

APPENDIX A.1

Pricing for TXShare Cooperative Purchase Program Participants

1. PRICING [SECTION 5.10]

Pricing Methodology: Aditi utilizes discount-off-list pricing as the primary methodology for this proposal. All prices quoted represent maximum not-to-exceed rates; participating entities may negotiate additional discounts based on volume, scope, or multi-year commitments.

Discount Structure

Category	Minimum Discount Off List
Platform Subscriptions (Category #1)	10%
Professional Services (Category #1 & #2)	8%
Training Services	8%
Optional Add-On Modules (Category #2)	10%

Table 1: Discount Structure

Administrative Fee Acknowledgement: Aditi acknowledges that the 2.5% TXShare administrative fee is incorporated into all quoted prices and will not be itemized separately to participating entities. Aditi will remit this fee directly to the TXShare program on a quarterly basis as required.

Price Escalation: Per Addendum No. 1 (Question 17), price escalations may be requested no more than every ninety (90) days and must be submitted in writing with supporting documentation including CPI-U data consistent with the most recent 12-month CPI-U table. Any approved increase requires a mutually executed contract amendment.

Catalog Updates: Per Addendum No. 1 (Questions 114 and 131), new AI governance features, tools, or service SKUs introduced during the contract term may be added to the catalog without contract amendment, provided they fall within the awarded Service Category and minimum discount levels remain unchanged. Notification to NCTCOG is sufficient.

1.1. Catalog Pricing [Section 5.10.1]

I. Service Category #1: AI Governance, Compliance, And Enablement Platform

A. Subscription Platform – Cloud-Hosted (Annual)

Tier	Users	List Price	TXShare Price (10% Off)
Small	1–100	\$48,000	\$43,200
Medium	101–500	\$136,000	\$122,400
Large	501–2,000	\$328,000	\$295,200
Enterprise	2,000+	\$558,000	\$502,200

Table 2: Subscription Platform – Cloud-Hosted (Annual)

AWS Infrastructure Included in Cloud Subscription

All cloud-hosted subscriptions include the following AWS GovCloud services at no additional charge:

AWS Service	Capability
AWS GovCloud (US) Hosting	FedRAMP-compliant infrastructure
Amazon SageMaker Clarify	AI risk scoring, bias detection, explainability
Amazon Macie	PII detection, data classification
Amazon Comprehend	NLP, entity extraction, sentiment analysis
AWS CloudTrail	Immutable audit logging
Amazon CloudWatch	Monitoring, alerting, dashboards
Amazon Bedrock	Foundation model access (Claude, Titan)
AWS Lambda	Serverless compute for automation
Amazon S3	Secure encrypted storage
Amazon RDS	Relational database (PostgreSQL)
AWS KMS	Customer-managed encryption keys
Amazon API Gateway	Secure API management
AWS WAF	Web application firewall
Amazon SNS/SQS	Notifications and messaging
AWS Secrets Manager	Credential management
Amazon EventBridge	Event-driven automation

Table 3: Cloud Subscription

AWS Infrastructure Cost Breakdown (Bundled – Annual)

Component	Small	Medium	Large	Enterprise
EC2/Compute	\$4,200	\$11,000	\$28,000	\$55,000
RDS/Database	\$2,800	\$7,000	\$17,000	\$33,000
S3/Storage	\$1,400	\$5,500	\$14,000	\$28,000
SageMaker/AI Services	\$2,800	\$8,500	\$21,000	\$35,000
Macie/Data Protection	\$1,400	\$4,200	\$11,000	\$17,000
Comprehend/NLP	\$700	\$2,800	\$7,000	\$11,000
Bedrock/Foundation Models	\$1,400	\$4,200	\$11,000	\$17,000
CloudTrail/CloudWatch	\$700	\$1,400	\$2,800	\$5,500
Lambda/API Gateway	\$500	\$1,200	\$2,400	\$4,600
KMS/Secrets Manager	\$250	\$500	\$1,200	\$2,400
WAF/Security	\$250	\$700	\$1,200	\$2,400
Total AWS (Bundled)	\$16,400	\$47,000	\$116,600	\$210,900

Table 4: AWS Infrastructure Cost Breakdown (Bundled – Annual)

Platform vs. AWS Breakdown

Tier	Platform License	AWS Infrastructure	Total List	TXShare Price
Small	\$31,600	\$16,400	\$48,000	\$43,200
Medium	\$89,000	\$47,000	\$136,000	\$122,400

Large	\$211,400	\$116,600	\$328,000	\$295,200
Enterprise	\$347,100	\$210,900	\$558,000	\$502,200

Table 5: Platform vs. AWS Cost Breakdown

B. Platform Subscription – On-Premises (Annual)

Tier	Users	List Price	TXShare Price (10% Off)
Small	1–100	\$38,000	\$34,200
Medium	101–500	\$105,000	\$94,500
Large	501–2,000	\$250,000	\$225,000
Enterprise	2,000+	\$420,000	\$378,000

Table 6: Platform Subscription – On-Premises (Annual)

Note: On-premises pricing excludes infrastructure costs; agency provides compute, storage, and database resources.

C. Platform Subscription – Hybrid (Annual)

Tier	Users	List Price	TXShare Price (10% Off)
Small	1–100	\$52,000	\$46,800
Medium	101–500	\$148,000	\$133,200
Large	501–2,000	\$355,000	\$319,500
Enterprise	2,000+	\$598,000	\$538,200

Table 7: Platform Subscription – Hybrid (Annual)

Note: Hybrid includes cloud-hosted AI/ML services with on-premises data storage and policy engine.

D. Implementation Services

Service	Unit	List Price	TXShare Price (8% Off)
---------	------	------------	------------------------

Standard Implementation (Small)	Fixed	\$18,000	\$16,560
Standard Implementation (Medium)	Fixed	\$38,000	\$34,960
Standard Implementation (Large)	Fixed	\$72,000	\$66,240
Enterprise Implementation	Fixed	\$115,000	\$105,800
Rapid Deployment (Accelerated)	Fixed	+25%	+25%
Custom Integration Development	Hour	\$285	\$262.20
Data Migration Services	Hour	\$265	\$243.80
Solution Architect	Hour	\$325	\$299.00
Project Manager	Hour	\$245	\$225.40
Technical Consultant	Hour	\$265	\$243.80

Table 8: Implementation Services

E. Training Services

Service	Unit	List Price	TXShare Price (8% Off)
Administrator Training (Virtual)	Per session (up to 10)	\$3,200	\$2,944
End-User Training (Virtual)	Per session (up to 25)	\$2,400	\$2,208
Executive Briefing	Per session (up to 15)	\$2,800	\$2,576
Train-the-Trainer Program	Per participant	\$1,600	\$1,472
On-Site Training (Full Day)	Per day	\$5,500	\$5,060
Custom Curriculum Development	Per course	\$9,500	\$8,740

Self-Paced Learning Portal	Per user/year	\$125	\$115
----------------------------	---------------	-------	-------

Table 9: Training Services

F. Support and Maintenance

Service Level	Description	Annual Fee (% of License)
Standard Support	Business hours (8x5), 24-hr response, updates included	Included
Enhanced Support	Extended hours (12x6), 8-hr response, priority queue	+12% of license
Premium Support	24x7 coverage, 4-hr response, dedicated CSM	+20% of license
Mission-Critical Support	24x7, 1-hr response, dedicated team, on-site option	+30% of license

Table 10: Support and Maintenance

II. Service Category #2: Other AI Governance-Related Tools And Services

A. Assessment and Advisory Services

Service	Unit	List Price	TXShare Price (8% Off)
AI Readiness Assessment	Per engagement	\$28,000	\$25,760
AI Risk Assessment (Comprehensive)	Per engagement	\$45,000	\$41,400
AI Maturity Evaluation	Per engagement	\$22,000	\$20,240
Governance Framework Development	Per engagement	\$55,000	\$50,600
Policy Development Workshop	Per day	\$7,500	\$6,900
TRAIGA Compliance Assessment	Per engagement	\$35,000	\$32,200

NIST AI RMF Mapping	Per engagement	\$32,000	\$29,440
EU AI Act Gap Analysis	Per engagement	\$38,000	\$34,960

Table 11: Assessment and Advisory Services

B. Optional Platform Add-On Modules

Module	Description	Annual List	TXShare Price (10% Off)
Agentic AI Marketplace	Curated catalog of pre-approved AI tools	\$18,000	\$16,200
Advanced Analytics Pack	Custom dashboards, predictive analytics	\$24,000	\$21,600
Shadow AI Discovery	Network/endpoint detection of unauthorized AI	\$28,000	\$25,200
Automated Compliance Reporting	Scheduled compliance reports, audit packages	\$15,000	\$13,500
Multi-Framework Mapper	Simultaneous mapping to multiple frameworks	\$20,000	\$18,000
API Gateway Premium	Enhanced API management, rate limiting, analytics	\$22,000	\$19,800
Custom Connector Pack (5)	Pre-built connectors for common gov systems	\$12,000	\$10,800
Legal Hold & eDiscovery	Litigation hold, export for legal proceedings	\$16,000	\$14,400

Table 12: Optional Platform Add-On Modules

C. Custom Development Services

Service	Unit	List Price	TXShare Price (8% Off)
Custom Connector Development	Per connector	\$15,000	\$13,800
Custom Workflow Development	Per workflow	\$8,500	\$7,820
Custom Report Development	Per report	\$4,500	\$4,140

Custom Dashboard Development	Per dashboard	\$6,500	\$5,980
API Integration (Standard)	Per integration	\$12,000	\$11,040
API Integration (Complex)	Per integration	\$25,000	\$23,000

Table 13: Custom Development Services

D. Managed Services

Service	Unit	List Price	TXShare Price (8% Off)
Managed AI Governance	Per month	\$12,000	\$11,040
Managed Compliance Monitoring	Per month	\$8,500	\$7,820
Managed Security Operations	Per month	\$15,000	\$13,800
Virtual CAIO (Chief AI Officer)	Per month (20 hrs)	\$18,000	\$16,560

Table 14: Managed Services

E. Additional AWS Infrastructure (Usage Beyond Included Tiers)

Resource	Unit	List Price	TXShare Price (8% Off)
Additional Storage	Per TB/month	\$85	\$78.20
Additional Compute	Per vCPU-hour	\$0.18	\$0.166
Additional API Calls	Per 10,000 calls	\$12	\$11.04
Additional Bedrock Tokens	Per 1M tokens	\$18	\$16.56
Additional SageMaker Hours	Per hour	\$4.50	\$4.14

Table 15: Additional AWS Infrastructure (Usage Beyond Included Tiers)

1.2. General Proposal Information [Section 5.10.2]

Categories Offered: Aditi LLC proposes offerings in both service categories:

Category	Offered	Description
Service Category #1	✓ Yes	AI Governance, Compliance, and Enablement Platform
Service Category #2	✓ Yes	Other AI Governance-Related Tools and Services

Table 16: Service Category Offered

Pricing Summary

Item Type	Discount Method	Minimum Discount
Platform Subscriptions	% Off List	10%
Professional Services	% Off List	8%
Training Services	% Off List	8%
Add-On Modules	% Off List	10%
Managed Services	% Off List	8%

Table 17: Pricing Summary

1.3. Exhibit 1 Categories Offered [Section 5.10.2]

Please find completed Exhibit 1: Categories Offered and Pricing Proposal form below.



SERVICE CATEGORY #1: AI GOVERNANCE, COMPLIANCE, AND ENABLEMENT PLATFORM

Line	Item	Unit	List Price	Discount	TXShare Price
1.01	Platform Subscription – Cloud – Small (1-100 users)	Annual	\$48,000	10%	\$43,200
1.02	Platform Subscription – Cloud – Medium (101-500 users)	Annual	\$136,000	10%	\$122,400
1.03	Platform Subscription – Cloud – Large (501-2,000 users)	Annual	\$328,000	10%	\$295,200
1.04	Platform Subscription – Cloud – Enterprise (2,000+ users)	Annual	\$558,000	10%	\$502,200
1.05	Platform Subscription – On-Premises – Small	Annual	\$38,000	10%	\$34,200
1.06	Platform Subscription – On-Premises – Medium	Annual	\$105,000	10%	\$94,500
1.07	Platform Subscription – On-Premises – Large	Annual	\$250,000	10%	\$225,000
1.08	Platform Subscription – On-Premises – Enterprise	Annual	\$420,000	10%	\$378,000
1.09	Platform Subscription – Hybrid – Small	Annual	\$52,000	10%	\$46,800
1.10	Platform Subscription – Hybrid – Medium	Annual	\$148,000	10%	\$133,200
1.11	Platform Subscription – Hybrid – Large	Annual	\$355,000	10%	\$319,500
1.12	Platform Subscription – Hybrid – Enterprise	Annual	\$598,000	10%	\$538,200
1.13	Implementation – Small	Fixed	\$18,000	8%	\$16,560
1.14	Implementation – Medium	Fixed	\$38,000	8%	\$34,960
1.15	Implementation – Large	Fixed	\$72,000	8%	\$66,240
1.16	Implementation – Enterprise	Fixed	\$115,000	8%	\$105,800

1.17	Solution Architect	Hour	\$325	8%	\$299.00
1.18	Project Manager	Hour	\$245	8%	\$225.40
1.19	Technical Consultant	Hour	\$265	8%	\$243.80
1.20	Custom Integration Development	Hour	\$285	8%	\$262.20
1.21	Data Migration Services	Hour	\$265	8%	\$243.80
1.22	Administrator Training (Virtual)	Session	\$3,200	8%	\$2,944
1.23	End-User Training (Virtual)	Session	\$2,400	8%	\$2,208
1.24	Executive Briefing	Session	\$2,800	8%	\$2,576
1.25	On-Site Training (Full Day)	Day	\$5,500	8%	\$5,060
1.26	Enhanced Support	Annual	+12%	—	+12% of license
1.27	Premium Support	Annual	+20%	—	+20% of license
1.28	Mission-Critical Support	Annual	+30%	—	+30% of license

Table 18: Pricing- Service Category #1

SERVICE CATEGORY #2: OTHER AI GOVERNANCE-RELATED TOOLS AND SERVICES

Line	Item	Unit	List Price	Discount	TXShare Price
2.01	AI Readiness Assessment	Engagement	\$28,000	8%	\$25,760
2.02	AI Risk Assessment (Comprehensive)	Engagement	\$45,000	8%	\$41,400
2.03	AI Maturity Evaluation	Engagement	\$22,000	8%	\$20,240



2.04	Governance Framework Development	Engagement	\$55,000	8%	\$50,600
2.05	Policy Development Workshop	Day	\$7,500	8%	\$6,900
2.06	TRAIGA Compliance Assessment	Engagement	\$35,000	8%	\$32,200
2.07	NIST AI RMF Mapping	Engagement	\$32,000	8%	\$29,440
2.08	EU AI Act Gap Analysis	Engagement	\$38,000	8%	\$34,960
2.09	Agentic AI Marketplace	Annual	\$18,000	10%	\$16,200
2.10	Advanced Analytics Pack	Annual	\$24,000	10%	\$21,600
2.11	Shadow AI Discovery Module	Annual	\$28,000	10%	\$25,200
2.12	Automated Compliance Reporting	Annual	\$15,000	10%	\$13,500
2.13	Multi-Framework Mapper	Annual	\$20,000	10%	\$18,000
2.14	API Gateway Premium	Annual	\$22,000	10%	\$19,800
2.15	Custom Connector Pack (5)	Annual	\$12,000	10%	\$10,800
2.16	Legal Hold & eDiscovery Module	Annual	\$16,000	10%	\$14,400
2.17	Custom Connector Development	Per connector	\$15,000	8%	\$13,800
2.18	Custom Workflow Development	Per workflow	\$8,500	8%	\$7,820
2.19	Custom Report Development	Per report	\$4,500	8%	\$4,140
2.20	Custom Dashboard Development	Per dashboard	\$6,500	8%	\$5,980
2.21	API Integration (Standard)	Per integration	\$12,000	8%	\$11,040

2.22	API Integration (Complex)	Per integration	\$25,000	8%	\$23,000
2.23	Managed AI Governance	Month	\$12,000	8%	\$11,040
2.24	Managed Compliance Monitoring	Month	\$8,500	8%	\$7,820
2.25	Managed Security Operations	Month	\$15,000	8%	\$13,800
2.26	Virtual CAIO Services	Month	\$18,000	8%	\$16,560

Table 19: Pricing - Service Category #2

1.4.. Exhibit 2 Sample Market Basket - For Evaluation Purposes Only (If Required)

Small Municipal Agency (50 Users)

Line	Description	List Price	Discount	Extended
1	Platform Subscription – Cloud – Small (Year 1)	\$48,000	10%	\$43,200
	Platform License Component	\$31,600		
	AWS Infrastructure (GovCloud, SageMaker, Macie, etc.)	\$16,400		
2	Standard Implementation	\$18,000	8%	\$16,560
3	Administrator Training (2 sessions)	\$6,400	8%	\$5,888
4	End-User Training (2 sessions)	\$4,800	8%	\$4,416
Year 1 Total		\$77,200		\$70,064
5	Platform Subscription – Cloud – Small (Year 2)	\$48,000	10%	\$43,200
6	Platform Subscription – Cloud – Small (Year 3)	\$48,000	10%	\$43,200
3-Year Total		\$173,200		\$156,464

Total Savings: \$16,736 (9.7%)

Mid-Size County (250 Users)

Line	Description	List Price	Discount	Extended
1	Platform Subscription – Cloud – Medium (Year 1)	\$136,000	10%	\$122,400
	- Platform License Component	\$89,000		
	- AWS Infrastructure (GovCloud, SageMaker, Macie, etc.)	\$47,000		
2	Standard Implementation	\$38,000	8%	\$34,960
3	Enhanced Support	\$16,320	—	\$16,320
4	AI Risk Assessment	\$45,000	8%	\$41,400
5	TRAIGA Compliance Assessment	\$35,000	8%	\$32,200
6	Administrator Training (3 sessions)	\$9,600	8%	\$8,832
7	End-User Training (5 sessions)	\$12,000	8%	\$11,040
8	Shadow AI Discovery Module	\$28,000	10%	\$25,200
Year 1 Total		\$319,920		\$292,352
9	Platform Subscription – Cloud – Medium (Year 2)	\$136,000	10%	\$122,400
10	Enhanced Support (Year 2)	\$16,320	—	\$16,320
11	Shadow AI Discovery Module (Year 2)	\$28,000	10%	\$25,200
Year 2 Subtotal		\$180,320		\$163,920
2-Year Total		\$500,240		\$456,272

Total Savings: \$43,968 (8.8%)

Large State Agency (1,500 Users) – Hybrid Deployment

Line	Description	List Price	Discount	Extended
1	Platform Subscription – Hybrid – Large (Year 1)	\$355,000	10%	\$319,500
	— Platform License Component	\$238,400		
	— AWS Infrastructure (Cloud AI/ML Services)	\$116,600		
2	Enterprise Implementation	\$115,000	8%	\$105,800
3	On-Premises Integration Services (200 hours)	\$53,000	8%	\$48,760
4	Premium Support	\$71,000	—	\$71,000
5	Governance Framework Development	\$55,000	8%	\$50,600
6	TRAIGA Compliance Assessment	\$35,000	8%	\$32,200
7	NIST AI RMF Mapping	\$32,000	8%	\$29,440
8	Administrator Training (5 sessions)	\$16,000	8%	\$14,720
9	End-User Training (10 sessions)	\$24,000	8%	\$22,080
10	Train-the-Trainer (10 participants)	\$16,000	8%	\$14,720
11	Advanced Analytics Pack	\$24,000	10%	\$21,600
12	Shadow AI Discovery Module	\$28,000	10%	\$25,200
13	Multi-Framework Mapper	\$20,000	10%	\$18,000
14	Legal Hold & eDiscovery Module	\$16,000	10%	\$14,400

Year 1 Total		\$860,000		\$788,020
15	Platform Subscription – Hybrid – Large (Year 2)	\$355,000	10%	\$319,500
16	Premium Support (Year 2)	\$71,000	—	\$71,000
17	Add-On Modules Renewal	\$88,000	10%	\$79,200
Year 2 Subtotal		\$514,000		\$469,700
2-Year Total		\$1,374,000		\$1,257,720

Total Savings: \$116,280 (8.5%)

Aditi's pricing reflects the total cost of ownership for a comprehensive AI governance solution:

All-Inclusive Cloud Pricing: AWS GovCloud infrastructure is bundled, eliminating unpredictable cloud bills and simplifying budget planning for agencies.

FedRAMP-Aligned Infrastructure: AWS GovCloud hosting meets the security requirements of agencies requiring FedRAMP Moderate equivalent controls.

Transparent AWS Breakdown: Detailed infrastructure cost visibility enables agencies to compare accurately against build-your-own alternatives.

Scalable Tier Structure: User-based tiers accommodate agencies from small municipal departments to large statewide deployments.

Flexible Deployment: Cloud, on-premises, and hybrid options address varying agency requirements for data residency and control.

1.5. Price Escalation/De-escalation

Aditi acknowledges and agrees to the price escalation and de-escalation provisions set forth in section 5.10.5 of the RFP

1.6. Sales Tax & Freight

Aditi acknowledges and agrees to sales tax & freight section 5.10.6 of the RFP.