

Exhibit B Attachment:
Allowance Fee Proposal

As a local Ann Arbor company and because of our previous relationship with the City of Ann Arbor, our professional service rates will be discounted by 25%. In addition, there will be no charge for travel and/or text/voice.

The following table shows our original and discounted rates. These discounted rates are utilized to establish our unit prices for our consulting work.

	Original Rate	Discounted Rate
Lead Consultant	\$240.00	\$180.00
Implementation Consultant	\$210.00	\$155.00
Data Implementation Specialist	\$140.00	\$105.00
Project Coordinator	\$100.00	\$75.00
Software Engineers	\$135.00	\$100.00

Prioritization Criteria, Weighting, Scoring Model Update and Training

Steps 1, 2, 3, 6, 7, 8, 9, 10, 11, 12, 13 and 14 in Project Implementation Plan

	Hours	Discounted Fee
Lead Consultant	174	\$31,320.00
Implementation Consultant	78	\$12,090.00
Data Implementation Specialist	18	\$1,890.00
Project Coordinator	33	\$2,475.00
Software Engineers	58	\$5,800.00
Total Estimate	361	\$53,575.00

The total estimate for **Prioritization Criteria, Weighting, Scoring model update, and Training** is our not-to-exceed estimate based on our understanding of the project implementation scope using our discounted hourly rates. This fee is for year 1 through implementation and Post Live Support.

Data Import and Database Software Setup/One-Time Costs Through Launch

Steps 4 and 5 in Project Implementation Plan

	Hours	Discounted Fee
Lead Consultant	8	\$1,440.00
Implementation Consultant		
Data Implementation Specialist	24	\$2,520.00
Project Coordinator	4	\$300.00
Software Engineers	28	\$2,800.00
Total Estimate	64	\$7,060.00

The total estimate for **Data Import and Database Software Setup/One-Time Costs Through Launch** is our not-to-exceed estimate based on our understanding of the project implementation scope using our discounted hourly rates. This is a one-time fee estimate for Year 1 through launch.

Annual License/Maintenance Cost

Allowance annual license fee includes maintenance and hosting costs as well as regular updates to the software. We typically issue new releases/updates 2-4 times every year. Allowance will provide the City of Ann Arbor with an unlimited license that can be used by any number of users to create any number of models within or outside of Capital Planning.

The license fee is calculated based on the total budget and number of projects. According to the City of Ann Arbor RFP, the total budget for the City of Ann Arbor is \$680,429,000 (excluding planned spending before FY2021 and after FY2026). However, the RFP mentions there are some projects that have already been mandated or represent unusual spends. These projects total \$229,837,000. Based on this, we are basing our estimate on a budget of \$450,592,000 or approximately \$75M per year and number of projects of approximately 75 projects per year.

Based on that budget and number of projects, our annual license fee is estimated to be \$57,500 per year. Similar to Professional Services fees, we will also discount our annual license fee by 25%.

Annual License Fee: \$43,125 per year

Additional Costs

Additional costs will primarily be optional customization of the software to fulfill the requirements of the City of Ann Arbor. Optional customization will include API integration to the financial system used by the City. This is priced based on the hourly rate of our software engineers and is a not-to-exceed price.

Optional Customizations	Hours	Discounted Fee
API Integration	60	\$6,000.00
Total Estimate	60	\$6,000.00

Cost Summary Table

Cost Summary Table	Year 1	Year 2	Year 3	Year 4	Year 5
Prioritization Criteria, Weighting, and Scoring Model Update and Training	\$53,575.00*				
Data Import and Database Software Setup/One-Time Costs Through Launch	\$7,060.00*				
Annual License/Maintenance Cost	\$43,125.00	\$43,125.00	\$43,125.00	\$43,125.00	\$43,125.00
Additional Cost (Optional Customization)	\$6,000.00*				
Grand Total without any Optional Services	\$103,760.00	\$43,125.00	\$43,125.00	\$43,125.00	\$43,125.00
Grand Total with Optional Services	\$109,760.00				

* Not-to-exceed amount based on discounted hourly rates.