

## PRICING

*Respondents should furnish a proposal that specifies pricing for the products and/or services they propose. For more information, please refer to Exhibit 1 Categories Offered and Pricing Proposal. Points will be awarded based on the overall cost effectiveness and clarity in identifying/explaining costs.*

To ensure transparent and consistent pricing, our proposal includes a rate card that details the standard hourly rates for each proposed role that may be engaged during this partnership. These rates were used to develop our Service Catalog and are provided here for reference purposes.

**Table 1: Team PCG Rate Card**

Role	Hourly Rate	Discounted Rate (15%)
Engagement Manager	\$295	\$251
Project Manager	\$260	\$221
Solutions Architect	\$250	\$213
Senior Consultant	\$225	\$191
Consultant	\$215	\$183
Senior Analyst	\$195	\$166

## SERVICE CATALOG AND PRICING

Our service catalog outlines the range of offerings provided by Team PCG, organized into two main categories:

- Service Category #1: AI Governance, Compliance, and Enablement Platform
- Service Category #2: Other AI Governance-Related Tools and Services.

The prices listed for all base and service components reflect the maximum number of AI Assets, Integration Connections, and/or Endpoints allowed for each entity size. PCG will collaborate closely with each individual entity to accurately assess their requirements and offer custom pricing tailored to their specific needs regarding AI Assets, Integration Connections, and Endpoints.

PCG employs a transparent and auditable **tiered pricing model**, including volume-based discounts that reduce the per-asset cost as agencies expand their AI portfolio.

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

AFFIRM platform licensing costs are based on the number of AI Assets within an entity. An **AI Asset** is a distinct software system that uses a single, independently deployed AI Model, accessible through a single production API endpoint, and dedicated to a specific AI use case. Entities are classified as follows:

- Small Entity: 10 or fewer AI Assets
- Medium Entity: 11–25 AI Assets
- Large Entity: More than 25 AI Assets

Our tiered discount structure offers a 25% discount off the base price of the first AI Asset for both the second and third AI Assets procured. For every additional AI Asset beyond the third, a 40% discount is applied.

**Table 2: AFFIRM Platform Monthly Licensing**

AI Asset Count	Discount	Monthly Price per AI Asset
First AI Asset	Base	\$11,200
Second and Third AI Asset	25%	\$8,400
Each Additional AI Asset	40%	\$6,720

### Monthly Licensing Examples

The following examples show how the AFFIRM platform licensing costs would work in practice for several scenarios:

1. Small Entity Example (3 AI Assets)
  - a. 1 x First Asset: \$11,200
  - b. 2 x 25% discount assets: 2 x \$8,400 = \$16,800

**Total Monthly Cost: \$28,000**
  
2. Medium Entity Example (10 AI Assets)
  - a. 1 x First Asset: \$11,200
  - b. 2 x 25% Discount Assets: 2 x 8,400 = \$16,800
  - c. 7 x 40% Discount Assets: 7 x \$6,720 = \$47,040

**Total Monthly Cost: \$75,040**
  
3. Large Entity Example (25 AI Assets)
  - a. 1 x First Asset: \$11,200
  - b. 2 x 25% Discount Assets: 2 x 8,400 = \$16,800
  - c. 22 x 40% Discount Assets: 22 x \$6,720 = \$147,840

**Total Monthly Cost: \$175,840**

### What's Included in the AI Governance Platform Subscription

Each AI Asset subscription includes:

1. **Core Governance Capabilities**
  - AI inventory management & classification
  - Risk assessment workflows & lineage tracking
  - Compliance controls aligned with NIST, state guidelines, and agency policy
  - Audit-ready logging and decisions traceability

**2. Continuous Monitoring**

- Model drift detection
- Performance monitoring
- Bias and fairness indicators
- Regulatory change mapping

**3. Security & Access Control**

- Role based governance approvals
- Secure endpoint registration
- Logging suitable for investigations and transparency requests

**4. Analytics & Reporting**

- Executive dashboards
- Compliance scoring and remediation reporting
- Multi-agency / federated governance options

The following Service Components for Service Category #1 are offered as single services and are priced annually or for a single instance as noted in the Service Component column.

**Table 3: Service Catalog and Pricing for Service Category #1 Services**

Service Component	Service Description	Unit Price: Small Entity	Unit Price: Medium Entity	Unit Price: Large Entity
Base Integration Connections (One-time)	Base one-time Integration Connection per AI Asset within each Entity Size.	\$11,000.00	\$11,000.00	\$11,000.00
AFFIRM Implementation and Deployment Services (One-time)	System integrator services for the implementation and deployment of AFFIRM.	\$89,380.00	\$90,170.00	\$97,960.00
AI Governance Policy Development (One-time)	Development of additional AI governance policies to be implemented within AFFIRM.	\$12,770.00	\$12,880.00	\$13,990.00
Support, Monitoring, and Enhancements (Annual)	Provide ongoing assistance, proactive performance tracking, and continuous improvements within AFFIRM.	\$45,000.00	\$68,400.00	\$88,650.00

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

Entity size for the following Service Components in Service Category #2 is determined by the number of endpoints:

- Small Entity: 50 or fewer Endpoints
- Medium Entity: 51–500 Endpoints
- Large Entity: 501 or more Endpoints

The following Service Components in Service Category #2 are offered as single services and are priced for a single instance.

**Table 4: Service Catalog and Pricing for Service Category #2 by Endpoints**

Service Component	Service Description	Unit Price: Small Entity	Unit Price: Medium Entity	Unit Price: Large Entity
AI Red Team Services	Test dynamic, multi-step workflows where autonomous agents plan, reason, and execute actions within AFFIRM.	\$47,500.00	\$56,100.00	\$73,300.00
Penetration Testing	Simulation of real-world attack scenarios, including those enhanced by AI, on a client's systems, networks, and applications.	\$47,500.00	\$56,100.00	\$73,300.00
Cybersecurity Assessment	Assessment and identification of gaps in the security and privacy of a system.	\$52,700.00	\$61,300.00	\$78,500.00
Agentic AI Governance Services	Provide risk scoring and maintain an official record of agency-approved, vetted AI solutions within AFFIRM.	\$26,350.00	\$30,650.00	\$39,250.00

Entity size for the following Service Components in Service Category #2 is determined by the number of end users:

- Small Entity: 500 or fewer End Users
- Medium Entity: 501–1,000 End Users
- Large Entity: 1,001 or more End Users

The following Service Components in Service Category #2 are offered as single services and are priced for a single instance.

**Table 5: Service Catalog and Pricing for Service Category #2 by End Users**

Service Component	Service Description	Unit Price: Small Entity	Unit Price: Medium Entity	Unit Price: Large Entity
Role-Specific AI Training	Develop and conduct role-specific training programs based on targeted needs assessments and curricula tailored to the unique responsibilities and workflows of each role for AI tools vetted in AFFIRM.	\$21,050.00	\$24,950.00	\$32,750.00
Project Assessment and Roadmap	Develop and document the technical, budgetary, legislative, and governance milestones and requirements for a project.	\$50,700.00	\$58,500.00	\$66,300.00
Project Management Plan	Develop and document the project management approach from initiation through completion, specifying expected outcomes, the methods to achieve them, and the roles and responsibilities of all participants.	\$50,700.00	\$58,500.00	\$66,300.00
Communications Management Plan	Develop and document communication processes and procedures to ensure timely and appropriate collection, generation, and distribution of project information.	\$50,700.00	\$58,500.00	\$66,300.00
Organizational Change Management Plan	Develop and document the standard approach and tools to foster stakeholder engagement, preparedness, and adoption for individuals impacted by the project.	\$50,700.00	\$58,500.00	\$66,300.00

Entity size for the following Service Components in Service Category #2 is determined by the number of policies and workflows:

- Small Entity: 5 or fewer Policies or Workflows
- Medium Entity: 6-10 Policies or Workflows
- Large Entity: 11 or more Policies or Workflows

The following Service Components in Service Category #2 are offered as single services and are priced for a single instance.

**Table 6: Service Catalog and Pricing for Service Category #2 by Policies or Workflows**

Service Component	Service Description	Unit Price: Small Entity	Unit Price: Medium Entity	Unit Price: Large Entity
Agentic AI Workflows Services	Enhance workflows by department or user to allow department-specific access, filtering by risk level, budget, and trust level within AFFIRM.	\$31,550.00	\$36,550.00	\$46,550.00
Develop Security Policies, Operating Procedures, and Guidelines	Develop IT security policies, operating procedures, and guidelines consistent with industry best practices and standards.	\$26,350.00	\$30,650.00	\$43,550.00