

Department of Information Resources
Request for Offer DIR-CPO-TMP-570
Software, Commercially of the Shelf and Related Services
Bid Package 2 -ITEMIZED PRICING SHEET

Company Name: Systemates, Inc.

IF Respondent IS PROVIDING THE ENTIRE LINE FOR A SPECIFIC BRAND, PROVIDE CATALOGUE LINK AND LIST HERE MOST SOLD PRODUCTS

* For Respondent reference: DIR CUSTOMER PRICE contains 0.75% DIR Administrative Fee and it will be AUTOMATICALLY calculated once all other cells are filled.

For reference purposes, the formula to calculate DIR Customer Price is: DIR Customer Price = MSRP x (1-DIR Discount%) x (1+0.75%)

DO NOT make any changes to the format of the grids. Insert additional rows as needed.

CATEGORY	SUBCATEGORY	BRAND Name if Applies otherwise enter N/A	SERVICE DESCRIPTION	SERVICE CATEGORY	SERVICE PART NUMBER	Serve Unit	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*	AVERAGE BRAND DISCOUNT
Initial Setup	Base Package *Required with initial purchase of Projectmates.	Projectmates	Initial website setup and testing, design and install portal page.	Initial Setup	PM-TC-Setup	each	\$5,600.00	10.00%	\$ 5,077.80	10.00%
Implementation	Base Package *Required with initial purchase of Projectmates.	Projectmates	Implementation program for up to 40 users: - Discovery, system configuration, proof-of- concept workshop - 100 hours of professional services. All meetings are web based.	Implementation	PM-TC-Implementation	each	\$17,500.00	5.00%	\$ 16,749.69	5.00%
Training	Base Package *Required with initial purchase of Projectmates.	Projectmates	Initial 2 days web-based Power user and site administrator training (up to 10 users).	Training	PM-2DOS-PU-Training	each	\$7,297.50	5.00%	\$ 6,984.62	5.00%
Training	Base Package *Required with initial purchase of Projectmates.	Projectmates	Web-based training - 4 x 3 hr. sessions (up to 15 users per session)	Training	PM-4X3HWB-EU- Training	each	\$2,730.00	5.00%	\$ 2,612.95	
Support	Base Package *Required with initial purchase of Projectmates.	Projectmates	Escalated support for first 2 months	Support	PM-TC-EscalatedSupport	each	\$6,090.00	5.00%	\$ 5,828.89	5.00%
Additional Hours	Additional Hours	Projectmates	Technical Services - Project Manager (additional implementation, configuration, etc.)	Configuration	PM-PS-Non Programming	hour	\$175.00	5.00%	\$ 167.50	5.00%
Additional Hours	Additional Hours	Projectmates	Advanced Configuration Technical Services and Support (custom reports, integration configuration, customization, API support, etc.)	Configuration	PM-PS-Configuration	hour	\$225.00	5.00%	\$ 215.35	
Additional Hours	Additional Hours	Projectmates	Technical Services - Senior Project Manager (supervision, program deployment, etc.)	Configuration	PM-PS-SPM	hour	\$290.00	5.00%	\$ 277.57	

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BRAND	FUNCTION	SOFTWARE CATEGORY (Select from Dropdown)	PRODUCT DESCRIPTION	PRODUCT PART NUMBER	MSRP or LIST PRICE	DIR Customer Discount % off MSRP	DIR Customer Price*	Unit	AVERAGE BRAND DISCOUNT
Projectmates	Construction Project Management Software SaaS Licenses	SaaS	Projectmates SaaS - Dedicated Private Cloud - Site License with total 40 user licenses. (Includes 10 Reporting and 2 Site Administrator licenses) per year	PM-TC	\$ 45,425.00	10.00%	\$ 41,189.12	Each	10.00%
Projectmates	Construction Project Management Software SaaS Licenses	SaaS	Additional User Licenses (Pack of 10) per year. PM-ADD-TC10-Implementation required if purchasing users within first year	PM-ADD-10-Users	\$ 7,245.00	10.00%	\$ 6,569.40	Pack of 10	
Projectmates	Construction Project Management Software SaaS Licenses	SaaS	Additional Reporting User Licenses (Pack of 5) per year.	PM-ADD-5-Report-Users	\$1,725.00	10.00%	\$ 1,564.14	Pack of 10	
Projectmates	Construction Project Management Software SaaS Licenses	SaaS	Additional Site Admin User License (Each) per year. Project User and Report User License Required. *PM-PS-Tier 1 is required, as applicable.	PM-ADD-Site-Admin-User	\$3,450.00	10.00%	\$ 3,128.29	Pack of 10	
Projectmates	Construction Project Management Software Add On Tools	Related Services	BIM/CAD/PDF Markup Tool - Annual fee	PM-ADD-BIM/PDF	\$ 6,900.00	5.00%	\$ 6,604.16	Each	5.00%
Projectmates	Construction Project Management Software Add On Tools	Related Services	Asset Planning *PM-PS-Tier 1: Additional Hours - Implementation for Asset Planning required with purchase of this add-on tool. 20-60 hours recommended	PM-ADD-AssetPlanning	\$ 3,450.00	5.00%	\$ 3,302.08	Each	
Projectmates	Construction Project Management Software Add On Tools	Related Services	Instant Integration for Accounts Payable (Separate SFTP Account required to be hosted by client) *PM-PS-Tier 1: Additional Hours - Implementation for Instant Integration required with purchase of this add-on tool. 40-100 hours recommended	PM-ADD-Instant Integration-Annual	\$ 6,900.00	5.00%	\$ 6,604.16	Each	
Projectmates	Construction Project Management Software Add On Tools	Related Services	Single Sign-On Integration PM-PS-Tier 2: Additional Hours - SSO Configuration is required with the purchase of this tool. 40-60 hours recommended	PM-ADD-SSO-Annual	\$ 6,900.00	5.00%	\$ 6,604.16	Each	
Projectmates	Construction Project Management Software Add On Tools	Related Services	Capital Planning *PM-PS-Tier 1: Additional Hours - Implementation for Capital Planning required with purchase of this add-on tool. 40-100 hours recommended	PM-ADD-CIP-Annual	\$ 6,900.00	5.00%	\$ 6,604.16	Each	
Projectmates	Construction Project Management Software Add On Tools	Related Services	DocuSign Integration *Requires DocuSign account, not included or sold by Systemates, Inc. PM-PS-Tier 1: Additional Hours - Setup for DocuSign is required with the purchase of this tool. 8 hours recommended	PM-ADD-DocuSign-Annual	\$ 1,150.00	5.00%	\$ 1,100.69	Each	
Projectmates	Construction Project Management Software Add On Tools	Related Services	BI Integration (need separate BI account) *PM-PS-Tier 2: Additional Hours - Setup and implementation for BI Integration. 30-40 hours recommended	PM-ADD-BI-Annual	\$ 6,210.00	5.00%	\$ 5,943.75	Each	
Projectmates	Construction Project Management Software Add On Tools	Related Services	Projectmates API *PM-PS-Tier 2: Additional Hours - Setup and Implementation for API required with purchase of this add-on tool. 68-100 hours recommended. Includes sandbox server for 1 year.	PM-ADD-API-Annual	\$ 11,500.00	5.00%	\$ 11,006.94	Each	