

## Scope of Work Pricing Summary



<b>Annual Sample Master® Cloud Services Total (Monthly Hosting Cost: \$2,219.00)</b>	<b>\$26,628.00</b>
<b>Annual Subscriptions Total</b>	<b>\$0.00</b>
ExcelExpress (Year 1 included at No Charge)	\$0.00
<b>LIMS Enhancements Total (Does not include OPTIONAL ITEMS)</b>	<b>\$0.00</b>
DBAudit and Security 360 (Included at No Charge)	\$0.00
<i>OPTIONAL: NPDES DMR Package</i>	\$6,999.00
<i>OPTIONAL: Instrument Interface Parsers (3 Instruments @ \$950.00/each)</i>	\$2,850.00
<b>Professional Services Total (Does not include OPTIONAL ITEMS)</b>	<b>\$69,007.50</b>
Needs Assessment (2 Days on site, 4 Days off site)	\$7,500.00
ATL Advantage Plan (40 Hours @ \$150/hour)	\$6,000.00
Offsite Services (167 Hours @ \$195/hour)	\$32,565.00
<i>OPTIONAL: Offsite Services (80 Hours @ \$195/hour)</i>	\$15,600.00
Requirements Gathering (2 Days on site @ \$1,995/day)	\$3,990.00
LIMS Administrator Training (3 Days on site @ \$1,995/day)	\$5,985.00
End User Training (6 days on site @ \$1,995/day)	\$11,970.00
Sample Master® iMobile Training (.5 days on site @ \$1,995/day)	\$997.50
<b>Supplemental Training Total</b>	<b>\$13,492.00</b>
On-Site Go-Live Support (2 Engineers/1 Day each for Water and Wastewater) 4 Days Total @ \$2,473/day	\$9,892.00
Web Training for Administrators and End Users (16 Hours at \$225/hour)	\$3,600.00
<b>Travel Expenses Total</b>	<b>\$14,875.00</b>
<b>Cloud Services Account Initiation</b>	<b>\$6,500.00</b>
<b>Year 1 Project Total (Includes Subscriptions, Enhancements, Professional Services, Training, Travel, Account Initiation &amp; 12 Months of Hosting)</b>	<b>\$130,502.50</b>
<b>Year 2 Ongoing ExcelExpress Annual Subscription Services Total (beginning year 2)</b>	<b>\$27,623</b>
<b>Year 3 Ongoing ExcelExpress Annual Subscription Services Total (beginning year 3)</b>	<b>\$27,623</b>
<b>TOTAL COST</b>	<b>\$185,748.50</b>

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West End, NC 27376



**SM-ST-27-2021924-City of An-v4**  
**Cost Proposal for**  
**City of Ann Arbor**  
**Sample Master® Pro Web LIMS for 27 Named Users**  
**Standard Hosted Deployment**  
**9/24/2021**  
**RFP No.21-12 - LIMS Replacement**



**Quotation Summary**

Annual Sample Master® Cloud Services† (Monthly Hosting Cost: \$2,219.00)	\$ 26,628.00
Professional Services	\$ 69,007.50
Supplemental Training	\$ 13,492.00
Travel Expenses	\$ 14,875.00
Cloud Services Account Initiation	\$ 6,500.00
<b>Sample Master® Cloud Services Year 1 Project Total (Includes Subscriptions, Enhancements, Professional Services, Training, Travel, Account Initiation &amp; 12 Months of Hosting)</b>	<b>\$ 130,502.50</b>
Ongoing Annual Subscription Services (beginning year 2)	\$ 995.00

**NOTES**

†36-Month Minimum Commitment Required

Note: Purchase of Result Point and/or iMobile requires a one-time \$2,000 set-up fee.

Note: All Cloud Services accounts require a \$4,500 account initiation fee. First Invoice will include Initiation fee(s), ATL Advantage Plan and first three (3) months of subscription fees.

Services billed as incurred.

Quote Valid Through: 12/23/2021

All Items quoted in \$USD. Client is responsible for any local taxes or fees

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**Accepted By** \_\_\_\_\_  
**Date** \_\_\_\_\_





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**Sample Master® Cloud Services**

	<b>Monthly Total</b>
SUBTOTAL CLOUD SERVICES - MONTHLY HOSTING	\$ 2,239.00
SUBTOTAL CLOUD SERVICES DISCOUNTS	\$ -20.00
<b>TOTAL CLOUD SERVICES - MONTHLY HOSTING</b>	<b>\$ 2,219.00</b>

**ATL Cloud Services**

Sample Master® access for 27 named users. ATL maintains servers, applies all updates and service packs, and buys all necessary Windows OS, Microsoft SQL Server and VMWare licenses. Subscription includes: 1) daily backup and holding backups from the last 7 days. 2) Unlimited ATL Technical Support\*. 3) Access to Website User Support Area, 4) Software Service Packs, 5) Product Upgrades, and 6) LIMS Solutions Newsletter.

\*Support incidents are triaged by SaaS Plan and Severity, with Premium Support taking priority

Includes access to the following:

Note: All LIMS On Demand accounts require a \$4,500 account initiation fee.

<b>Cloud Services Descriptions</b>	<b>Qty</b>	<b>Module/ User Rate</b>	<b>Total</b>
<b>Sample Tracking</b> Automate sample log-in, barcode labels generation, and creation of quotes and invoices. Generate standard and custom reports, including Chain of Custody, login, and sample conditions. Attach supporting documentation to orders. Create, maintain and email work lists	27	22.00	\$ 594.00
<b>Data Entry</b> Enter, review and approve results, create QC Batches and monitor Audit Trails. Create Trend Analysis charts by test, department, client, site, etc., from historical data. Integrated GIS functionality supports plotting sampling locations and test result values. An integrated Electronic Data Deliverable (EDD) designer supports regulatory and other reporting requirements.	27	22.00	\$ 594.00
<b>Sample Scheduling</b> Log samples for routine collection automatically via schedules, including hourly, daily, weekly, monthly, quarterly, semi-annually, or annually.	27	4.00	\$ 108.00
<b>QA/QC</b> Graph results and create control charts. Configure tests to include QC, matrix spikes, blanks, duplicates, surrogates, matrix spike duplicates, etc.	27	8.00	\$ 216.00
<b>Electronic Data Transfer</b> Transfer data electronically from the instrument to the LIMS. LIMS will accept the instrument output files and parse data in the required input format.	27	4.00	\$ 108.00
<b>Chemical Inventory</b> Tracks supplies and vendors and provides the ability to assign prices to supplies, track lot numbers, and assign expiration dates. Provides email alert for supplies that are approaching expiration date and/or reaching critical limits for reordering.	27	4.00	\$ 108.00
<b>Resource Management</b> Set up instrument calibration schedules and personnel certificate renewal alerts to meet regulatory compliance. Manage instrument maintenance, calibration and repair records to ensure that all instruments are within control.	27	4.00	\$ 108.00
<b>Customer Relationship Management (CRM)</b> Supports system deviations through an organized method of tracking, monitoring, and rapidly resolving potential problems. The CRM module will facilitate the execution of corrective and preventative actions to ensure regulatory compliance.	27	4.00	\$ 108.00



<b>LIMS Maintenance</b>	<b>1</b>		<b>\$ 0.00</b>
Configure and maintain the laboratory static data and defaults, including: Numbering formats, Employees, Permissions, Tests, Methods, Limits, Prices, Departments, Custom captions, Facilities, Reports and other settings. Allows LIMS Administrators to conform the LIMS to match the workflows and business rules of the laboratory.			
<b>Test/Dev Environment + Licenses</b>	<b>1</b>	125.00	<b>\$ 125.00</b>
Separate Test/Development System for Sample Master® LIMS. Includes two (2) named user licenses. NOTE: This is strongly recommended for clients with ISO17025/NELAC certification, or those pursuing these certifications.			
<b>iMobile®</b>	<b>Concurrent</b>	<b>3</b>	50.00
Allows direct upload of LIMS data from field collectors in real-time. (iPad, Samsung Galaxy, Nexus, or other device with a rugged case sold separately.) 3 Client licenses assigned.			
<b>DB Audit &amp; 360 Security</b>	<b>1</b>	20.00	<b>\$ 20.00</b>
Hosting for DB Audit & 360 Security Server License			
<i>New Customer Discount</i>			-20.00
			-20.00

## Annual Subscription Services

					<b>Annual Total</b>	
					<b>SUBTOTAL ANNUAL SUBSCRIPTION SERVICES</b>	<b>\$ 995.00</b>
					<b>SUBTOTAL ANNUAL SUBSCRIPTION SERVICES DISCOUNTS</b>	<b>\$ -995.00</b>
Annual Subscription Services Description	License Type	Qty	Unit	Unit Price	Total	
<b>ExcelExpress Annual Subscription</b>	<b>Site</b>	<b>1</b>	each	995.00	<b>\$ 995.00</b>	
ATL's ExcelExpress is a very powerful Microsoft Excel add-in that allows the user to easily retrieve information from and import results into Sample Master® on demand.						
<i>Special Year 1 Discount</i>					<i>-995.00</i>	



# LIMS Enhancement Tools

	<b>SUBTOTAL LIMS ENHANCEMENT TOOLS</b>	\$ 823.00	<b>Total</b>
	<b>SUBTOTAL LIMS ENHANCEMENT TOOLS DISCOUNTS</b>	\$ -823.00	
	<b>TOTAL OPTIONAL LIMS ENHANCEMENT TOOLS</b>	\$ 9,849.00	

Enhancement Tools Description	License Type	Qty	Unit	Unit Price	Total
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<b>ATL NPDES DMR Package</b>	<b>Unlimited</b>	<b>1</b>	each	6,999.00	<b>Optional</b> 6,999.00
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ATL's National Pollutant Discharge Elimination System (NPDES) Discharge Monitoring Report Creator allows users to generate the NPDES DMR form rapidly, from data that is already stored in the LIMS and exported from Sample Master®. The ATL reporting package includes functions to collect and collate all data associated with the NPDES permit number into a final report format that is ready to send via hardcopy, fax or e-mail. These reports can be converted to a PDF and sent out electronically.

The package includes software Add-on, Blank DMR Template (Is not configured with site, analytes, and reports), and up to 4 hours of Remote DMR Template Configuration assistance to train users on how to build DMR Template.

Note: Additional DMR Configuration assistance can be purchased to have ATL build the DMR Templates for the customer.

<b>Instrument Interface Parsers</b>	3	<b>Unique</b>	0	<b>Duplicate</b>	3	parser	2,850.00	<b>Optional</b> 2,850.00
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ATL has developed thousands of instrument integrations with hundreds of different instruments. The cost is \$850 per instrument to configure a One-Way integration (instrument to LIMS) for the client's particular needs. The instrument must generate an output file in common format (XLS, CSV, Text [ASCII]) to support integration. Client is responsible for providing an output file that contains all data and information to be imported to the LIMS for each instrument.

For clients with instruments capable of two-way communication (Instrument to LIMS and LIMS to Instrument), two (2) unique One-Way integrations are needed, and the cost is \$1,900 Parsers for duplicate instruments with an identical output are discounted 50%.

Instruments to be integrated with Sample Master®:

Optional Instruments that could be interfaced:

- 1 - Hach DR 6000
- 1 - Shimadzu UV1800
- 1 - Dionex ICS 2000

VersaStar Pro Meters and Balances

pH meters, Standard DO Meter, and Balances interfaced if output is compatible (ie. RS 232 connection and ability to "send/Print") ATL is not responsible for procurement, installation, management, configuring, or troubleshooting of 3rd party Wedge software required to interface RS-232 instrument types to LIMS.

**Note:** Customers only charged for parsers created. ATL has developed ExcelExpress, (an add-on to Microsoft Excel) which may be used to import and export data to/from Sample Master®.

<b>DB Audit and Security 360</b>	<b>Server</b>	<b>1</b>	each	823.00	<b>\$ 823.00</b>
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DB Audit and Security 360 is a professional database security and auditing solution for MS SQL Server. It allows database and system administrators, security administrators, auditors and operators to track and analyze any database activity including database access and usage, data creation, change or deletion.

Note: Requires the use of Citrix with Sample Master Web.

<i>Special Customer Discount</i>				-823.00	-823.00
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# Professional Services

Total

TOTAL PROFESSIONAL SERVICES	\$ 69,007.50
TOTAL OPTIONAL PROFESSIONAL SERVICES	\$ 15,600.00

Professional Services Description	Location	Qty	Unit	Unit Price	Total
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**NEEDS ASSESSMENT** **On-Site** **1** each **7,500.00** **\$ 7,500.00**

ATL's Needs Assessment includes 2 day(s) on-site and 4 days off-site. The needs assessment process is crucial to long term success. Our experts assist with defining the business and technical requirements, which serves as a valuable road map to successful implementation, and helps avoid potential pitfalls.

**ATL ADVANTAGE PLAN** **Off-Site** **40** hour **150.00** **\$ 6,000.00**

The ATL Advantage Project Management program is the result of over two decades of expertise in the LIMS industry and in compliance with ATL's ISO 9001 Certified Quality Management System. ATL assigns a Project Manager who is responsible for managing professional services. This consists of project meetings, checklists, a static data template, project implementation plan, project dashboard and assistance that ensures that ATL's clients successfully deploy ATL's LIMS.

The Advantage Plan cost is based on the overall project scope, including number of instrument interfaces, custom reports and LIMS customizations.

	Hourly Rate	Hours	Discounted Hourly Rate	Total
<i>OFFSITE SERVICE HOURS</i>	225.00	167	195.00	\$ 32,565.00
<i>OPTIONAL OFFSITE SERVICE HOURS</i>	225.00	80	195.00	\$ 15,600.00

ATL Off-Site Hours may be used to provide any of the services below.

**Note:** Customers are only charged for services provided.

### Configuration Assistance

Telephone and web-conference delivered guidance and assistance for the configuration of the laboratory's workflow into the LIMS including:

Assistance with Static Data Migration Estimated at: 24 Hours

Assistance with ExcelExpress Configuration Estimated at 4 Hours

Assistance with DB Audit Estimated at: 3 Hours

### Report Development

Simple reports are estimated to require 8-12 hours, more complex reports may require additional time.

Develop custom reports from Sample Master and ExcelExpress - Estimated at 40 hours

### OPTIONAL

Hours for modification of worksheets/reports created by ATL: Estimated at 40 Hours

### ATL Off Site Customizations, Testing & Documentation

Hourly cost for LIMS customizations

Interface to Yellowfin Platform - Estimated at 40 hours

Interface with FactoryTalk SE - Estimated at 24 hours

Data Migration from Current LIMS - Estimated at 24 hours

SubContract Laboratory Template - Estimated at 8 Hours

OPTIONAL: Bi-directional Interface to SCADA - Estimated at 40 hours

Please Note: ATL Engineers will work with client to create a Requirements Document that will clearly define the specifications of each customization, for client review and signoff prior to any initiation of work (Includes Requirements Document, Creation, QA/QC, documentation and installation). Upon completion of the Requirements Document process and client approval an exact cost will be provided.



	Daily Rate	Days	Discounted Daily Rate	Total
<b>ONSITE SERVICE DAYS</b>	2,473.00	11.5	1,995.00	\$ 22,942.50

ATL On-Site Days may be used to provide any of the services below.

**Note:** Customers are only charged for services provided.

#### Requirements Gathering

ATL utilizes our Requirements Gathering process to assess the scope of the client's configuration and customization requirements. This process is designed to mitigate risk, facilitate efficient deployment of the LIMS, evaluate workflows, gather Instrument output files, discuss required reports and ensure long-term success for the implementation.

#### System Administrator's Training

Administrator training is designed to maximize the user's knowledge and understanding of Security and Configuration within the LIMS. Training includes the information required to configure users and test methods in the LIMS.

#### End User Training

End user training is designed to ensure users develop an understanding of LIMS functionality relevant to their individual responsibilities.

#### Sample Master® iMobile Training

Sample Master® iMobile Training is designed to provide Administrators with the knowledge to manage the security and configuration of the iMobile Application, and to ensure users develop an understanding of the functionality included in the iMobile Application.

## Supplemental Training

	Total
<b>TOTAL SUPPLEMENTAL TRAINING</b>	\$ 13,492.00
<b>TOTAL OPTIONAL SUPPLEMENTAL TRAINING</b>	\$ 3,790.00

Supplemental Training Description	Training Location	Qty	Unit	Unit Price	Total
<b>Go-Live Support</b> On- Site Go-Live Support (2 Engineers/1 Day) each for Water & WW Estimated at: 4 Day/s		4	day	2,473.00	\$ 9,892.00
<b>Web Training</b> Supplemental Admin and End-User Web Training: 16 Hours	Web	16	hour	225.00	\$ 3,600.00
<b>vILT - Sample Master® Report Writing Course</b> virtual Instructor-Led Training (vILT) courses are taught exclusively online and the goal is to emulate a traditional classroom environment without the travel and time costs. One of the benefits of vILT courses is the ability to break up the class into several, 1-2 hour sessions and schedule these sessions over a period of time. This allows students to get the benefits of live instructor-led training and the flexibility of mixing the training in with the flow of the student's normal work schedule.	Web	1	student	795.00	Optional 795.00
<b>Sample Master® Boot Camp - Intermediate Class</b> This course will benefit everyday LIMS users, laboratory managers, chemists, microbiologists, IT workers, analysts — any team member whose job involves information technology, reporting, creation of QC charts, data processing and management.	At ATL	1	each	2,995.00	Optional 2,995.00

The focus of this intermediate course is to build upon existing knowledge and return users to the workplace equipped with the skill set to leverage the utmost functionality from LIMS and provide maximum benefit and return to your organization.

## Travel Expense

	Total
<b>TOTAL TRAVEL</b>	\$ 14,875.00

Travel Expense is based on 7 trip(s) and 17.5 day(s) on-site.

