

Pricing for Service Category #1: Enterprise Resource Planning (ERP) Software Solutions

A. Workday ERP Software Pricing:

Workday ERP software's pricing is subscription-based and varies depending on factors such as the number of employees, specific modules required, and the complexity of implementation.

TXShare contract participants/entities can acquire Workday software licenses through direct contracts with Workday (the software vendor), often involving volume discounts and bundled agreements for larger sized entities.

As Workday certified partners and resellers, Kastech and E1 can help TXShare entities during negotiations with Workday based on the specific needs of a TXShare entity/ customer organization.

B. Other Products Pricing:

We are proposing the following products during implementation and maintenance of the proposed ERP software solution. Please see the pricing details in the below table:

ID.	Brand Name	Product/Module	MSRP	Discount % off MSRP	Unit
1.	Kastech	SimpliData <i>(Kastech's proprietary data migration platform that facilitates smooth and efficient data conversion, minimizing disruption.)</i>	\$150,000 to \$200,000 <i>(based on the project scope)</i>	Will be discussed during negotiations	One-time fee
2.	E1 Consulting LLC	TimeLogix <i>(A streamlined web clock app for Workday, optimized for kiosk use with minimal clicks for rapid event logging.)</i>	\$51,500.00 <i>(additional \$11,500 one-time implementation fee)</i>	Will be discussed during negotiations	One-time perpetual license fee <i>(annual per employee/user subscription fee also available)</i>
3.	E1 Consulting LLC	Kudos App <i>(A real-time, AI-powered employee recognition app)</i>	<ul style="list-style-type: none"> • \$10,000 (0-500 employees) • \$14,500 (501-2000 employees) • \$18,500 (2001-5000 employees) • \$20,000 (5000-10000 employees) 	Will be discussed during negotiations	Tiered annual subscription pricing based on employee count <i>(additional one-time implementation cost in the</i>

ID.	Brand Name	Product/Module	MSRP	Discount % off MSRP	Unit
			<ul style="list-style-type: none"> • Custom quote for 10k+ employees 		<i>range of \$5000 to \$10000 applicable based on employee count)</i>
4.	E1 Consulting LLC	DocEx <i>(A streamlined document management solution for Workday tenants that simplifies bulk operations.)</i>	\$1000.00	Will be discussed during negotiations	Fixed Monthly fee
5.	E1 Consulting LLC	WDCompare <i>(A powerful Workday tenant comparison tool for swift troubleshooting by automatically detecting data and configuration differences between tenants.)</i>	\$1000.00	Will be discussed during negotiations	Fixed Monthly fee

Table 1: Other Products Pricing

Notes and Assumptions:

1. MSRP stands for Manufacturer’s Suggested Retail Price.
2. The above pricing is valid for the initial contract term of two (2) years.

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Pricing for Service Category #2: Other Ancillary Goods and Services

A. Pricing for Implementation Services and other Ancillary Services:

The table below provides the pricing for the various roles involved in the following services:

- a. **Implementation of the proposed Workday ERP software solution:** Implementation services include project planning and project management, data migration, change management, training, training documentation, integration and reporting support.
- b. **Workday Extend App development services** for customizing and enhancing deployed Workday environment to drive innovation and efficiency
- c. **Workday optimization services**
- d. **Workday release management services**
- e. **Client advocacy services** such as implementation planning, user adoption strategies etc.

ID.	Role	Hourly Rate (Range)
1.	Workday HCM/Security	\$100.00 to \$140.00
2.	Workday Payroll	\$110.00 to \$150.00
3.	Workday Absence Management	\$95.00 to \$130.00
4.	Workday Time Tracking	\$100.00 to \$140.00
5.	Workday Benefits	\$95.00 to \$135.00
6.	Workday Compensation	\$105.00 to \$145.00
7.	Workday Advanced Compensation	\$105.00 to \$145.00
8.	Workday Talent & Performance	\$100.00 to \$140.00
9.	Workday Learning	\$105.00 to \$145.00
10.	Workday Integrations (Studio/EIB)	\$125.00 to \$165.00
11.	Workday Reporting	\$100.00 to \$140.00
12.	Workday PRISM	\$120.00 to \$160.00
13.	Workday Core Financials	\$115.00 to \$155.00
14.	Workday Supply Chain Management	\$120.00 to \$160.00
15.	Workday Adaptive Planning	\$115.00 to \$155.00
16.	Workday Procurement	\$120.00 to \$160.00
17.	Workday Inventory	\$115.00 to \$155.00
18.	Workday Grants Management	\$115.00 to \$155.00

19.	Workday Expenses	\$115.00 to \$155.00
20.	Workday Projects	\$115.00 to \$155.00
21.	Workday Revenue Management	\$125.00 to \$165.00
22.	Workday Banking and Settlement	\$125.00 to \$165.00
23.	Workday Accounting Center	\$125.00 to \$165.00
24.	Workday Financial Performance Management	\$125.00 to \$165.00
25.	Admissions	\$115.00 to \$155.00
26.	Curriculum Management	\$120.00 to \$160.00
27.	Student Records	\$115.00 to \$155.00
28.	Financial Aid	\$125.00 to \$165.00
29.	Student Finance	\$125.00 to \$165.00
30.	Advising	\$120.00 to \$160.00
31.	Registration	\$115.00 to \$155.00
32.	Data Conversion	\$115.00 to \$155.00
33.	Change Management	\$115.00 to \$155.00
34.	Workday Project Manager	\$115.00 to \$155.00
35.	Workday QA /Testing Consultant	\$60.00 to \$90.00
36.	Workday Project Coordinator	\$90.00 to \$115.00
37.	Agile Scrum Master	\$85.00 to \$100.00
38.	Technical Writer	\$60.00 to \$85.00

Table 2: Service Category 2 - Pricing (Implementation and Other Ancillary Services)

Notes and Assumptions

1. The hourly rates are provided in a range of minimum to maximum for each role/job title to correspond to mid-level resources with 3-6 years of experience.
2. The above hourly rates are valid for the initial contract term of two (2) years.

B. Pricing for Support and Maintenance Services:

Pricing for support and maintenance services is provided for the two service delivery models as explained in the Technical Proposal – Section 4.2.7.

Flexport Model Pricing:

Flexport is a highly flexible support model that is designed for organizations that are looking for no long-term commitment. This model is based on “pay-as-you-go” (only for services used) arrangement thus allowing cost-efficiency and rapid adaptation to changing business priorities with high agility, flexibility, and scalability. Organizations get access to diverse expertise and can easily scale up/down the support hours based on real-time needs.

We are proposing our Flexport support services to TXShare entities at a **blended fixed hourly rate of \$140.00**. This hourly rate is valid for the initial contract term of two (2) years.

Anchor-Flex Model Pricing:

Anchor-Flex model is based on a fixed scope of work as mutually agreed with a client organization. The following table provides the range for the hourly rates for various Workday roles. Once we sign-off on the scope of work during negotiations, we provide a single, fixed rate (from within the range) for every role involved.

ID.	Role	Hourly Rate (Range)
1.	Workday HCM/Security	\$100.00 to \$140.00
2.	Workday Payroll	\$110.00 to \$150.00
3.	Workday Absence Management	\$95.00 to \$130.00
4.	Workday Time Tracking	\$100.00 to \$140.00
5.	Workday Benefits	\$95.00 to \$135.00
6.	Workday Compensation	\$105.00 to \$145.00
7.	Workday Advanced Compensation	\$105.00 to \$145.00
8.	Workday Talent & Performance	\$100.00 to \$140.00
9.	Workday Learning	\$105.00 to \$145.00
10.	Workday Integrations (Studio/EIB)	\$125.00 to \$165.00
11.	Workday Reporting	\$100.00 to \$140.00
12.	Workday PRISM	\$120.00 to \$160.00
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35.	Workday QA /Testing Consultant	\$60.00 to \$90.00
36.	Workday Project Coordinator	\$90.00 to \$115.00
37.	Agile Scrum Master	\$85.00 to \$100.00
38.	Technical Writer	\$60.00 to \$85.00

Table 3: Service Category 2 - Pricing for Support and Maintenance Services

Notes and Assumptions: The above hourly rates are valid for the initial contract term of two (2) years.

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