			Project Advisor	\$ 215	1	3	1	3	1	3	1	3	1	3	1
			Project Manager	\$ 189	14	14	14	14	14	14	14	14	14	14	14
			PMO Manager	\$ 154	33	33	33	33	33	33	33	33	33	33	33
			Senior Business Analyst	\$ 145	3	3	3	3	3	3	3	3	3	3	3
			Business Analyst	\$ 119	65	65	65	65	65	65	65	65	65	65	65
			Business Analyst	\$ 119	73	73	73	73	73	73	73	73	73	73	73
2.0	BPR				-	-	-	-	-	-	-	-	-	-	-
2.1	Prepare BPR Plan	BPR Plan			-	-	-	-	-	-	-	-	-	-	-
			Project Executive	\$ 211											
			Project Advisor	\$ 215											
			Project Manager	\$ 189											
			BPR Manager	\$ 171											
			Senior Business Analyst	\$ 145											
			Senior Business Analyst	\$ 145											
			Business Analyst	\$ 119											
3.0	OCM				1,155	1,156	1,155	1,156	1,155	1,156	1,155	1,156	-	-	-
3.1	Prepare OCM Plan	OCM Plan			-	-	-	-	-	-	-	-	-	-	-
			Project Executive	\$ 211											
			Project Advisor	\$ 215											
			Project Manager	\$ 189											
			OCM Manager	\$ 180											
			Senior Business Analyst	\$ 145											
			Senior Business Analyst	\$ 145											
			Business Analyst	\$ 119											
3.2	Prepare County Communication Plans	County Communication Plan			-	-	-	-	-	-	-	-	-	-	-
			Project Executive	\$ 211											
			Project Advisor	\$ 215											
			Project Manager	\$ 189											
			OCM Manager	\$ 180											
			Senior Business Analyst	\$ 145											
			Senior Business Analyst	\$ 145											
			Business Analyst	\$ 119											
3.3	Prepare and Maintain Guides	County Change Guides			1,155	1,156	1,155	1,156	1,155	1,156	1,155	1,156	-	-	-
			Project Executive	\$ 211	4	4	4	4	4	4	4	4			
			Project Advisor	\$ 215	1	3	1	3	1	3	1	3			
			Project Manager	\$ 189	14	14	14	14	14	14	14	14			
			OCM Manager	\$ 180	114	114	114	114	114	114	114	114			

Schedule 8:
CalWIN Implementation Support Staff Loading by Deliverable

ID	Key Task	Deliverable Description	Position	Hourly Rate	34	35	36	37	38	Total CalWIN Project Hours	Total CalWIN Project Price
					Sep-23	Oct-23	Nov-23	Dec-23	Jan-24		
					160.00	160.00	160.00	160.00	160.00		
1.0	Project Management				934	930	569	569	569	32,219	\$ 4,253,727
1.1	Prepare and Maintain Work Plan	Work Plan			369	368	224	224	224	12,728	\$ 1,670,057
			Project Executive	\$ 211	4	4	4	4	4	186	\$ 39,163
			Project Advisor	\$ 215	3	1	1	1	1	82	\$ 17,558
			Project Manager	\$ 189	14	14	13	13	13	531	\$ 100,445
			PMO Manager	\$ 154	65	65	65	65	65	2,483	\$ 382,331
			Senior Business Analyst	\$ 145	7	7	7	7	7	248	\$ 35,999
			Business Analyst	\$ 119	131	131	65	65	65	4,377	\$ 520,903
			Business Analyst	\$ 119	145	145	67	67	67	4,821	\$ 573,659
1.2	Prepare and Del. Submit Monthly Status Report	Monthly Status Reports			369	368	224	224	224	12,728	\$ 1,670,057
			Project Executive	\$ 211	4	4	4	4	4	186	\$ 39,163
			Project Advisor	\$ 215	3	1	1	1	1	82	\$ 17,558
			Project Manager	\$ 189	14	14	13	13	13	531	\$ 100,445
			PMO Manager	\$ 154	65	65	65	65	65	2,483	\$ 382,331
			Senior Business Analyst	\$ 145	7	7	7	7	7	248	\$ 35,999
			Business Analyst	\$ 119	131	131	65	65	65	4,377	\$ 520,903
			Business Analyst	\$ 119	145	145	67	67	67	4,821	\$ 573,659
1.3	Prepare RTM	Requirement Traceability Matrix			196	194	122	122	122	6,763	\$ 913,612
			Project Executive	\$ 211	4	4	4	4	4	186	\$ 39,163
			Project Advisor	\$ 215	3	1	1	1	1	82	\$ 17,558
			Project Manager	\$ 189	14	14	13	13	13	531	\$ 100,445
			PMO Manager	\$ 154	33	33	33	33	33	1,241	\$ 191,165
			Senior Business Analyst	\$ 145	3	3	3	3	3	124	\$ 17,999
			Business Analyst	\$ 119	65	65	33	33	33	2,189	\$ 260,451
			Business Analyst	\$ 119	73	73	34	34	34	2,410	\$ 286,830
2.0	BPR				-	-	-	-	-	25,684	3,559,880.3
2.1	Prepare BPR Plan	BPR Plan			-	-	-	-	-	25,684	\$ 3,559,880
			Project Executive	\$ 211						101	\$ 21,305
			Project Advisor	\$ 215						42	\$ 8,939
			Project Manager	\$ 189						265	\$ 50,074
			BPR Manager	\$ 171						3,103	\$ 530,670
			Senior Business Analyst	\$ 145						6,380	\$ 925,100
			Senior Business Analyst	\$ 145						5,553	\$ 805,233
			Business Analyst	\$ 119						10,240	\$ 1,218,560
3.0	OCM				-	-	-	-	-	27,420	3,866,742.5
3.1	Prepare OCM Plan	OCM Plan			-	-	-	-	-	4,815	\$ 720,679
			Project Executive	\$ 211						65	\$ 13,785
			Project Advisor	\$ 215						24	\$ 5,108
			Project Manager	\$ 189						152	\$ 28,676
			OCM Manager	\$ 180						1,258	\$ 226,380
			Senior Business Analyst	\$ 145						1,021	\$ 148,021
			Senior Business Analyst	\$ 145						980	\$ 142,100
			Business Analyst	\$ 119						1,316	\$ 156,609
3.2	Prepare County Communication Plans	County Communication Plan			-	-	-	-	-	4,946	\$ 699,315
			Project Executive	\$ 211						101	\$ 21,305
			Project Advisor	\$ 215						42	\$ 8,939
			Project Manager	\$ 189						265	\$ 50,074
			OCM Manager	\$ 180						457	\$ 82,320
			Senior Business Analyst	\$ 145						653	\$ 94,733
			Senior Business Analyst	\$ 145						1,307	\$ 189,467
			Business Analyst	\$ 119						2,122	\$ 252,478
3.3	Prepare and Maintain Guides	County Change Guides			-	-	-	-	-	17,659	\$ 2,446,748
			Project Executive	\$ 211						150	\$ 31,644
			Project Advisor	\$ 215						67	\$ 14,366
			Project Manager	\$ 189						421	\$ 79,495
			OCM Manager	\$ 180						1,715	\$ 308,700

Schedule 8:
CalWIN Implementation Support Staff Loading by Deliverable

				Hourly	1	2	3	4	5	6	7	8	9	10	11
					Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21
			Senior Business Analyst	\$ 145											
			Senior Business Analyst	\$ 145											
			Business Analyst	\$ 119											
4.0	Training				163	166	163	166	163	1,424	1,594	1,597	1,594	1,771	1,768
4.1	Prepare and Maintain Training Plan	Master Training Plan			142	144	142	144	142	1,401	1,573	1,574	1,573	1,748	1,746
			Project Executive	\$ 211	6	6	6	6	6	6	6	6	6	6	6
			Project Advisor	\$ 215	1	3	1	3	1	3	1	3	1	3	1
			Project Manager	\$ 189	13	13	13	13	13	14	14	14	14	14	14
			Training Manager	\$ 180	121	121	121	121	121	121	121	121	121	121	121
			Senior Business Analyst	\$ 145						173	347	347	347	520	520
			Senior Business Analyst	\$ 145						520	520	520	520	520	520
			Training Developer	\$ 119						563	563	563	563	563	563
4.2	Prepare and Maintain County Training Plans	County Specific Training Plans			21	22	21	22	21	23	22	23	22	23	22
			Project Executive	\$ 211	6	6	6	6	6	6	6	6	6	6	6
			Project Advisor	\$ 215	1	3	1	3	1	3	1	3	1	3	1
			Project Manager	\$ 189	13	13	13	13	13	14	14	14	14	14	14
			Training Manager	\$ 180											
			Senior Business Analyst	\$ 145											
			Senior Business Analyst	\$ 145											
			Training Developer	\$ 119											
			Trainer	\$ 127											
			Trainer	\$ 127											
5.0	Implementation Support				50	53	50	53	132	136	133	136	133	136	133
5.1	Prepare and Maintain Imp. Support Plan	Implementation Support Plan			21	22	21	22	102	105	103	105	103	105	103
			Project Executive	\$ 211	6	6	6	6	6	6	6	6	6	6	6
			Project Advisor	\$ 215	1	3	1	3	1	3	1	3	1	3	1
			Project Manager	\$ 189	13	13	13	13	13	14	14	14	14	14	14
			Implementation Manager	\$ 171					82	82	82	82	82	82	82
			Senior Business Analyst	\$ 145											
			Business Analyst	\$ 119											
5.2	Prepare County Wave Comp. Reports	County Wave Completion Report			29	31	29	31	29	32	30	32	30	32	30
			Project Executive	\$ 211	8	8	8	8	8	8	8	8	8	8	8
			Project Advisor	\$ 215	2	4	2	4	2	4	2	4	2	4	2
			Project Manager	\$ 189	19	19	19	19	19	20	20	20	20	20	20
			Training Manager	\$ 180											
			Training Developer	\$ 119											
			Trainer	\$ 127											
			Trainer	\$ 127											
			OCM Manager	\$ 180											
			BPR Manager	\$ 171											
			Senior Business Analyst	\$ 145											
			Senior Business Analyst	\$ 145											
			Business Analyst	\$ 119											
			Business Analyst	\$ 119											
			Implementation Manager	\$ 171											
			Implementation Support Analyst	\$ 98											
			Implementation Support Analyst	\$ 98											
		Total Prime Contractor Hours:			1,075	1,092	1,412	1,775	1,494	2,809	3,252	3,197	3,518	3,707	3,864
		Total Del. Sub.contractor Hours:			399	399	726	726	726	1,246	1,572	1,572	1,572	1,572	1,736
		Total Hours:			1,474	1,491	2,138	2,501	2,219	4,054	4,825	4,770	5,090	5,280	5,600

Schedule 8:
CalWIN Implementation Support Staff Loading by Deliverable

				Hourly	12	13	14	15	16	17	18	19	20	21	22
					Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22
			Senior Business Analyst	\$ 145				82	82	163	163	163	163	163	163
			Senior Business Analyst	\$ 145				163	163	327	327	327	327	327	327
			Business Analyst	\$ 119				265	265	530	530	530	530	530	530
4.0	Training				1,768	2,092	2,258	2,255	2,258	2,255	2,258	3,845	6,274	6,272	6,101
4.1	Prepare and Maintain Training Plan	Master Training Plan			1,746	2,071	2,236	2,235	2,236	2,235	1,129	882	884	882	797
			Project Executive	\$ 211	4	4	4	4	4	4	4	4	4	4	4
			Project Advisor	\$ 215	3	1	3	1	3	1	3	1	3	1	3
			Project Manager	\$ 189	14	14	14	14	14	14	14	14	14	14	14
			Training Manager	\$ 180	121	121	121	121	121	121	61	61	61	61	61
			Senior Business Analyst	\$ 145	520	847	1,010	1,010	1,010	1,010	505	260	260	260	173
			Senior Business Analyst	\$ 145	520	520	520	520	520	520	260	260	260	260	260
			Training Developer	\$ 119	563	563	563	563	563	563	282	282	282	282	282
4.2	Prepare and Maintain County Training Plans	County Specific Training Plans			22	20	22	20	22	20	1,129	2,962	5,391	5,389	5,304
			Project Executive	\$ 211	4	4	4	4	4	4	4	4	4	4	4
			Project Advisor	\$ 215	3	1	3	1	3	1	3	1	3	1	3
			Project Manager	\$ 189	14	14	14	14	14	14	14	14	14	14	14
			Training Manager	\$ 180							61	61	61	61	61
			Senior Business Analyst	\$ 145							505	260	260	260	173
			Senior Business Analyst	\$ 145							260	260	260	260	260
			Training Developer	\$ 119							282	282	282	282	282
			Trainer	\$ 127								2,080	4,507	4,507	4,507
			Trainer	\$ 127											
5.0	Implementation Support				155	151	155	314	318	314	318	341	1,273	1,429	1,436
5.1	Prepare and Maintain Imp. Support Plan	Implementation Support Plan			103	102	103	265	267	265	267	-	-	-	-
			Project Executive	\$ 211	4	4	4	4	4	4	4				
			Project Advisor	\$ 215	3	1	3	1	3	1	3				
			Project Manager	\$ 189	14	14	14	14	14	14	14				
			Implementation Manager	\$ 171	82	82	82	82	82	82	82				
			Senior Business Analyst	\$ 145											
			Business Analyst	\$ 119				163	163	163	163				
5.2	Prepare County Wave Comp. Reports	County Wave Completion Report			52	49	52	49	52	49	52	341	1,273	1,429	1,436
			Project Executive	\$ 211	11	11	11	11	11	11	11	15	24	24	24
			Project Advisor	\$ 215	7	4	7	4	7	4	7	5	16	8	16
			Project Manager	\$ 189	34	34	34	34	34	34	34	48	77	77	77
			Training Manager	\$ 180											
			Training Developer	\$ 119											
			Trainer	\$ 127											
			Trainer	\$ 127											
			OCM Manager	\$ 180											
			BPR Manager	\$ 171											
			Senior Business Analyst	\$ 145									183	183	183
			Senior Business Analyst	\$ 145									365	528	528
			Business Analyst	\$ 119									336	336	336
			Business Analyst	\$ 119								181	181	181	181
			Implementation Manager	\$ 171								91	91	91	91
			Implementation Support Analyst	\$ 98											
			Implementation Support Analyst	\$ 98											
		Total Prime Contractor Hours:			3,864	4,175	4,354	4,338	4,354	4,338	3,964	3,130	5,284	5,431	5,274
		Total Del. Sub.contractor Hours:			1,736	1,736	1,736	1,899	1,899	1,899	1,899	1,917	1,927	1,927	1,927
		Total Hours:			5,600	5,910	6,090	6,237	6,253	6,237	5,863	7,128	9,638	9,785	9,628

Schedule 8:
CalWIN Implementation Support Staff Loading by Deliverable

				Hourly	23	24	25	26	27	28	29	30	31	32	33
					Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23
			Senior Business Analyst	\$ 145	163	163	163	163	163	163	163	163			
			Senior Business Analyst	\$ 145	327	327	327	327	327	327	327	327			
			Business Analyst	\$ 119	530	530	530	530	530	530	530	530			
4.0	Training				6,098	8,181	8,178	8,181	8,178	8,181	8,178	-	-	-	-
4.1	Prepare and Maintain Training Plan	Master Training Plan			796	797	796	797	796	797	796	-	-	-	-
			Project Executive	\$ 211	4	4	4	4	4	4	4				
			Project Advisor	\$ 215	1	3	1	3	1	3	1				
			Project Manager	\$ 189	14	14	14	14	14	14	14				
			Training Manager	\$ 180	61	61	61	61	61	61	61				
			Senior Business Analyst	\$ 145	173	173	173	173	173	173	173				
			Senior Business Analyst	\$ 145	260	260	260	260	260	260	260				
			Training Developer	\$ 119	282	282	282	282	282	282	282				
4.2	Prepare and Maintain County Training Plans	County Specific Training Plans			5,302	7,384	7,382	7,384	7,382	7,384	7,382	-	-	-	-
			Project Executive	\$ 211	4	4	4	4	4	4	4				
			Project Advisor	\$ 215	1	3	1	3	1	3	1				
			Project Manager	\$ 189	14	14	14	14	14	14	14				
			Training Manager	\$ 180	61	61	61	61	61	61	61				
			Senior Business Analyst	\$ 145	173	173	173	173	173	173	173				
			Senior Business Analyst	\$ 145	260	260	260	260	260	260	260				
			Training Developer	\$ 119	282	282	282	282	282	282	282				
			Trainer	\$ 127	4,507	3,293	3,293	3,293	3,293	3,293	3,293				
			Trainer	\$ 127		3,293	3,293	3,293	3,293	3,293	3,293				
5.0	Implementation Support				1,939	1,946	2,122	2,129	2,122	2,129	2,295	10,221	11,530	11,541	11,111
5.1	Prepare and Maintain Imp. Support Plan	Implementation Support Plan			-	-	-	-	-	-	-	-	-	-	-
			Project Executive	\$ 211											
			Project Advisor	\$ 215											
			Project Manager	\$ 189											
			Implementation Manager	\$ 171											
			Senior Business Analyst	\$ 145											
			Business Analyst	\$ 119											
5.2	Prepare County Wave Comp. Reports	County Wave Completion Report			1,939	1,946	2,122	2,129	2,122	2,129	2,295	10,221	11,530	11,541	11,111
			Project Executive	\$ 211	24	24	24	24	24	24	24	33	38	38	38
			Project Advisor	\$ 215	8	16	8	16	8	16	8	21	13	24	13
			Project Manager	\$ 189	77	77	77	77	77	77	77	105	119	119	119
			Training Manager	\$ 180								156	156	156	156
			Training Developer	\$ 119								613	613	613	613
			Trainer	\$ 127								1,872	1,872	1,872	1,872
			Trainer	\$ 127								4,368	4,368	4,368	4,368
			OCM Manager	\$ 180									145	145	145
			BPR Manager	\$ 171	183	183	183	183	183	183	183	183	183	183	183
			Senior Business Analyst	\$ 145	528	528	702	702	702	702	702	1,048	1,212	1,212	1,212
			Senior Business Analyst	\$ 145	336	336	336	336	336	336	336	856	1,183	1,183	1,101
			Business Analyst	\$ 119			173	173	173	173	173	173	704	704	530
			Business Analyst	\$ 119	181	181	181	181	181	181	181	181	181	181	181
			Implementation Manager	\$ 171	91	91	91	91	91	91	91	91	91	91	91
			Implementation Support Analyst	\$ 98	510	510	347	347	347	347	520	520			
			Implementation Support Analyst	\$ 98									653	653	490
		Total Prime Contractor Hours:			5,605	5,621	5,951	5,968	6,298	6,314	6,125	6,191	5,654	5,671	5,481
		Total Del. Sub.contractor Hours:			1,927	4,007	6,780	6,780	6,433	6,433	6,780	6,815	8,539	8,539	6,724
		Total Hours:			10,121	12,218	12,385	12,401	12,385	12,401	12,558	12,312	12,459	12,476	12,041

Schedule 8:
CalWIN Implementation Support Staff Loading by Deliverable

				Hourly	34	35	36	37	38	Total CalWIN Project Hours	Total CalWIN Project Price
					Sep-23	Oct-23	Nov-23	Dec-23	Jan-24		
			Senior Business Analyst	\$ 145						2,450	\$ 355,250
			Senior Business Analyst	\$ 145						4,900	\$ 710,500
			Business Analyst	\$ 119						7,956	\$ 946,794
4.0	Training				-	-	-	-	-	103,380	13,752,412.1
4.1	Prepare and Maintain Training Plan	Master Training Plan			-	-	-	-	-	33,238	\$ 4,685,523
			Project Executive	\$ 211						146	\$ 30,704
			Project Advisor	\$ 215						64	\$ 13,727
			Project Manager	\$ 189						406	\$ 76,820
			Training Manager	\$ 180						2,791	\$ 502,320
			Senior Business Analyst	\$ 145						10,332	\$ 1,498,092
			Senior Business Analyst	\$ 145						9,360	\$ 1,357,200
			Training Developer	\$ 119						10,140	\$ 1,206,660
4.2	Prepare and Maintain County Training Plans	County Specific Training Plans			-	-	-	-	-	70,142	\$ 9,066,889
			Project Executive	\$ 211						146	\$ 30,704
			Project Advisor	\$ 215						64	\$ 13,727
			Project Manager	\$ 189						406	\$ 76,820
			Training Manager	\$ 180						728	\$ 131,040
			Senior Business Analyst	\$ 145						2,672	\$ 387,392
			Senior Business Analyst	\$ 145						3,120	\$ 452,400
			Training Developer	\$ 119						3,380	\$ 402,220
			Trainer	\$ 127						39,867	\$ 5,063,067
			Trainer	\$ 127						19,760	\$ 2,509,520
5.0	Implementation Support				4,883	3,838	2,575	-	-	77,732	10,601,370.3
5.1	Prepare and Maintain Imp. Support Plan	Implementation Support Plan			-	-	-	-	-	2,184	\$ 349,640
			Project Executive	\$ 211						97	\$ 20,365
			Project Advisor	\$ 215						40	\$ 8,620
			Project Manager	\$ 189						251	\$ 47,399
			Implementation Manager	\$ 171						1,143	\$ 195,510
			Senior Business Analyst	\$ 145						-	\$ -
			Business Analyst	\$ 119						653	\$ 77,747
5.2	Prepare County Wave Comp. Reports	County Wave Completion Report			4,883	3,838	2,575	-	-	75,548	\$ 10,251,730
			Project Executive	\$ 211	38	38	38			680	\$ 143,493
			Project Advisor	\$ 215	24	13	13			312	\$ 67,041
			Project Manager	\$ 189	119	119	113			2,086	\$ 394,202
			Training Manager	\$ 180	156	156	156			1,092	\$ 196,560
			Training Developer	\$ 119	613	613	223			3,900	\$ 464,100
			Trainer	\$ 127						7,488	\$ 950,976
			Trainer	\$ 127						17,472	\$ 2,218,944
			OCM Manager	\$ 180	145	122	122			823	\$ 148,176
			BPR Manager	\$ 171	183	183	183			3,103	\$ 530,670
			Senior Business Analyst	\$ 145	1,212	1,048	702			13,633	\$ 1,976,833
			Senior Business Analyst	\$ 145	1,101	611	91			9,490	\$ 1,376,050
			Business Analyst	\$ 119	530	173	173			3,855	\$ 458,745
			Business Analyst	\$ 119	181	181	181			3,267	\$ 388,733
			Implementation Manager	\$ 171	91	91	91			1,633	\$ 279,300
			Implementation Support Analyst	\$ 98						3,447	\$ 337,773
			Implementation Support Analyst	\$ 98	490	490	490			3,267	\$ 320,133
		Total Prime Contractor Hours:			5,497	2,880	1,940	406	406		
		Total Del. Sub.contractor Hours:			6,724	1,887	1,204	163	163		
		Total Hours:			5,817	4,768	3,144	569	569	266,435	36,034,131.9
											\$ 135.25

Schedule 9. CalWIN Implementation Support AWS IaaS Resources

Instructions:

- 1 - Using the AWS pricing calculator found here: <https://calculator.s3.amazonaws.com/index.html>
- 2 - Select "US West (Oregon)" for the region
- 3 - Create your resources as needed from the pricing calculator
- 4 - Be sure to include storage and data transfer costs
- 5 - Use "On-Demand" for the billing option
- 6 - Enter each resource on a row below. Add new rows as needed.
- 7 - Do NOT include support costs
- 8 - Remove the two examples

AWS Resource List		Resource Type	Quantity	Monthly Cost	Total Monthly Cost	Notes
1	N/A					N/A
2						
3						
Totals			0		\$ -	

Schedule 10

CalWIN Implementation Support Optional Training Facilities

#	Facilities by County	Start Month/Year	End Month/Year	Total Maximum Price	SFY 2021/22 Total	SFY 2022/23 Total	SFY 2023/24 Total
1	Placer County (Roseville / Rocklin)	8/2022	9/2022	70,000		\$ 70,000	
2	Placer County (Truckee)	8/2022	9/2022	15,000		\$ 15,000	
3	Yolo County (Woodland)	8/2022	9/2022	21,000		\$ 21,000	
4	Yolo County (West Sacramento / Davis)	8/2022	9/2022	35,000		\$ 35,000	
5	Santa Clara County (San Jose)	11/2022	12/2022	191,250		\$ 191,250	
6	Santa Clara County (Gilroy)	11/2022	12/2022	13,650		\$ 13,650	
7	Tulare County (Visalia)	11/2022	12/2022	42,000		\$ 42,000	
8	Tulare County (Porterville)	11/2022	12/2022	17,220		\$ 17,220	
9	Tulare County (Selma/Dinuba)	11/2022	12/2022	9,870		\$ 9,870	
10	Orange County (Orange)	01/2023	02/2023	550,000		\$ 550,000	
11	Santa Barbara County (Santa Maria)	01/2023	02/2023	38,430		\$ 38,430	
12	Santa Barbara County (Santa Barbara)	01/2023	02/2023	26,415		\$ 26,415	
13	Santa Barbara County (Lompoc)	01/2023	02/2023	24,280		\$ 24,280	
14	Ventura County (Ventura)	01/2023	02/2023	120,000		\$ 120,000	
15	Ventura County (Simi Valley)	01/2023	02/2023	40,000		\$ 40,000	
16	San Diego County (San Diego)	03/2023	04/2023	658,125		\$ 658,125	
17	San Diego County (Oceanside)	03/2023	04/2023	40,000		\$ 40,000	
18	San Diego County (Escondido)	03/2023	04/2023	26,865		\$ 26,865	
19	San Mateo County (San Mateo)	03/2023	04/2023	135,000		\$ 135,000	
20	Santa Cruz County (Santa Cruz)	03/2023	04/2023	60,840		\$ 60,840	
21	Solano County (Fairfield)	05/2023	06/2023	90,000		\$ 90,000	
22	Alameda County (Oakland)	05/2023	06/2023	120,000		\$ 120,000	
23	Alameda County (Hayward)	05/2023	06/2023	105,000		\$ 105,000	
24	Contra Costa County (Martinez)	05/2023	06/2023	94,500		\$ 94,500	
25	Contra Costa County (Antioch)	05/2023	06/2023	60,840		\$ 60,840	
26	Contra Costa County (Concord)	05/2023	06/2023	48,000		\$ 48,000	
27	Fresno County (Fresno)	05/2023	06/2023	200,000		\$ 200,000	
28	Fresno County (Reedley)	05/2023	06/2023	40,000		\$ 40,000	
29	Fresno County (Coalinga)	05/2023	06/2023	17,745		\$ 17,745	
30	Sonoma County (Santa Rosa)	05/2023	06/2023	42,735		\$ 42,735	
31	Sacramento County (Sacramento)	07/2023	08/2023	270,000			\$ 270,000
32	Sacramento County (Elk Grove)	07/2023	08/2023	25,000			\$ 25,000
33	San Francisco County (San Francisco)	07/2023	08/2023	472,500			\$ 472,500
34	San Luis Obispo County (San Luis Obispo)	07/2023	08/2023	84,000			\$ 84,000
35	San Luis Obispo County (Paso Robles)	07/2023	08/2023	30,000			\$ 30,000
36	San Luis Obispo County (Pismo/Arroyo Grande)	07/2023	08/2023	9,210			\$ 9,210
				\$ 3,844,475	\$ -	\$ 2,953,765	\$ 890,710

Assumptions

1	the facility costs provided include the space, laptop computers and wired mouse, internet connectivity, and furniture for 5 - 8 weeks, based on the total county staff detailed in Attachment M of the RFP.
2	Parking costs will be assumed by the Consortium and/or County