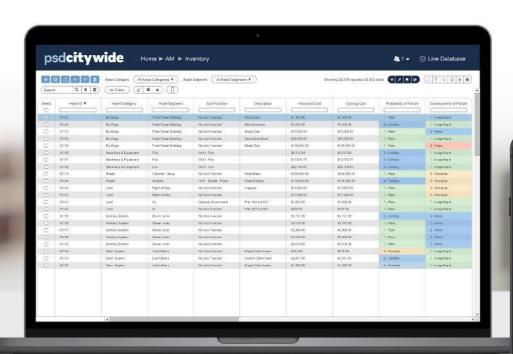


Pricing







PSD Citywide would provide Sourcewell participating agencies the following discounts:

- Annual Maintenance and Support: 20% discount off list price for the first year
- Professional Services: 5% discount off list price

Pricing in the local currency of the participating agency (USD or CAD).

Pricing for professional services can range from \$20,000 to \$500,000+ depending on the scope of the implementation. Scoping is done on a customer-by-customer basis with consideration for the client's population, modules, asset categories, and departments to be implemented.

Pricing Tables

Pricing tables can be found below for each of the categories we are submitting a proposal for. Some of the tables are repeated in multiple categories as our modules are multifaceted and can help our clients deal with a variety of day-to-day and planned work requirements.

Category 1: Core Administrative Systems

B) Financial Performance, Spend, or Expense Management Software:

Citywide Budgeting: Operating, Capital, Salary

| | Professional Services | | Annual Maintenance and Support | |
|-------------------|------------------------|------------------------------|--------------------------------|---------------------------|
| Client Population | List Price | Sourcewell Contract Price | List Price | Sourcewell Contract Price |
| Under 10,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$20,000 | \$16,000 |
| 10,000-30,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$40,000 | \$32,000 |
| 30,000-60,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$55,000 | \$44,000 |
| 60,000-90,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$70,000 | \$56,000 |
| 90,000-250,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$95,000 | \$76,000 |
| 250,000+ | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$115,000 | \$92,000 |

Category 3: Asset and Risk Management

A) Computerized Maintenance Management System (CMMS):

| | Professional Services A | | Annual Maintenance and Support | |
|-------------------|-------------------------|------------------------------|--------------------------------|------------------------------|
| Client Population | List Price | Sourcewell Contract Price | List Price | Sourcewell Contract Price |
| Under 10,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$20,000 | \$16,000 |
| 10,000-30,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$40,000 | \$32,000 |
| 30,000-60,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$55,000 | \$44,000 |
| 60,000-90,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$70,000 | \$56,000 |
| 90,000-250,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$95,000 | \$76,000 |
| 250,000+ | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$115,000 | \$92,000 |



B) Facility Management Software:

Citywide Assets

| | Professional Services A | | Annual Maintenance and Support | |
|-------------------|-------------------------|------------------------------|--------------------------------|------------------------------|
| Client Population | List Price | Sourcewell Contract Price | List Price | Sourcewell Contract Price |
| Under 10,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$15,000 | \$12,000 |
| 10,000-30,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$25,000 | \$20,000 |
| 30,000-60,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$35,000 | \$28,000 |
| 60,000-90,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$45,000 | \$36,000 |
| 90,000-250,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$55,000 | \$44,000 |
| 250,000+ | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$65,000 | \$52,000 |

| | Professional Services | | Annual Maintenance and Support | |
|-------------------|------------------------|------------------------------|--------------------------------|------------------------------|
| Client Population | List Price | Sourcewell Contract Price | List Price | Sourcewell Contract Price |
| Under 10,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$20,000 | \$16,000 |
| 10,000-30,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$40,000 | \$32,000 |
| 30,000-60,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$55,000 | \$44,000 |
| 60,000-90,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$70,000 | \$56,000 |
| 90,000-250,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$95,000 | \$76,000 |
| 250,000+ | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$115,000 | \$92,000 |



Category 4: Public Engagement and Specialized Services

B) Municipal Services, Inspections, Licensing, Grants, Tax, Permitting

Citywide Permitting: Building, Planning, Licensing, Customer Portal

| | Professional Services | | Annual Maintenance and Support | |
|-------------------|------------------------|------------------------------|--------------------------------|------------------------------|
| Client Population | List Price | Sourcewell Contract Price | List Price | Sourcewell Contract Price |
| Under 10,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$20,000 | \$16,000 |
| 10,000-30,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$40,000 | \$32,000 |
| 30,000-60,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$60,000 | \$48,000 |
| 60,000-90,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$80,000 | \$64,000 |
| 90,000-250,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$100,000 | \$80,000 |
| 250,000+ | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$150,000 | \$120,000 |

C) Parks and Recreation Software

Citywide Assets

| | Professional Services A | | Annual Maintenance and Support | |
|-------------------|-------------------------|------------------------------|---------------------------------------|------------------------------|
| Client Population | List Price | Sourcewell Contract Price | List Price | Sourcewell Contract Price |
| Under 10,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$15,000 | \$12,000 |
| 10,000-30,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$25,000 | \$20,000 |
| 30,000-60,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$35,000 | \$28,000 |
| 60,000-90,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$45,000 | \$36,000 |
| 90,000-250,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$55,000 | \$44,000 |
| 250,000+ | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$65,000 | \$52,000 |

| | Professional Services A | | Annual Maintenance and Support | |
|-------------------|-------------------------|----------------------------|--------------------------------|------------------------------|
| Client Population | List Price | Sourcewell Contract Price | List Price | Sourcewell Contract Price |
| Under 10,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$20,000 | \$16,000 |
| 10,000-30,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$40,000 | \$32,000 |
| 30,000-60,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$55,000 | \$44,000 |
| 60,000-90,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$70,000 | \$56,000 |
| 90,000-250,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$95,000 | \$76,000 |
| 250,000+ | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$115,000 | \$92,000 |



D) Citizen Relationship/Engagement Management

Citywide Permitting: Building, Planning, Licensing, Customer Portal

| | Professional Services A | | Annual Maintenance and Support | |
|-------------------|-------------------------|------------------------------|--------------------------------|------------------------------|
| Client Population | List Price | Sourcewell Contract Price | List Price | Sourcewell Contract Price |
| Under 10,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$20,000 | \$16,000 |
| 10,000-30,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$40,000 | \$32,000 |
| 30,000-60,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$60,000 | \$48,000 |
| 60,000-90,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$80,000 | \$64,000 |
| 90,000-250,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$100,000 | \$80,000 |
| 250,000+ | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$150,000 | \$120,000 |

| | Professional Services A | | Annual Maintenance and Support | |
|-------------------|-------------------------|------------------------------|--------------------------------|------------------------------|
| Client Population | List Price | Sourcewell Contract Price | List Price | Sourcewell Contract Price |
| Under 10,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$20,000 | \$16,000 |
| 10,000-30,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$40,000 | \$32,000 |
| 30,000-60,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$55,000 | \$44,000 |
| 60,000-90,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$70,000 | \$56,000 |
| 90,000-250,000 | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$95,000 | \$76,000 |
| 250,000+ | \$225/hr or \$1800/day | \$213.75/hr or \$1,710/day | \$115,000 | \$92,000 |