

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	\$ 6,306,901		\$ 35,859,834
	CalWIN Hardware and Software Price	\$ 61,584	\$ 35,511	\$ 35,510			\$ 132,605
	Post Implementation Support			\$ 566,434	\$ 1,889,404		\$ 2,455,838
CalWIN Price Subtotal		\$ 743,780	\$ 12,612,985	\$ 16,895,207			\$ 30,251,972
	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	\$ 6,655,346	\$ 6,560,666	\$ 44,757,919
CalWIN County Work Orders							\$ 8,000,000
CalWIN Total Contract Value							\$ 52,757,919

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

	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 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.

Attachment A - Price Proposal Schedules  
Schedule 1

CalWIN Implementation Support Price Summary (FFY)

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.

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	\$ 6,306,901		\$ 35,859,834
	CalWIN Hardware and Software Price	\$ 61,584	\$ 35,511	\$ 35,510			\$ 132,605
	Additional Post Implementation Support Hours			\$ 566,434	\$ 1,889,404		\$ 2,455,838
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)

	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 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.

Attachment A - Price Proposal Schedules  
Schedule 1

CalWIN Implementation Support Price Summary (SFY)

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	2/2021, 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	\$ 1,626,109	\$ 270,820	\$ 541,640	\$ 541,640	\$ 272,008
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	2/2021, 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	\$ 1,626,109	\$ 270,820	\$ 541,640	\$ 541,640	\$ 272,008
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, 7/2023, 8/2023, 10/2023, 12/2023	\$ 10,165,330	\$ -	\$ -	\$ 4,613,279	\$ 5,552,052
	Total CalWIN Project Deliverables Price / Maximum Price				\$ 35,859,834	\$ 682,196	\$ 12,577,474	\$ 16,293,263	\$ 6,306,901
	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				\$ (174,298)	\$ -	\$ -	\$ (512,586)	\$ 338,289

Schedule 2  
CalWIN Implementation Support Deliverables Price

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.
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 \$1,708,621.66 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.
9	Wave 3 Completion Report will be partially invoiced in SFY 23/24 instead of SFY 22/23. \$512,586.50 (30%) shift from SFY 22/23 to SFY 23/24 as part of CO3.



County Work Orders  
CALWIN Project

Work Order #	Date	County Work Order Name	Description	Amount	County Work Order Funds Remaining Balance
1	01/13/23	San Francisco County Additional Implementation Support		\$ 615,249.92	\$ 7,384,750.08
2	04/14/23	Santa Clara County Additional Training Support		\$ 183,236.40	\$ 7,201,513.68
3	09/01/23	San Diego County Additional Business Support		\$ 256,116.48	\$ 6,945,397.20
4	10/19/23	San Mateo County Additional Business Support		\$ 199,482.80	\$ 6,745,914.40
4.1	01/27/24	San Mateo County Additional Business Support (3 month Extension)		\$ 297,165.60	\$ 6,448,748.80
5	11/02/23	San Francisco County Additional Implementation Support		\$ 148,536.50	\$ 6,300,212.30
6	01/27/24	San Francisco County Additional Implementation Support		\$ 177,839.25	\$ 6,122,373.05
7		intentionally left blank		\$ -	
8	04/20/24	San Francisco County Additional Implementation Support		\$ 53,687.36	\$ 6,068,685.69
				\$ -	
				\$ -	
				\$ -	
				\$ -	
				\$ -	
				\$ -	
				\$ -	
				\$ -	

Total County Work  
Orders \$ 1,931,314.31  
Funds Remaining \$ 6,068,685.69

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.

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

Schedule 4  
CalWIN Implementation Support: Hardware and Software Price

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	<del>The Consortium's existing project management and communication tools will be used for this project; no additional licenses are required.</del>
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

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

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	<del>The Consortium's existing project management and communication tools will be used for this project; no additional licenses are required.</del>
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.

## Attachment A

## CalWIN Implementation Support Hourly Rate Card

<b>Average Hourly Rate</b>	<b>\$ 159.92</b>
----------------------------	------------------

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 Converstion/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	1																																																Total Cost	Total Cost																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																		
					Dec-20		Jan-21		Feb-21		Mar-21		Apr-21		May-21		Jun-21		Jul-21		Aug-21		Sep-21		Oct-21		Nov-21		Dec-21		Jan-22		Feb-22		Mar-22		Apr-22		May-22		Jun-22		Jul-22		Aug-22		Sep-22		Oct-22		Nov-22				Dec-22		Jan-23		Feb-23		Mar-23		Apr-23		May-23		Jun-23		Jul-23		Aug-23		Sep-23		Oct-23		Nov-23		Dec-23		Jan-24		Feb-24		Mar-24		Apr-24		May-24		Jun-24		Jul-24		Aug-24		Sep-24		Oct-24		Nov-24		Dec-24		Jan-25		Feb-25		Mar-25		Apr-25		May-25		Jun-25		Jul-25		Aug-25		Sep-25		Oct-25		Nov-25		Dec-25		Jan-26		Feb-26		Mar-26		Apr-26		May-26		Jun-26		Jul-26		Aug-26		Sep-26		Oct-26		Nov-26		Dec-26		Jan-27		Feb-27		Mar-27		Apr-27		May-27		Jun-27		Jul-27		Aug-27		Sep-27		Oct-27		Nov-27		Dec-27		Jan-28		Feb-28		Mar-28		Apr-28		May-28		Jun-28		Jul-28		Aug-28		Sep-28		Oct-28		Nov-28		Dec-28		Jan-29		Feb-29		Mar-29		Apr-29		May-29		Jun-29		Jul-29		Aug-29		Sep-29		Oct-29		Nov-29		Dec-29		Jan-30		Feb-30		Mar-30		Apr-30		May-30		Jun-30		Jul-30		Aug-30		Sep-30		Oct-30		Nov-30		Dec-30		Jan-31		Feb-31		Mar-31		Apr-31		May-31		Jun-31		Jul-31		Aug-31		Sep-31		Oct-31		Nov-31		Dec-31		Jan-32		Feb-32		Mar-32		Apr-32		May-32		Jun-32		Jul-32		Aug-32		Sep-32		Oct-32		Nov-32		Dec-32		Jan-33		Feb-33		Mar-33		Apr-33		May-33		Jun-33		Jul-33		Aug-33		Sep-33		Oct-33		Nov-33		Dec-33		Jan-34		Feb-34		Mar-34		Apr-34		May-34		Jun-34		Jul-34		Aug-34		Sep-34		Oct-34		Nov-34		Dec-34		Jan-35		Feb-35		Mar-35		Apr-35		May-35		Jun-35		Jul-35		Aug-35		Sep-35		Oct-35		Nov-35		Dec-35		Jan-36		Feb-36		Mar-36		Apr-36		May-36		Jun-36		Jul-36		Aug-36		Sep-36		Oct-36		Nov-36		Dec-36		Jan-37		Feb-37		Mar-37		Apr-37		May-37		Jun-37		Jul-37		Aug-37		Sep-37		Oct-37		Nov-37		Dec-37		Jan-38		Feb-38		Mar-38		Apr-38		May-38		Jun-38		Jul-38		Aug-38		Sep-38		Oct-38		Nov-38		Dec-38		Jan-39		Feb-39		Mar-39		Apr-39		May-39		Jun-39		Jul-39		Aug-39		Sep-39		Oct-39		Nov-39		Dec-39		Jan-40		Feb-40		Mar-40		Apr-40		May-40		Jun-40		Jul-40		Aug-40		Sep-40		Oct-40		Nov-40		Dec-40		Jan-41		Feb-41		Mar-41		Apr-41		May-41		Jun-41		Jul-41		Aug-41		Sep-41		Oct-41		Nov-41		Dec-41		Jan-42		Feb-42		Mar-42		Apr-42		May-42		Jun-42		Jul-42		Aug-42		Sep-42		Oct-42		Nov-42		Dec-42		Jan-43		Feb-43		Mar-43		Apr-43		May-43		Jun-43		Jul-43		Aug-43		Sep-43		Oct-43		Nov-43		Dec-43		Jan-44		Feb-44		Mar-44		Apr-44		May-44		Jun-44		Jul-44		Aug-44		Sep-44		Oct-44		Nov-44		Dec-44		Jan-45		Feb-45		Mar-45		Apr-45		May-45		Jun-45		Jul-45		Aug-45		Sep-45		Oct-45		Nov-45		Dec-45		Jan-46		Feb-46		Mar-46		Apr-46		May-46		Jun-46		Jul-46		Aug-46		Sep-46		Oct-46		Nov-46		Dec-46		Jan-47		Feb-47		Mar-47		Apr-47		May-47		Jun-47		Jul-47		Aug-47		Sep-47		Oct-47		Nov-47		Dec-47		Jan-48		Feb-48		Mar-48		Apr-48		May-48		Jun-48		Jul-48		Aug-48		Sep-48		Oct-48		Nov-48		Dec-48		Jan-49		Feb-49		Mar-49		Apr-49		May-49		Jun-49		Jul-49		Aug-49		Sep-49		Oct-49		Nov-49		Dec-49		Jan-50		Feb-50		Mar-50		Apr-50		May-50		Jun-50		Jul-50		Aug-50		Sep-50		Oct-50		Nov-50		Dec-50		Jan-51		Feb-51		Mar-51		Apr-51		May-51		Jun-51		Jul-51		Aug-51		Sep-51		Oct-51		Nov-51		Dec-51		Jan-52		Feb-52		Mar-52		Apr-52		May-52		Jun-52		Jul-52		Aug-52		Sep-52		Oct-52		Nov-52		Dec-52		Jan-53		Feb-53		Mar-53		Apr-53		May-53		Jun-53		Jul-53		Aug-53		Sep-53		Oct-53		Nov-53		Dec-53		Jan-54		Feb-54		Mar-54		Apr-54		May-54		Jun-54		Jul-54		Aug-54		Sep-54		Oct-54		Nov-54		Dec-54		Jan-55		Feb-55		Mar-55		Apr-55		May-55		Jun-55		Jul-55		Aug-55		Sep-55		Oct-55		Nov-55		Dec-55		Jan-56		Feb-56		Mar-56		Apr-56		May-56		Jun-56		Jul-56		Aug-56		Sep-56		Oct-56		Nov-56		Dec-56		Jan-57		Feb-57		Mar-57		Apr-57		May-57		Jun-57		Jul-57		Aug-57		Sep-57		Oct-57		Nov-57		Dec-57		Jan-58		Feb-58		Mar-58		Apr-58		May-58		Jun-58		Jul-58		Aug-58		Sep-58		Oct-58		Nov-58		Dec-58		Jan-59		Feb-59		Mar-59		Apr-59		May-59		Jun-59		Jul-59		Aug-59		Sep-59		Oct-59		Nov-59		Dec-59		Jan-60		Feb-60		Mar-60		Apr-60		May-60		Jun-60		Jul-60		Aug-60		Sep-60		Oct-60		Nov-60		Dec-60		Jan-61		Feb-61		Mar-61		Apr-61		May-61		Jun-61		Jul-61		Aug-61		Sep-61		Oct-61		Nov-61		Dec-61		Jan-62		Feb-62		Mar-62		Apr-62		May-62		Jun-62		Jul-62		Aug-62		Sep-62		Oct-62		Nov-62		Dec-62		Jan-63		Feb-63		Mar-63		Apr-63		May-63		Jun-63		Jul-63		Aug-63		Sep-63		Oct-63		Nov-63		Dec-63		Jan-64		Feb-64		Mar-64		Apr-64		May-64		Jun-64		Jul-64		Aug-64		Sep-64		Oct-64		Nov-64		Dec-64		Jan-65		Feb-65		Mar-65		Apr-65		May-65		Jun-65		Jul-65		Aug-65		Sep-65		Oct-65		Nov-65		Dec-65		Jan-66		Feb-66		Mar-66		Apr-66		May-66		Jun-66		Jul-66		Aug-66		Sep-66		Oct-66		Nov-66		Dec-66		Jan-67		Feb-67		Mar-67		Apr-67		May-67		Jun-67		Jul-67		Aug-67		Sep-67		Oct-67		Nov-67		Dec-67		Jan-68		Feb-68		Mar-68		Apr-68		May-68		Jun-68		Jul-68		Aug-68		Sep-68		Oct-68		Nov-68		Dec-68		Jan-69		Feb-69		Mar-69		Apr-69		May-69		Jun-69		Jul-69		Aug-69		Sep-69		Oct-69		Nov-69		Dec-69		Jan-70		Feb-70		Mar-70		Apr-70		May-70		Jun-70		Jul-70		Aug-70		Sep-70		Oct-70		Nov-70		Dec-70		Jan-71		Feb-71		Mar-71		Apr-71		May-71		Jun-71		Jul-71		Aug-71		Sep-71		Oct-71		Nov-71		Dec-71		Jan-72		Feb-72		Mar-72		Apr-72		May-72		Jun-72		Jul-72		Aug-72		Sep-72		Oct-72		Nov-72		Dec-72		Jan-73		Feb-73		Mar-73		Apr-73		May-73		Jun-73		Jul-73		Aug-73		Sep-73		Oct-73		Nov-73		Dec-73		Jan-74		Feb-74		Mar-74		Apr-74		May-74		Jun-74		Jul-74		Aug-74		Sep-74		Oct-74		Nov-74		Dec-74		Jan-75		Feb-75		Mar-75		Apr-75		May-75		Jun-75		Jul-75		Aug-75		Sep-75		Oct-75		Nov-75		Dec-75		Jan-76		Feb-76		Mar-76		Apr-76		May-76		Jun-76		Jul-76		Aug-76		Sep-76		Oct-76		Nov-76		Dec-76		Jan-77		Feb-77		Mar-77		Apr-77		May-77		Jun-77		Jul-77		Aug-77		Sep-77		Oct-77		Nov-77		Dec-77		Jan-78		Feb-78		Mar-78		Apr-78		May-78		Jun-78		Jul-78		Aug-78		Sep-78		Oct-78		Nov-78		Dec-78		Jan-79		Feb-79		Mar-79		Apr-79		May-79		Jun-79		Jul-79		Aug-79		Sep-79		Oct-79		Nov-79		Dec-79		Jan-80		Feb-80		Mar-80		Apr-80		May-80		Jun-80		Jul-80		Aug-80		Sep-80		Oct-80		Nov-80		Dec-80		Jan-81		Feb-81		Mar-81		Apr-81		May-81		Jun-81		Jul-81		Aug-81		Sep-81		Oct-81		Nov-81		Dec-81		Jan-82		Feb-82		Mar-82		Apr-82		May-82		Jun-82		Jul-82		Aug-82		Sep-82		Oct-82		Nov-82		Dec-82		Jan-83		Feb-83		Mar-83		Apr-83		May-83		Jun-83		Jul-83		Aug-83		Sep-83		Oct-83		Nov-83		Dec-83		Jan-84		Feb-84		Mar-84		Apr-84		May-84		Jun-84		Jul-84		Aug-84		Sep-84		Oct-84		Nov-84		Dec-84		Jan-85		Feb-85		Mar-85		Apr-85		May-85		Jun-85		Jul-85		Aug-85		Sep-85		Oct-85		Nov-85		Dec-85		Jan-86		Feb-86		Mar-86		Apr-86		May-86		Jun-86		Jul-86		Aug-86		Sep-86		Oct-86		Nov-86		Dec-86		Jan-87		Feb-87		Mar-87		Apr-87		May-87		Jun-87		Jul-87		Aug-87		Sep-87		Oct-87		Nov-87		Dec-87		Jan-88		Feb-88		Mar-88		Apr-88		May-88		Jun-88		Jul-88		Aug-88		Sep-88		Oct-88		Nov-88		Dec-88		Jan-89		Feb-89		Mar-89		Apr-89		May-89		Jun-89		Jul-89		Aug-89		Sep-89		Oct-89		Nov-89		Dec-89		Jan-90		Feb-90		Mar-90		Apr-90		May-90		Jun-90		Jul-90		Aug-90		Sep-90		Oct-90		Nov-90		Dec-90		Jan-91		Feb-91		Mar-91		Apr-91		May-91		Jun-91		Jul-91		Aug-91		Sep-91		Oct-91		Nov-91		Dec-91		Jan-92		Feb-92		Mar-92		Apr-92		May-92		Jun-92		Jul-92		Aug-92		Sep-92		Oct-92		Nov-92		Dec-92		Jan-93		Feb-93		Mar-93		Apr-93		May-93		Jun-93		Jul-93		Aug-93		Sep-93		Oct-93		Nov-93		Dec-93		Jan-94		Feb-94		Mar-94		Apr-94		May-94		Jun-94		Jul-94		Aug-94		Sep-94		Oct-94		Nov-94		Dec-94		Jan-95		Feb-95		Mar-95		Apr-95		May-95		Jun-95		Jul-95		Aug-95		Sep-95		Oct-95		Nov-95		Dec-95		Jan-96		Feb-96		Mar-96		Apr-96		May-96		Jun-96		Jul-96		Aug-96		Sep-96		Oct-96		Nov-96		Dec-96		Jan-97		Feb-97		Mar-97		Apr-97		May-97		Jun-97		Jul-97		Aug-97		Sep-97		Oct-97		Nov-97		Dec-97		Jan-98		Feb-98		Mar-98		Apr-98		May-98		Jun-98		Jul-98		Aug-98		Sep-98		Oct-98		Nov-98		Dec-98		Jan-99		Feb-99		Mar-99		Apr-99		May-99		Jun-99		Jul-99		Aug-99		Sep-99		Oct-99		Nov-99		Dec-99		Jan-00		Feb-00		Mar-00		Apr-00		May-00		Jun-00		Jul-00		Aug-00		Sep-00		Oct-00		Nov-00		Dec-00		Jan-01		Feb-01		Mar-01		Apr-01		May-01		Jun-01		Jul-01		Aug-01		Sep-01		Oct-01		Nov-01		Dec-01		Jan-02		Feb-02		Mar-02		Apr-02		May-02		Jun-02		Jul-02		Aug-02		Sep-02		Oct-02		Nov-02		Dec-02		Jan-03		Feb-03		Mar-03		Apr-03		May-03		Jun-03		Jul-03		Aug-03		Sep-03		Oct-03		Nov-03		Dec-03		Jan-04		Feb-04		Mar-04		Apr-04		May-04		Jun-04		Jul-04		Aug-04		Sep-04		Oct-04		Nov-04		Dec-04		Jan-05		Feb-05		Mar-05		Apr-05		May-05		Jun-05		Jul-05		Aug-05		Sep-05		Oct-05		Nov-05		Dec-05		Jan-06		Feb-06		Mar-06		Apr-	

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		\$ -	

COST SCHEDULES

Attachment A

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
				\$ 3,844,475	\$ 2,953,765	\$ 890,710	\$ 739,193

Schedule 10  
CalWIN Implementation Support Optional Training Facilities

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
TOTAL PROJECTED EQUIPMENT COST (ALL SFY 2022/23)			\$823,742

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 Consortitum 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	\$ 1,889,404				\$ 1,889,404
	Total Post Implementation Maximum Price				\$ 2,455,838	\$ -	\$ -	\$ 566,434	\$1,889,404

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 and Deliverables. If hours and staffing need to be adjusted to fall under this limit, we will adjust accordingly.