

## **EXHIBIT Q COST PROPOSAL**

- 1. Total Project Cost** – In this **Exhibit**, provide pricing details below to meet full compliance of scope and requirements as defined in this RFP. This shall include everything necessary to complete system implementation. The Offeror should provide separately in this exhibit, cost on all required Software (modules), Cables, and Hardware required, services, implementation, including conversation or customization charges from our existing application and/or forms and formats, attaching separate pages if required, component name, part number, and pricing for all standard components of the proposed **Software System**. Any applicable costs associated with training, implementation, and installation should be clearly identified. Installation charges should cover all necessary components, including but not limited to cabling, connections, and wall plates, all with the intention of providing a complete operational system. Price submitted by vendor must include estimates for travel, lodging, meals, and any other associated costs ***Offerors should detail clearly, in the Installation Plan, any parts of the installation that the Offeror believes are the responsibility of the Hospital.***
- 2. Prices** – All prices/discounts shall be F.O.B. destination and shall include all parts, labor, materials, software, surcharges, supplies, freight, administrative costs, etc., to fulfill the terms, conditions, and scope of work as called for in this RFP and must be based upon percent (%) discount off your current Published List Price.
- 3. Licensing** – What is the licensing structure for your product? (By concurrent users, server installations, perpetual, month to month etc.). Do you offer various licensing models, hosted solutions, etc.? If you provide a hosted solution, may UNMHSC elect, at a future point in time, to operate the software on its own servers at no additional licensing charge? In your pricing please indicate if the License fees are month to month or perpetual.
- 4. Year one costs, and Subsequent Annual Costs** - What are the initial or year one costs including yearly maintenance, support, and any other items or are they included in the Total Project Cost? What are the year two, three, and subsequent year's annual costs? What goods and services are provided in such years?
- 5. Future Enhancements** – Provide details or estimates on cost structure for any enhancements to basic functionality requested or anticipated expansion of the product in future years. Please describe the product roadmap via a white paper or other documentation or text. For example, do you typically release new versions of the software every 6 months, 9 months, 18 months, etc.... Assuming UNMHSC purchases your product in the **Spring, 2019**, where is that in the product cycle?
- 6. A description of additional charges for any extra services – including a not to exceed amount.**
- 7. Prices shall remain firm throughout the initial contract year whichever is longer. Price increases will be subject to review and approval prior to any subsequent renewal period and upon sixty (60) days advance written notice.**

**If your company would like UNMHSC to consider alternative pricing models, please include them in addition to the minimum requirements. Any charges not specifically identified in this section of your response will be considered free of charge.**

<b>Project Component: (break costs out annually, year 1 year 2, etc. and distinguish if they are one time fees or re-accruing.</b>					
<u>Description</u>	<u># Units (Hours, users, year (s))</u> <u>QTY</u>	<u>List Price</u>	<u>% off List Price</u>	<u>UNM Price (ea)</u>	<u>UNM Extended Price</u>
Enterprise License Fees					
Annual Maintenance Support					
Hosting					
Implementation					
System Installation/configuration/Integration					
Project Management					
Development of Interface					
Testing					
Technical and End User Training					
System Upgrade(s)					

<b>Travel: Any applicable costs associated with training, should be clearly identified.</b>					
<u>Description</u>	<u># Units (Hours, users, year (s))</u> <u>QTY</u>	<u>List Price</u>	<u>% off List Price</u>	<u>UNM Price (ea)</u>	<u>UNM Extended Price</u>

<b>Future Service/Enhancement Cost – For information only. Not to be evaluated. Provide details or estimates on cost structure for any enhancements to basic functionality requested or anticipated expansion of the product in future years. Although data conversion and custom software development are not part of this implementation, these services may be required in the future. Please provide bill-rated for each service below.</b>					
<u>Description</u>	<u># Units (Hours, users, year (s))</u> <u>QTY</u>	<u>List Price</u>	<u>% off List Price</u>	<u>UNM Price (ea)</u>	<u>UNM Extended Price</u>

**Post Warranty Service Schedule:** The Vendor should provide in this exhibit the Post Warranty Service Schedule, attaching separate files as required, post warranty service costs and options. The Vendor should outline options available and, for any such option, propose a detailed scope of Services, along with a statement of the costs, fees and reimbursable expenses which will apply to those Services. In addition, the Vendor should indicate whether there are any technology obsolescence programs or options that will prevent technology obsolescence and keep the software (modules) and required hardware current throughout the next five (5) to seven (8) years. Any costs associated with this program or option should be identified for each Software Module and Projected Hardware.

<u>Component Name</u>	<u>Part #</u>	<u>Description</u>	<u>Term of Service (1, 2, 3, 4 years etc.)</u>	<u>List Price (Hourly rate)</u>	<u>Percent of List Price</u>	<u>UNMHSC Ext Price</u>

**Additional Pricing Information:** The Vendor should complete and submit this exhibit showing any Additional Pricing Information where any of the pricing schedules does not provide a line item for something.

<u>Description</u>	<u># Units (Hours, users, year (s) QTY</u>	<u>List Price</u>	<u>% off List Price</u>	<u>UNM Price (ea)</u>	<u>UNM Extended Price</u>

**Costs To UNMHSC:** Offerors should detail clearly, any parts of the installation that the Offeror believes are the responsibility of the Hospital.

<u>Description</u>	<u># Units (Hours, users, year (s) QTY</u>				