

Proposer's Name: _____

RFP No: DMH-1109B2

APPENDIX C

PRICE AND SCHEDULE OF PAYMENTS

**Addendum Number One
January 13, 2010**



**Integrated Behavioral Health
Information System**



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INSTRUCTIONS

Appendix C (Price and Schedule of Payments) contains a series of spreadsheets designed to provide a clear understanding of Proposer's pricing. Proposer shall provide a proposed fixed price for all System Software, all training, installation, other Implementation Services, and all Other Professional Services in accordance with Appendix A (Statement of Work), Appendix E (Sample Agreement) and Appendix D (Maintenance and Support Services) of this RFP. Proposals may be deemed non-responsive in the event of Proposer's failure to comply with any of the following:

- The pricing shall be inclusive of all labor, overhead, travel, equipment, materials and any other expenses required to deliver all Deliverables, products, services and other Work in accordance with Appendix A (Statement of Work) and the requirements and Specifications of the Agreement. Proposer assumes all liability for any omissions.
- Complete and provide the descriptive detail requested for each and every required section and schedule [e.g., Section I.A (System Software: Baseline Application Software), Section I.B (System Software: Third Party Software), Section II (System Training), Section III.A (Professional Services: Custom Programming Modifications), Section III.B (Professional Services: Interfaces), Section III.C (Professional Services: Fixed Price Professional Services), Section IV (Maintenance and Support Services), Section V (Other Professional Services), and Schedule of Payments].
Note: Where a specific item does not apply, do not leave the response field blank, respond N/A (i.e., Not Applicable), and briefly explain why it is not applicable.
- Proposer shall provide all dollar amounts in a two (2) decimal format and all descriptive information in alphanumeric characters and text formats.
- All pricing shall be quoted in U.S. dollars. All applicable duties, licensing fees, taxes, transportation charges and pass-through charges shall be included in the proposed fixed price. No hidden prices or costs will be accepted.
- All price quotations shall be firm and an irrevocable offer which shall remain in full force and effect for a minimum of three hundred and ninety (390) days after the proposal submission due date set forth in Section 1.3 (RFP Timetable) of the RFP Body, or until execution by County's Board of Supervisors of any resultant Agreement, whichever occurs later.
- Formulas will automatically transfer the Total Fixed Price from each worksheet into the Total Pricing Summary Table worksheet.
Note: Proposer **shall not** enter pricing into the Total Pricing Summary Table worksheet.



- Proposer shall expand cells, wrap text, and respond to each section, as necessary.
- Unless otherwise specified in these instructions, Proposers **shall not** alter formulas. However, Proposer may copy an existing row to insert additional row(s) as needed and in each case as necessary, only adjust the cell formula(s) specified in the table below to include the cell reference(s) of the newly inserted row(s) for the following worksheets:

Worksheet	Cell formula for:
Section I.A (System Software: Baseline Application Software)	Baseline Application Software Total Fixed Price
Section I.B (System Software: Third Party Software)	Third Party Software Total Fixed Price
Section II (System Training)	All applicable Subtotals
Section III.A (Professional Services: Custom Programming Modifications)	Custom Programming Modifications Total Fixed Price
Section III.B (Professional Services: Interfaces)	Interfaces Total Fixed Price
Section III.C (Professional Services: Fixed Price Professional Services) Part B (Other Implementation Tasks)	Fixed Price Professional Services Total Fixed Price Part B
Section IV (Maintenance and Support Services)	System Software Monthly Total
Schedule of Payments	All applicable Subtotals

- Item No. shall be a sequential number assigned by Proposer for each additional Item (e.g., row) inserted by Proposer.
- All responses shall be in cells that are unshaded. No other templates shall be accepted.
- Proposer shall review each price, including totals and subtotals, in all sections of this Appendix C to ensure that each price is included, is accurate and represents Proposer's final price.

If there is any conflict between the costs, fees and/or rates set forth in the sections and/or schedules hereto or conflicts between any schedule or section and the Total Pricing Summary Table, such conflict shall be resolved in the manner set forth in Section 5.2 (Truth and Accuracy of Representations) of this RFP.

NOTE: County will purchase System Hardware under a separate contract as set forth in Appendix B.4 (System Hardware Response) of this RFP.



SECTION I.A - SYSTEM SOFTWARE: BASELINE APPLICATION SOFTWARE

Section I.A (System Software: Baseline Application Software) shall be used to provide descriptive information and proposed fixed prices for each Component of Baseline Application Software as identified in Appendix B.5 (System Software Response) to this RFP. Provide Product Name, Options and Purpose for each applicable System Software Component. Provide the Quantity and Unit Cost for each Component to calculate the Proposed Fixed Price (e.g., Total Qty X(times) Unit Cost =(equals) Proposed Fixed Price).

Item No.	Description of each Software Component	Total Qty	Unit Cost	Proposed Fixed Price
1	Product Name		\$0.00	\$0.00
	Options			
	Purpose			
2	Product Name		\$0.00	\$0.00
	Options			
	Purpose			
3	Product Name		\$0.00	\$0.00
	Options			
	Purpose			
BASELINE APPLICATION SOFTWARE TOTAL FIXED PRICE				\$0.00



SECTION I.B - SYSTEM SOFTWARE: THIRD PARTY SOFTWARE

Section I.B (System Software: Third Party Software) shall be used to provide descriptive information and proposed fixed prices for each Component of Third Party Software as identified in Appendix B.5 (System Software Response) to this RFP. Provide a description of each applicable Third Party Software Component, including Product Name, Manufacturer and/or Licensor, Product Part & Sku No, Options and Purpose. Provide the Quantity and Unit Cost for each Component to calculate the Proposed Fixed Price (e.g., Total Qty X(times) Unit Cost =(equals) Proposed Fixed Price).

Item No.	Description of each Third Party Software Component	Total Qty	Unit Cost	Proposed Fixed Price
1	Product Name			
	Manufacturer/Licensor			
	Product Part/Sku No.		\$0.00	\$0.00
	Options			
	Purpose			
2	Product Name			
	Manufacturer/Licensor			
	Product Part/Sku No.		\$0.00	\$0.00
	Options			
	Purpose			
3	Product Name			
	Manufacturer/Licensor			
	Product Part/Sku No.		\$0.00	\$0.00
	Options			
	Purpose			
THIRD PARTY SOFTWARE TOTAL FIXED PRICE				\$0.00



SECTION II - SYSTEM TRAINING

Section II (System Training) shall be used to provide descriptive information and proposed fixed prices for each course of System Training to be provided in accordance with Task 4.0 (System Training) to Appendix A (Statement of Work), and in accordance with Appendices B.1 (Functional Requirements Response) and B.2 (Technical Requirements Response). If needed, Proposer shall enter all requested information for any other courses under Item No. 7 (Other (Recommended by Vendor)), including any training on peripheral hardware functionality (e.g., card readers, faceplates, bar code printers, etc.). For each User group listed in the Course column below, list each course provided in your training curriculum and include a brief course description and the Number of Training Days. Provide Maximum Unit Cost per Attendee to calculate the Proposed Fixed Price (e.g., Maximum County Personnel Per Course X (times), Maximum Unit Cost per Attendee = (equals) Proposed Fixed Price).

Item No.	Course Full Title and Description	No. of Training Days	Maximum County Personnel Per Course	Maximum Unit Cost Per Attendee	Proposed Fixed Price
1. SYSTEM ADMINISTRATION TRAINING					
1			2	\$0.00	\$0.00
2			2	\$0.00	\$0.00
3			2	\$0.00	\$0.00
Subtotal					\$0.00
2. DATABASE ADMINISTRATION TRAINING					
1			3	\$0.00	\$0.00
2			3	\$0.00	\$0.00
3			3	\$0.00	\$0.00
Subtotal					\$0.00
3. INTERFACE DEVELOPMENT TRAINING					
1			2	\$0.00	\$0.00
2			2	\$0.00	\$0.00
3			2	\$0.00	\$0.00
Subtotal					\$0.00
4. REPORT/QUERY WRITER TRAINING					
1			6	\$0.00	\$0.00
2			6	\$0.00	\$0.00
3			6	\$0.00	\$0.00
Subtotal					\$0.00
5. APPLICATION CONFIGURATION TRAINING					
1			20	\$0.00	\$0.00
2			20	\$0.00	\$0.00
3			20	\$0.00	\$0.00
Subtotal					\$0.00
6. APPLICATION TRAINER TRAINING					
1			27	\$0.00	\$0.00
2			27	\$0.00	\$0.00
3			27	\$0.00	\$0.00
Subtotal					\$0.00
7. OTHER (Recommended by Vendor)					
1				\$0.00	\$0.00
2				\$0.00	\$0.00
3				\$0.00	\$0.00
Subtotal					\$0.00
SYSTEM TRAINING TOTAL FIXED PRICE (Sum of Subtotals)					\$0.00



SECTION III.A - PROFESSIONAL SERVICES: CUSTOM PROGRAMMING MODIFICATIONS

Section III.A (Professional Services: Custom Programming Modifications) shall be used to provide proposed fixed prices for software modifications necessary to implement the proposed System Software in accordance with Task 7.0 (Develop Custom Programming Modifications) to Appendix A (Statement of Work). Describe proposed Custom Programming Modifications and provide a cross-reference to RFP Specifications. List: Appendix Name; Section, Task and/or Requirement Number. Provide a description which clearly defines the services to be provided; System Component(s) to be modified; staff classification required; and hours required. **Note:** Do not list Interfaces here.

Item No.	Provide Cross-Reference to RFP Specifications		Description	Proposed Fixed Price
	Appendix Name	Section, Task and/or Requirement No.		
1			Description of Services	\$0.00
			System Component(s)	
			Staff classification required ⁽¹⁾	
			Hours required	
2			Description of Services	\$0.00
			System Component(s)	
			Staff classification required ⁽¹⁾	
			Hours required	
3			Description of Services	\$0.00
			System Component(s)	
			Staff classification required ⁽¹⁾	
			Hours required	
CUSTOM PROGRAMMING MODIFICATIONS TOTAL FIXED PRICE				\$0.00

⁽¹⁾ Each Staff classification required shall be payable at the hourly labor rate set forth in Section V (Other Professional Services) of this Appendix C (Price and Schedule of Payments).



SECTION III.B - PROFESSIONAL SERVICES: INTERFACES

Section III.B (Professional Services: Interfaces) shall be used to provide proposed fixed prices for Interfaces necessary to implement the proposed System Software in accordance with Task 6.0 (Integration) to Appendix A (Statement of Work). Describe proposed Interfaces to RFP Specifications. List: Appendix Name; Section, Task and/or Requirement Number. Provide a description which clearly defines the services to be provided; System Component(s) to be Interfaced; staff classification required; and hours required.

Item No.	Provide Cross-Reference to RFP Specifications		Description	Proposed Fixed Price
	Appendix Name	Section, Task and/or Requirement No.		
1			Description of Services	\$0.00
			System Component(s)	
			Staff classification required ⁽¹⁾	
			Hours required	
2			Description of Services	\$0.00
			System Component(s)	
			Staff classification required ⁽¹⁾	
			Hours required	
3			Description of Services	\$0.00
			System Component(s)	
			Staff classification required ⁽¹⁾	
			Hours required	
INTERFACES TOTAL FIXED PRICE				\$0.00

⁽¹⁾ Each Staff classification required shall be payable at the hourly labor rate set forth in Section V (Other Professional Services) of this Appendix C (Price and Schedule of Payments).



SECTION III.C - PROFESSIONAL SERVICES: FIXED PRICE PROFESSIONAL SERVICES

Part A of Section III.C (Professional Services: Fixed Price Professional Services) shall be used to provide proposed fixed prices for all professional services, except as otherwise already covered in the sections hereof, required to implement the proposed System Software in accordance with Appendix A (Statement of Work).

Note: Grayed boxes are excluded as payment points within this Section III.C as the proposed fixed price is provided in other sections of this Appendix C.

Part A: Other SOW Professional Services	Proposed Fixed Price
SOW 1.0 - Project Planning	
Deliverable 1.1 - Project Planning	\$0.00
Deliverable 1.2 - Contractor Staff	\$0.00
Deliverable 1.3 - Detailed Work Plan	\$0.00
SOW 2.0 - Project Status Report	
Deliverable 2.0 - Project Status Reports	\$0.00
SOW 3.0 - Verify System Hardware, Deliver and Load Software	
Deliverable 3.1 - Verify System Hardware Specifications	\$0.00
Deliverable 3.2 - Application Software Delivery	\$0.00
Deliverable 3.3 - Load Baseline Application Software	\$0.00
Deliverable 3.4 - Synchronize for Application and Database Replication	\$0.00
SOW 4.0 - System Training	
Deliverable 4.1 - Training Plan	\$0.00
Deliverable 4.2 - Training	
Deliverable 4.3 - Training Materials	\$0.00
SOW 5.0 - Configure System	
Deliverable 5.0 - Configure System	\$0.00
SOW 6.0 - Integration	
Deliverable 6.1 - Integration	



SECTION III.C - PROFESSIONAL SERVICES: FIXED PRICE PROFESSIONAL SERVICES

Part A: Other SOW Professional Services	Proposed Fixed Price
SOW 7.0 - Develop Custom Programming Modifications	
Deliverable 7.0 - Custom Programming Modifications	
SOW 8.0 - System Tests	
Deliverable 8.1 - System Test Plan	\$0.00
Deliverable 8.2 - Module Tests	\$0.00
Deliverable 8.3 - Reporting Tool Tests	\$0.00
Deliverable 8.4 - System Integration Test	\$0.00
Deliverable 8.5 - System Performance Test	\$0.00
SOW 9.0 - Data Conversion	
Deliverable 9.1 - Data Conversion Plan	\$0.00
Deliverable 9.2 - Data Conversion Programs	\$0.00
Deliverable 9.3 - Data Conversion Test	\$0.00
Deliverable 9.4 - Conversion	\$0.00
SOW 10.0 - System Cutover	
Deliverable 10.1 - System Cutover Plan	\$0.00
Deliverable 10.2 - Pilot Tests	\$0.00
Deliverable 10.3 - Final System Acceptance	\$0.00
SOW 11.0 - System Close-Out/Shut-Down ⁽²⁾	
Deliverable 11.1 - Close Out Plan	
Deliverable 11.2 - Data Files	
Deliverable 11.3 - Claims Run-Out Services	
Deliverable 11.4 - Audit Requests	
FIXED PRICE PROFESSIONAL SERVICES TOTAL FIXED PRICE PART A	\$0.00



SECTION III.C - PROFESSIONAL SERVICES: FIXED PRICE PROFESSIONAL SERVICES

Part B shall be used to provide any implementation Tasks not identified in Appendix A (Statement of Work), but required in accordance with the instructions of this Appendix C. Provide a description which clearly defines the services to be provided; staff classification required; and hours required.

Part B: Other Implementation Tasks			
Item No.	Description		Proposed Fixed Price
1	Description of Services		\$0.00
	Staff classification required		
	Hours required		
2	Description of Services		\$0.00
	Staff classification required		
	Hours required		
FIXED PRICE PROFESSIONAL SERVICES TOTAL FIXED PRICE PART B			\$0.00
FIXED PRICE PROFESSIONAL SERVICES TOTAL FIXED PRICE PART (A & B)			\$0.00

⁽²⁾ Deliverables 11.1 through 11.4 shall be payable at the hourly labor rate set forth in Section V (Other Professional Services) of this Appendix C and in accordance with Paragraph 35.2 (Transition Services) of Appendix E (Sample Agreement) of this RFP.



SECTION IV - MAINTENANCE AND SUPPORT SERVICES

Section IV (Maintenance and Support Services) shall be used to provide fixed price monthly fees and fixed price total annual fees for Maintenance and Support Services as set forth in Appendix D (Maintenance and Support Services) and in accordance with Paragraph 4.4 (Maintenance and Support Services) to Appendix E (Sample Agreement). Provide the monthly Maintenance and Support Fee for each item listed to calculate the Maximum Total Sum (e.g., System Software Monthly Total X (times) duration of Term (in months) = System Software Annual Total. Maximum Total Sum = The Sum of System Software Annual Totals).

MONTHLY MAINTENANCE AND SUPPORT FEES

Item No.	Software Component	Initial Term (Years 1 - 7)	First Option (Year 8)	Second Option (Year 9)	Third Option (Year 10)	Month-to-Month (Year 11)
	Product Name from Sections I.A (System Software: Baseline Application Software) and I.B (System Software: Third Party Software)					
1		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
2		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
3		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
4		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
5		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
6		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
7		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
8		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
9		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
10		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
11		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
12		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
13		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
14		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
SYSTEM SOFTWARE MONTHLY TOTAL		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
SYSTEM SOFTWARE ANNUAL TOTAL		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

MAXIMUM TOTAL FIXED PRICE: \$0.00



SECTION V - OTHER PROFESSIONAL SERVICES

Section V (Other Professional Services) shall be used to provide proposed fixed labor rates to be used for invoicing Other Professional Services in accordance with Paragraph 4.5 (Other Professional Services) and Paragraph 35.2 (Transition Services) of Appendix E (Sample Agreement) of this RFP. Add rows to the table as necessary to include Other Personnel.

Proposed Fixed Labor Rates are as follows:

Item No.	Job Title or Classification	Hourly Labor Rate
1	Project Manager	\$0.00
2	Trainers	\$0.00
3	Application Programming Support Resource	\$0.00
4	Interface Developer	\$0.00
5	Software Developer	\$0.00
6	<i>Other Personnel not listed above:⁽³⁾</i>	
	A.	\$0.00
	B.	\$0.00

⁽³⁾ Other Personnel not listed above includes other categories of developers or trainers not identified above.



SCHEDULE OF PAYMENTS

This Schedule of Payments shall be used to provide a comprehensive schedule of fixed prices for each Task or Deliverable as set forth in Appendix A (Statement of Work) of this RFP. Each payment item on this schedule shall have a corresponding entry in one of the other Sections of this Appendix C and all payment items appearing elsewhere in this Appendix C shall appear in this Schedule of Payments. With the exception of items listed in Sections IV (Maintenance and Support Services) and V (Other Professional Services), all payment items shall have an associated Task or Deliverable representing the Task or Deliverable by which the referenced item will be completed or System Software will be installed and in each case Accepted and subsequently invoiced to the County.

Schedule of Payments Item No.	Other Section Reference		Title of Payment Item	Proposed Task or Deliverable for Completion (Reference SOW)	Proposed Fixed Price
	Section	Item No.			
1					\$0.00
2					\$0.00
Subtotal Task 1.0 - Project Planning					\$0.00
1					\$0.00
2					\$0.00
Subtotal Task 2.0 - Project Status Reports					\$0.00
1					\$0.00
2					\$0.00
Subtotal Task 3.0 - Verify System Hardware, Deliver and Load Software					\$0.00
1					\$0.00
2					\$0.00
Subtotal Task 4.0 - System Training					\$0.00
1					\$0.00
2					\$0.00
Subtotal Task 5.0 - Configure System					\$0.00
1					\$0.00
2					\$0.00
Subtotal Task 6.0 - Integration					\$0.00
1					\$0.00
2					\$0.00
Subtotal Task 7.0 - Develop Custom Programming Modifications					\$0.00
1					\$0.00
2					\$0.00
Subtotal Task 8.0 - System Tests					\$0.00
1					\$0.00
2					\$0.00
Subtotal Task 9.0 - Data Conversion					\$0.00
1					\$0.00
2					\$0.00
Subtotal Task 10.0 - System Cutover					\$0.00
Subtotal Task 11.0 - System Close-Out /Shut-Down ⁽⁴⁾					
TOTAL SCHEDULE OF PAYMENTS					\$0.00

⁽⁴⁾ Task 11.0 (System Close-Out/Shut-Down) shall be payable at the hourly labor rate set forth in Section V (Other Professional Services) of this Appendix C and in accordance with Paragraph 35.2 (Transition Services) of Appendix E (Sample Agreement) of this RFP.



TOTAL PRICING SUMMARY TABLE

Formulas will automatically transfer the Total Fixed Price from each worksheet into this Total Pricing Summary Table. Proposer **shall not** enter pricing into this Total Pricing Summary Table. Proposer is responsible for ensuring that all prices in previous sections of this Appendix C are accurate and that the Total Fixed Price represents Proposer's final price.

Section	Category	Total Fixed Price
I	System Software	
I.A	System Software: Baseline Application Software	\$0.00
I.B	System Software: Third Party Software	\$0.00
II	System Training	\$0.00
III	Professional Services	
III.A	Professional Services: Custom Programming Modifications	\$0.00
III.B	Professional Services: Interfaces	\$0.00
III.C	Professional Services: Fixed Price Professional Services Part (A & B)	\$0.00
SUB-TOTAL		\$0.00
IV	Maintenance and Support Services	\$0.00
V	Other Professional Services	
TOTAL FIXED PRICE (Sub-Total + Section IV)		\$0.00