

**Attachment A - Price Proposal Schedules**  
**Schedule 1**  
**CalWIN Implementation Support Price Summary (FFY)**

CalWIN Implementation Support Project Overall Price Total		FFY 2020/21	FFY 2021/22	FFY 2022/23	FFY 2023/24	FFY 2024/25	CalWIN Maximum Amount
	CalWIN Deliverables Price	\$ 682,196	\$ 12,577,474	\$ 16,293,263	\$ 6,481,199		\$ 36,034,132
	CalWIN Hardware and Software Price	\$ 61,584	\$ 35,511	\$ 35,510			\$ 132,605
	Post Implementation Support			\$ 566,434	\$ 1,715,106		\$ 2,281,540
	CalWIN Price Subtotal	\$ 743,780	\$ 12,612,985	\$ 16,895,207	\$ 8,196,305		\$ 38,448,277
	CalWIN Training Facilities			\$ 1,289,935	\$ 273,000		\$ 1,562,935
	CalWIN Optional Training Facilities (Utilized) Price			\$ 1,289,935	\$ 273,000		\$ 1,562,935
	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	\$ 18,185,142	\$ 14,851,651	\$ 6,560,666	\$ 52,954,224
	CalWIN County Work Orders						\$ 8,000,000
	CalWIN Total Contract Value						\$ 60,954,224

**Attachment A - Price Proposal Schedules**  
**Schedule 1**  
**CalWIN Implementation Support Price Summary (SFY)**

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	\$ 16,293,263	\$ 6,481,199		\$ 36,034,132
	CalWIN Hardware and Software Price	\$ 61,584	\$ 35,511	\$ 35,510			\$ 132,605
	Additional Post Implementation Support Hours			\$ 566,434	\$ 1,715,106		\$ 2,281,540
CalWIN Price Subtotal		\$ 743,780	\$ 12,612,985	\$ 16,895,207	\$ 8,196,305		\$ 38,448,277
	CalWIN Training Facilities			\$ 1,289,935	\$ 273,000		\$ 1,562,935
CalWIN Optional Training Facilities (Utilized) Price				\$ 1,289,935	\$ 273,000		\$ 1,562,935
	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	\$ 18,185,142	\$ 14,851,651	\$ 6,560,666	\$ 52,954,224
CalWIN County Work Orders							\$ 8,000,000
CalWIN Total Contract Value							\$ 60,954,224

County Work Orders  
CALWIN Project

ID	Date	County Work Order Name	Description	Amount	County work Order Funds Remaining Balance
01	08/10/22	San Francisco County Additional Implementation Support		\$ 615,249.92	\$ 7,384,750.08
02	04/14/23	Santa Clara County – Additional Training Support		\$ 183,236.40	\$ 7,201,513.68
03	09/01/23	San Diego County – Additional Business Support		\$ 256,116.48	\$ 6,945,397.20
				\$ -	
				\$ -	
				\$ -	
				\$ -	
				\$ -	
				\$ -	
				\$ -	
				\$ -	
				\$ -	
				\$ -	
				\$ -	
				\$ -	
				\$ -	
				\$ -	

Total County Work  
Order \$ 1,054,602.80  
Funds Remaining \$ 6,945,397.20

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	5/2022	\$ 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, 7/2023, 8/2023, 10/2023, 12/2023	\$ 10,251,730	\$ -	\$ -	\$ 4,613,279	\$ 5,638,452
Total CalWIN Project Deliverables Price / Maximum Price					\$ 36,034,132	\$ 682,196	\$ 12,577,474	\$ 16,293,263	\$ 6,481,199
Total CalWIN Project Deliverables Price / Maximum Price - Change Order 2					\$ 36,034,132	\$ 682,196	\$ 12,577,474	\$ 16,805,849	\$ 5,968,612
Variance					\$ -	\$ -	\$ -	\$ (512,586)	\$ 512,586

**Schedule 3**  
**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
<b>Total CalWIN 1-Year Optional Extension</b>		<b>68,534</b>	<b>189</b>	<b>\$ 12,942,548</b>	<b>\$ 6,382,114</b>	<b>\$ 6,560,434</b>

**Assumptions**

1	1-Year Option Extension services begin in February 2024 and includes monthly submission of work plan updates and status reports, 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.

**COST SCHEDULES**

Attachment A

**Schedule 4****CalWIN Implementation Support: Hardware and Software Price**

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

**COST SCHEDULES**

Attachment A

**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
<b>Hardware</b>			
Development Hardware	\$ -	\$ -	\$ -
Central Hardware	\$ -	\$ -	\$ -
<b>Hardware Subtotal</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>Hardware Support</b>			
Development Hardware Support	\$ -	\$ -	\$ -
Central Hardware Support	\$ -	\$ -	\$ -
<b>Hardware Support Subtotal</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>Hardware and Hardware Support Total</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>Software</b>			
Development Software	\$ -	\$ -	\$ -
Central Software	\$ 232	\$ 232	\$ 464
<b>Software Subtotal</b>	<b>\$ 232</b>	<b>\$ 232</b>	<b>\$ 464</b>
<b>Software Support</b>			
Development Software Support	\$ -	\$ -	\$ -
Central Software Support	\$ -	\$ -	\$ -
<b>Software Support Subtotal</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>Software and Software Support Total</b>	<b>\$ 232</b>	<b>\$ 232</b>	<b>\$ 464</b>
<b>Total CalWIN Project Hardware and Software Price</b>	<b>\$ 232</b>	<b>\$ 232</b>	<b>\$ 464</b>

**COST SCHEDULES**

Attachment A

**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

<b>Average Hourly Rate</b>	<b>\$ 159.92</b>
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**COST SCHEDULES**

Attachment A

**Schedule 7****CalWIN Implementation Support Change Order Hourly Rate Card**

<b>Staff Description</b>	<b>SFY 2020/21 Hourly Rate</b>	<b>SFY 2021/22 Hourly Rate</b>	<b>SFY 2022/23 Hourly Rate</b>	<b>SFY 2023/24 Hourly Rate</b>	<b>SFY 2024/25 Hourly Rate</b>
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 Staff Loading

ID	Key Task	Deliverable Description	Position	Hourly Rate	8	9	10	11	12	13	14	15	16	17	18	19
					Jul-21 140.00	Aug-21 160.00	Sep-21 160.00	Oct-21 140.00	Nov-21 160.00	Dec-21 160.00	Jan-22 160.00	Feb-22 160.00	Mar-22 160.00	Apr-22 160.00	May-22 160.00	Jun-22 160.00
1.0	Project Management				139	134	139	134	134	130	134	130	134	130	134	130
1.1	Prepare and Maintain Work Plan	Work Plan	Project Executive	5	211	6	6	6	6	4	4	4	4	4	4	4
			Project Advisor	5	215	3	1	3	1	3	3	3	3	3	1	3
			Project Manager	5	189	14	14	14	14	14	14	14	14	14	14	14
			PMO Manager	5	154	65	65	65	65	65	65	65	65	65	65	65
			Senior Business Analyst	5	145	65	7	7	7	7	7	7	7	7	7	7
			Business Analyst	5	119	131	131	131	131	131	131	131	131	131	131	131
			Business Analyst	5	119	145	145	145	145	145	145	145	145	145	145	145
1.2	Prepare and Del. Submit Monthly Status Report	Monthly Status Reports	Project Executive	5	211	6	6	6	6	4	4	4	4	4	4	4
			Project Advisor	5	215	3	1	3	1	3	3	3	3	3	1	3
			Project Manager	5	189	14	14	14	14	14	14	14	14	14	14	14
			PMO Manager	5	154	65	65	65	65	65	65	65	65	65	65	65
			Senior Business Analyst	5	145	65	7	7	7	7	7	7	7	7	7	7
			Business Analyst	5	119	131	131	131	131	131	131	131	131	131	131	131
			Business Analyst	5	119	145	145	145	145	145	145	145	145	145	145	145
1.3	Prepare RMA	Requirement Traceability Matrix	Project Executive	5	211	6	6	6	6	4	4	4	4	4	4	4
			Project Advisor	5	215	3	1	3	1	3	3	3	3	3	1	3
			Project Manager	5	189	14	14	14	14	14	14	14	14	14	14	14
			PMO Manager	5	154	33	33	33	33	33	33	33	33	33	33	33
			Senior Business Analyst	5	145	3	3	3	3	3	3	3	3	3	3	3
			Business Analyst	5	119	65	65	65	65	65	65	65	65	65	65	65
			Business Analyst	5	119	73	73	73	73	73	73	73	73	73	73	73
2.0	RFP				1,566	1,545	1,545	1,545	1,545	1,545	1,545	1,545	1,545	1,545	1,175	837
2.1	Develop RFP Plan	RFP Plan	Project Executive	5	211	6	6	6	6	4	4	4	4	4	4	4
			Project Advisor	5	215	3	1	3	1	3	3	3	3	3	1	3
			Project Manager	5	189	14	14	14	14	14	14	14	14	14	14	14
			PMO Manager	5	171	163	163	163	163	163	163	163	163	163	163	163
			Senior Business Analyst	5	145	327	327	327	327	327	327	327	327	327	327	327
			Senior Business Analyst	5	145	327	327	327	327	327	327	327	327	327	327	327
			Business Analyst	5	119	727	727	727	727	727	727	727	727	727	727	337
			Business Analyst	5	119	231	867	1,199	1,176	1,176	1,176	1,176	1,176	1,176	1,176	1,175
3.0	OCM				484	820	821	1,156	-	-	-	-	-	-	-	-
3.1	Prepare OCM Plan	OCM Plan	Project Executive	5	211	6	6	6	6	4	4	4	4	4	4	4
			Project Advisor	5	215	3	1	3	1	3	3	3	3	3	1	3
			Project Manager	5	189	14	14	14	14	14	14	14	14	14	14	14
			OCM Manager	5	180	145	145	145	145	145	145	145	145	145	145	145
			Senior Business Analyst	5	145	163	163	163	163	163	163	163	163	163	163	163
			Senior Business Analyst	5	145	163	163	163	163	327	327	327	327	327	327	327
			Business Analyst	5	119	20	327	327	327	327	327	327	327	327	327	327
3.2	Prepare County Communication Plans	County Communication Plans	Project Executive	5	211	6	6	6	6	4	4	4	4	4	4	4
			Project Advisor	5	215	3	1	3	1	3	3	3	3	3	1	3
			Project Manager	5	189	14	14	14	14	14	14	14	14	14	14	14
			OCM Manager	5	180	145	145	145	145	145	145	145	145	145	145	145
			Senior Business Analyst	5	145	163	163	163	163	163	163	163	163	163	163	163
			Senior Business Analyst	5	145	163	163	163	327	327	327	327	327	327	327	327
			Business Analyst	5	119	20	327	327	327	327	327	327	327	327	327	327
3.3	Prepare and Maintain Guides	County Process Guides	Project Executive	5	211	6	6	6	6	4	4	4	4	4	4	4
			Project Advisor	5	215	3	1	3	1	3	3	3	3	3	1	3
			Project Manager	5	189	14	14	14	14	14	14	14	14	14	14	14
			OCM Manager	5	180	145	145	145	145	145	145	145	145	145	145	145
			Senior Business Analyst	5	145	163	163	163	163	163	163	163	163	163	163	163
			Senior Business Analyst	5	145	163	163	163	327	327	327	327	327	327	327	327
			Business Analyst	5	119	20	327	327	327	327	327	327	327	327	327	327
4.0	Training				1,597	1,594	1,771	1,748	1,748	2,092	2,236	2,235	2,258	2,255	2,258	3,845
4.1	Prepare and Maintain Training Plan	Master Training Plan	Project Executive	5	211	1,574	1,573	1,748	1,746	2,071	2,236	2,235	2,236	2,235	1,129	882
			Project Advisor	5	215	3	1	3	1	3	3	3	3	3	1	3
			Project Manager	5	189	14	14	14	14	14	14	14	14	14	14	14
			Training Manager	5	180	121	121	121	121	121	121	121	121	121	121	121
			Senior Business Analyst	5	145	347	347	520	520	520	520	520	520	520	520	520
			Senior Business Analyst	5	145	347	347	520	520	520	520	520	520	520	520	520
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
4.2	Prepare and Maintain County Training Plans	County Specific Training Plans	Project Executive	5	211	6	6	6	6	4	4	4	4	4	4	4
			Project Advisor	5	215	3	1	3	1	3	3	3	3	3	1	3
			Project Manager	5	189	14	14	14	14	14	14	14	14	14	14	14
			Training Manager	5	180	145	145	145	145	145	145	145	145	145	145	145
			Senior Business Analyst	5	145	163	163	163	163	163	163	163	163	163	163	163
			Senior Business Analyst	5	145	163	163	163	163	163	163	163	163	163	163	163
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563	563	563	563	563	563	563	563	563	563	563
			Training Developer	5	119	563										

**Schedule 8  
Staff Loading**

ID	Key Task	Deliverable Description	Position	Hourly Rate	20	21	22	23	24	25	26	27	28	29	30	31
					Jul-22 160.00	Aug-22 160.00	Sep-22 160.00	Oct-22 160.00	Nov-22 160.00	Dec-22 160.00	Jan-23 160.00	Feb-23 160.00	Mar-23 160.00	Apr-23 160.00	May-23 160.00	Jun-23 160.00
1.0	Project Management				934	934	934	934	934	934	934	934	934	934	934	934
1.1	Review and Maintain Work Plan	Work Plan	Project Executive	\$ 211	369	368	369	368	369	368	369	368	369	368	369	368
			Project Advisor	\$ 215	4	4	4	4	4	4	4	4	4	4	4	4
			Project Manager	\$ 189	14	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	65
			Senior Business Analyst	\$ 145	7	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	131
1.2	Prepare and Del. Submit Monthly Status Report	Monthly Status Reports	Business Analyst	\$ 119	369	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	4
			Project Advisor	\$ 215	3	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	14
			PMO Manager	\$ 154	65	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	7
			Business Analyst	\$ 119	131	131	131	131	131	131	131	131	131	131	131	131
1.3	Prepare RIM	Requirement Traceability Matrix	Business Analyst	\$ 119	145	145	145	145	145	145	145	145	145	145	145	145
			Project Executive	\$ 211	4	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	1
			Project Manager	\$ 189	14	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	33
			Senior Business Analyst	\$ 145	3	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	65
2.0	RFP		Business Analyst	\$ 119	73	73	73	73	73	73	73	73	73	73	73	73
2.1	Review RFP Plans	RFP Plans	Project Executive	\$ 211	-	-	-	-	-	-	-	-	-	-	-	-
			Project Advisor	\$ 215	-	-	-	-	-	-	-	-	-	-	-	-
			Project Manager	\$ 189	-	-	-	-	-	-	-	-	-	-	-	-
			PMO Manager	\$ 171	-	-	-	-	-	-	-	-	-	-	-	-
			Senior Business Analyst	\$ 145	-	-	-	-	-	-	-	-	-	-	-	-
			Senior Business Analyst	\$ 145	-	-	-	-	-	-	-	-	-	-	-	-
			Business Analyst	\$ 119	-	-	-	-	-	-	-	-	-	-	-	-
3.0	OCM		Business Analyst	\$ 119	1,156	1,155	1,156	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 Plans	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 Choice Guides	Project Executive	\$ 211	1,156	1,155	1,156	1,155	1,156	1,155	1,156	1,155	1,156	1,155	1,156	-
			Project Advisor	\$ 215	4	4	4	4	4	4	4	4	4	4	4	4
			Project Manager	\$ 189	3	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	14
			OCM Manager	\$ 180	14	14	14	14	14	14	14	14	14	14	14	14
			Senior Business Analyst	\$ 145	145	145	145	145	145	145	145	145	145	145	145	145
			Senior Business Analyst	\$ 145	327	327	327	327	327	327	327	327	327	327	327	327
			Business Analyst	\$ 119	530	530	530	530	530	530	530	530	530	530	530	530
4.0	Training		Business Analyst	\$ 119	6,274	6,272	6,101	6,098	6,181	6,178	6,181	6,178	6,181	6,178	6,181	-
4.1	Prepare and Maintain Training Plan	Master Training Plan	Project Executive	\$ 211	884	882	797	796	797	796	797	796	797	796	797	-
			Project Advisor	\$ 215	4	4	4	4	4	4	4	4	4	4	4	-
			Project Manager	\$ 189	3	1	3	1	3	1	3	1	3	1	3	1
			Training Manager	\$ 180	14	14	14	14	14	14	14	14	14	14	14	14
			Senior Business Analyst	\$ 145	260	260	173	173	173	173	173	173	173	173	173	173
			Senior Business Analyst	\$ 145	260	260	260	260	260	260	260	260	260	260	260	260
			Training Developer	\$ 119	282	282	282	282	282	282	282	282	282	282	282	282
4.2	Prepare and Maintain County Training Plans	County Specific Training Plans	Project Executive	\$ 211	5,391	5,389	5,304	5,302	7,384	7,384	7,384	7,382	7,384	7,382	7,382	-
			Project Advisor	\$ 215	4	4	4	4	4	4	4	4	4	4	4	-
			Project Manager	\$ 189	3	1	3	1	3	1	3	1	3	1	3	1
			Training Manager	\$ 180	14	14	14	14	14	14	14	14	14	14	14	14
			Senior Business Analyst	\$ 145	260	260	173	173	173	173	173	173	173	173	173	173
			Senior Business Analyst	\$ 145	260	260	260	260	260	260	260	260	260	260	260	260
			Training Developer	\$ 119	282	282	282	282	282	282	282	282	282	282	282	282
			Trainer	\$ 127	4,507	4,507	4,507	4,507	3,293	3,293	3,293	3,293	3,293	3,293	3,293	3,293
			Trainer	\$ 127	1,273	1,429	1,436	1,939	1,946	2,122	2,129	2,122	2,129	2,295	10,221	11,530
5.0	Implementation Support		Trainer	\$ 127	1,273	1,429	1,436	1,939	1,946	2,122	2,129	2,122	2,129	2,295	10,221	11,530
5.1	Prepare and Maintain Imo. 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	Project Executive	\$ 211	1,273	1,429	1,436	1,939	1,946	2,122	2,129	2,122	2,129	2,295	10,221	11,530
			Project Advisor	\$ 215	24	24	24	24	24	24	24	24	24	24	24	24
			Project Manager	\$ 189	16	8	16	8	16	8	16	8	16	8	21	13
			Training Manager	\$ 180	77	77	77	77	77	77	77	77	77	77	156	119
			Training Developer	\$ 119	-	-	-	-	-	-	-	-	-	-	156	156
			Trainer	\$ 127	-	-	-	-	-	-	-	-	-	-	613	613
			Trainer	\$ 127	-	-	-	-	-	-	-	-	-	-	1,872	1,872
			OCM Manager	\$ 180	-	-	-	-	-	-	-	-	-	-	4,368	4,368
			Senior Business Analyst	\$ 145	183	183	183	183	183	183	183	183	183	183	183	183
			Senior Business Analyst	\$ 145	365	328	328	328	328	328	328	328	328	328	328	328
			Senior Business Analyst	\$ 145	336	336	336	336	336	336	336	336	336	336	336	336
			Business Analyst	\$ 119	173	173	173	173	173	173	173	173	173	173	173	173
			Business Analyst	\$ 119	181	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	91
			Implementation Support Analyst	\$ 98	-	-	-	-	-	-	-	-	-	-	-	-
			Implementation Support Analyst	\$ 98	5,284	5,431	5,274	5,408	5,431	5,981	5,948	4,398	4,314	4,135	4,191	4,554
			Total Prime Contractor Hours		1,927	1,927	1,927	1,927	4,007	6,780	6,780	6,433	6,433	6,780	6,815	8,539
			Total Del. Sub. Contractor Hours													
			Total Hours		9,638	9,785	9,628	10,121	12,218	12,385	12,401	12,385	12,401	12,558	12,312	12,459



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 2022/23 Total	SFY 2023/24 Total	Projected Facility Costs
1	Placer County (Roseville / Rocklin)	8/2022	9/2022	70,000	\$ 70,000		\$0
2	Placer County (Truckee)	8/2022	9/2022	15,000	\$ 15,000		\$0
3	Yolo County (Woodland)	8/2022	9/2022	21,000	\$ 21,000		\$1,063
4	Yolo County (West Sacramento / Davis)	8/2022	9/2022	35,000	\$ 35,000		\$7,130
5	Contra Costa County (Martinez)	11/2022	12/2022	94,500	\$ 94,500		\$0
6	Contra Costa County (Antioch)	11/2022	12/2022	60,840	\$ 60,840		\$0
7	Contra Costa County (Concord)	11/2022	12/2022	48,000	\$ 48,000		\$0
8	Santa Clara County (San Jose)	11/2022	12/2022	191,250	\$ 191,250		\$0
9	Santa Clara County (Gilroy)	11/2022	12/2022	13,650	\$ 13,650		\$0
10	Tulare County (Visalia)	11/2022	12/2022	42,000	\$ 42,000		\$0
11	Tulare County (Porterville)	11/2022	12/2022	17,220	\$ 17,220		\$0
12	Tulare County (Dinuba)	11/2022	12/2022	9,870	\$ 9,870		\$0
13	Orange County (Orange)	01/2023	02/2023	550,000	\$ 550,000		\$126,000
14	Santa Barbara County (Santa Maria)	01/2023	02/2023	38,430	\$ 38,430		\$0
15	Santa Barbara County (Santa Barbara)	01/2023	02/2023	26,415	\$ 26,415		\$0
16	Santa Barbara County (Lompoc)	01/2023	02/2023	24,280	\$ 24,280		\$0
17	Ventura County (Ventura)	01/2023	02/2023	120,000	\$ 120,000		\$14,000
18	Ventura County (Simi Valley)	01/2023	02/2023	40,000	\$ 40,000		\$0
19	San Diego County (San Diego)	03/2023	04/2023	658,125	\$ 658,125		\$0
20	San Diego County (Oceanside)	03/2023	04/2023	40,000	\$ 40,000		\$0
21	San Diego County (Escondido)	03/2023	04/2023	26,865	\$ 26,865		\$0
22	San Mateo County (San Mateo)	03/2023	04/2023	135,000	\$ 135,000		\$60,000
23	Santa Cruz County (Santa Cruz)	03/2023	04/2023	60,840	\$ 60,840		\$26,000
24	Solano County (Fairfield)	05/2023	06/2023	90,000	\$ 90,000		\$0
25	Alameda County (Oakland)	05/2023	06/2023	120,000	\$ 120,000		\$78,000
26	Alameda County (Hayward)	05/2023	06/2023	105,000	\$ 105,000		\$78,000
27	Fresno County (Fresno)	05/2023	06/2023	200,000	\$ 200,000		\$0
28	Fresno County (Reedley)	05/2023	06/2023	40,000	\$ 40,000		\$0
29	Fresno County (Coalinga)	05/2023	06/2023	17,745	\$ 17,745		\$26,000
30	Sonoma County (Santa Rosa)	05/2023	06/2023	42,735	\$ 42,735		\$50,000
31	Sacramento County (Sacramento)	07/2023	08/2023	270,000		\$ 270,000	\$0
32	Sacramento County (Elk Grove)	07/2023	08/2023	25,000		\$ 25,000	\$0
33	San Francisco County (San Francisco)	07/2023	08/2023	472,500		\$ 472,500	\$260,000
34	San Luis Obispo County (San Luis Obispo)	07/2023	08/2023	84,000		\$ 84,000	\$0
35	San Luis Obispo County (Paso Robles)	07/2023	08/2023	30,000		\$ 30,000	\$0
36	San Luis Obispo County (Pismo/Arroyo Grande)	07/2023	08/2023	9,210		\$ 9,210	\$13,000
				<b>\$ 3,844,475</b>	<b>\$ 2,953,765</b>	<b>\$ 890,710</b>	<b>\$ 739,193</b>

Based on vendor pricing and projected need at classroom locations	Total Laptop Cost ( SFY 2022/23)	\$799,624
	310 HP Dragonfly G3 Notebooks (\$1,848.73 / unit)	\$685,070
	55 EliteBook 850 G8 Notebooks (\$2,082.80 / unit)	\$114,554
	Total Peripheral Computer Equipment Cost (SFY 2022/23)	\$8,827
	80 Belkin 12 Outlet 3940J 8' Surge Protectors (\$24.24 / unit)	\$1,939
	415 Bluetooth HP Mouse (\$17.17 / unit)	\$7,124
	30 Verizon Jetpack 8800L MiFi Devices (and data plan)	-\$236
	Total Laptop Lock Security Cost (SFY 2022/23)	\$15,291
	415 Kensington Nano/Universal locks (\$36.85 / unit)	\$15,291
	<b>TOTAL PROJECTED EQUIPMENT COST (ALL SFY 2022/23)</b>	<b>\$823,742</b>

Total Projected Facilities and Equipment Expenditure				\$1,562,935
SFY 2022/23	\$1,289,935	SFY 2023/24		\$273,000
FFY 2022/23	\$1,289,935	FFY 2023/24		\$273,000

**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
3	Counties will be responsible for laptop/peripheral equipment security and storage for classrooms held in their facilities.
4	In between wave training deliveries, the Consortium will be responsible for securing laptop/peripheral equipment at Consortium facilities.
5	Reallocating remaining optional training support to Post Implementation Support
6	Prices for listed laptops in SFY 22/23 are subject to variation based on supply chain factors.
7	Cost for the 30 Verizon Jetpack 8800L MiFi Devices (and data plan) is covered by hardware/software allocation. See Schedule 4: HW/SW.

**Schedule 11**  
**Post-Implementation Support**

#	Services Name	Review Period (Business Days)	Services Due Date (Month/Year)	Target Invoice Date (Month/Year)	Total Services Maximum Price	SFY 2020/21 Total	SFY 2021/22 Total	SFY 2022/23 Total	SFY 2023/24 Total
12	Additional Post-Implementation Support			4/1/2023, 5/1/2023, 6/1/2023	\$ 566,434			\$ 566,434	
13	Additional Post-Implementation Support			11/9/2023, 12/9/2023, 1/9/2024	\$ 1,715,106				\$ 1,715,106
<b>Total Post Implementation Maximum Price</b>					<b>\$ 2,281,540</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 566,434</b>	<b>\$1,715,106</b>

**ASSUMPTIONS**

- 1) Additional Post-Implementation Support hours will be treated as time and materials and be integrated into the overall ISS Post-Implementation Support plan for each Wave.
- 2) Assumes each reasource works 40 hours/week.
- 3) 2023 State holidays are accounted for, and hours for those weeks are adjusted accordingly.
- 4) PTO is not accounted for. Assuming 10% PTO per resource will result in a comprable reduction of overall hours and cost.
- 5) Resources will be billed at the Hypercare Support Analyst Rate of \$152.51/hr. for SFY 22/23 and \$158.61/hr. for SFY 23/24.
- 6) The total cost of this additional Post-Implementation Support work will not exceed the funds that are being re-allocated from Training Facilities. If hours and staffing need to be adjusted to fall under this limit, we will adjust accordingly.