

PRICING SCHEDULE

AI Compass Platform

RFP #2026-010

AI Governance, Compliance, and Enablement Platform (TXShare)

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Prepared For:	TXShare Members / NCTCOG
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1. PRICING STRUCTURE OVERVIEW

AI Compass pricing is structured to provide transparent, tier-based options aligned to agency size, governance maturity, and implementation complexity. All pricing is offered under the TXShare Master Agreement, with final scope and pricing confirmed through an agency-specific Purchase Order and/or Supplemental Agreement, each incorporating a defined Statement of Work (SOW).

1.1 Pricing Model

- Fixed-price implementation services by tier (Bronze / Silver / Gold)
- Tiered annual support subscriptions (Bronze / Silver / Gold)

1.2 Price Validity and Term

Prices in this schedule apply to Purchase Orders/SOWs executed through December 31, 2026.

Pricing for any executed Purchase Order/SOW is firm for the term of that Purchase Order/SOW. Once a Purchase Order or Supplemental Agreement is executed, the pricing in that order is firm and will not be subject to price increases for the duration of the services defined in that order, regardless of any subsequent updates to the Master Agreement pricing schedule.

Renewal pricing, if any, is established by mutual written agreement and reflected in the renewal Purchase Order/SOW. For planning purposes, renewal adjustments—if agreed—will not exceed the lesser of CPI or 3%.

1.3 Price Adjustments and Tax

Price Decreases: AVG365 may offer price decreases or increased discounts at any time without requiring a written amendment to the Master Agreement. AVG365 may also negotiate more favorable pricing terms with individual agencies based on quantity, scope, or other conditions of purchase without seeking prior approval from NCTCOG.

Sales Tax: All pricing excludes sales tax. TXShare member agencies are typically tax-exempt per TXShare Master Agreement Article IX, Section 2. Agencies are responsible for determining their own tax-exempt status and providing appropriate documentation.

1.4 Payment Terms

Net 30 from invoice date, per TXShare Master Agreement Article IV. All remedies, interest, dispute handling, and enforcement are governed by the TXShare Master Agreement and applicable agency ordering documents.

1.5 TXShare Administrative Fee and Reporting

AVG365 will remit the TXShare administrative fee (2.5% of sales) to NCTCOG quarterly and provide required quarterly sales reporting, per TXShare Master Agreement Article V. This TXShare administrative fee is not billed as an added cost to Participating Entities as a separate line item.

2. IMPLEMENTATION SERVICES PRICING

Implementation services are fixed-price engagements covering deployment, configuration, training, and transition to steady-state operations using AVG365's Foundation → Pilot → Scale methodology (see Doc 08, Section 11; RFP Section 5.1.7).

2.1 Core Implementation Services by Tier

Tier	Agency Profile	Implementation Fee	Timeline	Key Deliverables
Bronze	< 500 users 1-3 departments 3-5 use cases	\$49,000	8-12 weeks	<ul style="list-style-type: none"> • Power Platform configuration • 3-5 initial policies • Governance committee training • 30-day stabilization
Silver	500-2,500 users Multiple departments 8-15 use cases	\$110,000	12-16 weeks	<ul style="list-style-type: none"> • Enhanced multi-dept configuration • 8-10 initial policies • Department champion training • 90-day stabilization
Gold	> 2,500 users Enterprise-wide 15+ use cases	\$225,000	16-24 weeks	<ul style="list-style-type: none"> • Enterprise architecture • 15-20 initial policies • AI Governance Office setup • 120-day stabilization

Platform Configuration Note: All tiers include configuration of Microsoft-native services (Power Platform, SharePoint Online, Power BI, Microsoft Entra ID). Optional Microsoft services (Purview, DLP, Defender for Cloud Apps) are configured "where licensed" based on agency entitlements validated during scoping.

2.2 Optional Implementation Enhancements

Enhancement	Description	Price
AI Policy Generator	Azure AI Foundry configuration, policy templates, workflow integration	\$15,000
Agentic Marketplace	Curated AI tool catalog with governance controls	\$12,000
Advanced Integrations	Non-Microsoft IAM, SIEM, ticketing, legacy systems	\$8,000–\$25,000 (per integration)
Legacy Data Migration	Existing governance records, policy libraries, audit trails	\$10,000–\$30,000 (by complexity)

On-Site Services	Kickoff, executive briefing, critical training sessions	\$5,000 + travel
Accelerated Timeline	Schedule compression by 20-30% through resource intensification	+15% of base tier
Additional Policies	Policy drafting beyond tier baseline (includes review cycles)	\$2,500 per policy

2.3 AI Compass Readiness & Tier-Sizing Assessment (Optional)

A short, fixed-scope engagement to confirm tier selection, licensing readiness, and sizing assumptions before committing to an implementation Purchase Order/SOW.

Fixed Price	\$7,500
Duration	10-15 business days (remote delivery)
Key Activities	<ul style="list-style-type: none">• Stakeholder interviews• Licensing readiness gap analysis• Use case triage• Implementation assumptions validation
Deliverables	<ul style="list-style-type: none">• Tier recommendation with rationale• Readiness findings & gap analysis• Microsoft licensing checklist• Initial implementation plan• Recommended add-ons
Credit	If the agency proceeds with implementation, AVG365 will apply a \$7,500 credit against the implementation fee.

3. ANNUAL SUPPORT AND MAINTENANCE

Annual subscriptions cover platform support, operational guidance, updates, and governance advisory.

3.1 Annual Support Subscriptions

Tier	Annual Fee	Included Services	Response SLAs (Business Hours)
Bronze	\$19,000/year	<ul style="list-style-type: none"> • Email/portal support • Quarterly platform updates • Regulatory updates • Knowledge base • Maturity benchmark • Shared support queue 	Standard: 1 business day Critical: 8 business hours
Silver	\$36,000/year	<ul style="list-style-type: none"> • Email/portal/phone support • Named support contact • Monthly office hours (1 hr) • Quarterly governance metrics review • Annual executive performance review • Semi-annual policy refresh workshop 	Standard: 8 business hours Critical: 4 business hours
Gold	\$72,000/year	<ul style="list-style-type: none"> • Email/portal/phone/Teams • Named contact + backup • Office hours (2 hrs; bi-weekly first 90 days) • Priority incident response • Quarterly maturity reviews with benchmarking • Quarterly policy refresh • Proactive health monitoring 	Standard: 4 business hours Critical: 2 business hours

Business Hours: Monday–Friday, 8:00 AM–6:00 PM Central Time (excluding agency-observed holidays). For agencies operating in other U.S. time zones, support availability may be adjusted by mutual agreement during scoping.

3.2 Optional Support Add-Ons

Add-On	Description	Price
After-Hours Support	24/7 critical incident coverage	+\$8,000/year
Enhanced Office Hours	Double monthly office hours allocation	+\$6,000/year
Dedicated Success Manager	Proactive optimization, QBRs (Gold only)	+\$15,000/year
Bronze Executive Review	Annual performance review with presentation	\$3,500 per review
Ad-Hoc Training	Additional training, half-day increments	\$2,500 per half-day
Advisory Blocks	Governance advisory services (10-hour blocks)	\$5,000 per block

4. MICROSOFT LICENSING REQUIREMENTS (NOT INCLUDED)

AI Compass leverages Microsoft 365, Power Platform, and Azure services. Microsoft licensing is not included in AVG365 pricing and must be procured directly by the agency from Microsoft or authorized resellers.

4.1 Required Microsoft Licensing by Tier

License Component	Bronze	Silver	Gold	Purpose
Microsoft 365 E3 or E5	Required	Required	Required	SharePoint, Entra ID, platform foundation
Power Platform Capacity	Validated during scope	Validated during scope	Additional capacity likely	Dataverse storage, API, flows
Microsoft Purview	Recommended	Recommended	Required	Records/retention/audit
Microsoft DLP	Optional	Recommended	Required	Data protection enforcement
Defender for Cloud Apps	Optional	Recommended	Required	Shadow AI discovery
Azure Subscription	Optional	Required if AI Policy Generator	Required if AI Policy Generator	Azure AI Foundry usage

Licensing Validation: AVG365 validates requirements during scoping and provides procurement guidance. Agencies are responsible for acquiring/maintaining licenses prior to implementation start.

5. PROFESSIONAL SERVICES (TIME & MATERIALS)

Professional services are available on a time-and-materials basis for requirements beyond defined fixed-price implementation and annual support scope.

5.1 Hourly Rates by Role

Role	Hourly Rate	Typical Use Cases
Engagement Lead / Principal Consultant	\$265/hr	Executive advisory, escalations, governance design
Senior Implementation Specialist	\$200/hr	Complex configurations, architecture, integrations
Implementation Specialist	\$165/hr	Standard deployment, configuration, training
Technical Support Specialist	\$140/hr	Troubleshooting, documentation, basic configuration
Project Manager	\$155/hr	Extended coordination, multi-phase programs

- Minimum Engagement: 4 hours
- Invoicing: Monthly in arrears with activity logs
- Advance Authorization: T&M work exceeding \$5,000 cumulative requires advance written authorization

6. PAYMENT SCHEDULE

6.1 Implementation Services Milestone Invoicing

Milestone	% of Impl. Fee	Timing and Acceptance Criteria
Contract Execution	25%	Upon execution of ordering documents and project initiation readiness
Foundation Phase Complete	30%	Platform configured; governance committee trained; policies approved; Gate 1 acceptance
Pilot Phase Complete	30%	Pilot departments onboarded; use cases governed; training completed; Gate 2 acceptance
Scale Phase Complete	15%	Rollout complete; steady-state transition; SOPs/runbooks delivered; stabilization initiated

Payment Terms: Net 30. Late payment remedies are governed by the TXShare Master Agreement and applicable agency ordering documents.

6.2 Annual Support Subscription Invoicing Options

- Option A: Annual payment in advance (no added cost)
- Option B: Quarterly payments in advance (+5% annually)
- Option C: Monthly payments in advance (+10% annually)

7. MULTI-YEAR AND VOLUME DISCOUNTS

7.1 Multi-Year Support Commitment Discounts

Commitment Length	Implementation Discount	Annual Support Discount
2-Year Support Contract	5% off implementation	5% off Year 2 support
3-Year Support Contract	8% off implementation	5% off Years 2-3 support

Example: Silver tier with 3-year support commitment:

- Implementation: \$110,000 – 8% = \$101,200
- Year 1 Support: \$36,000 (full price)
- Years 2-3 Support: \$34,200/year each (5% discount)
- **Total 3-Year Cost: \$169,600** (savings of \$13,200)

7.2 Multi-Agency Consortium Pricing

Participating Agencies	Discount per Agency
2-3 agencies	5% off implementation
4-5 agencies	8% off implementation
6+ agencies	10% off implementation + consortium coordinator

Eligibility: Supplemental Agreements / Purchase Orders executed within 90 days; coordinated implementations within 12 months.

8. PRICING ASSUMPTIONS AND EXCLUSIONS

8.1 Included in Fixed Pricing

- Professional services labor, PM, and coordination
- Remote delivery (virtual training, support, meetings)
- Standard business hours delivery (M-F, 8 AM-6 PM CT)
- Documentation, templates, and training materials
- Platform configuration and workflow setup
- Role-based training per SOW Training Plan
- Post-deployment stabilization support (tier-dependent)
- Knowledge transfer to agency personnel
- SOPs and runbooks

8.2 Excluded (Separate Cost or Agency Responsibility)

- Microsoft licensing (M365/Azure/Purview/DLP/Defender)
- Agency IT infrastructure and endpoints
- Agency staff time (project team, governance committee, training, testing)
- On-site services unless contracted
- After-hours/weekend delivery unless contracted
- Custom software development beyond platform configuration
- Third-party software/services not specified
- Legacy data migration unless contracted
- Legal/regulatory attestation services and external audits
- Hardware procurement

8.3 Key Assumptions (Summary)

- Agency has an active Microsoft tenant with Power Platform enabled and admin access available
- Required Microsoft licenses (where desired) are procured and assigned before start
- Timely decisions/approvals are provided to maintain schedule
- Standard Foundation → Pilot → Scale approach is used
- Services delivered in English
- Services delivered by U.S.-based AVG365 personnel to U.S.-based agency personnel
- Remote delivery via secure collaboration platforms
- Tier alignment with agency size and complexity profile

9. TERMS AND CONDITIONS SUMMARY (MSA-ALIGNED)

This schedule is subject to and governed by the TXShare Master Agreement and applicable agency ordering documents. In any conflict, the TXShare Master Agreement controls.

9.1 Ownership / Intellectual Property (MSA-Aligned)

Per TXShare Master Agreement Article VIII:

- No title or ownership rights to any applicable software are transferred. AVG365 retains all right, title, and interest in the software and underlying intellectual property.
- Upon payment, all final documents, data, reports, information, and materials delivered under the Purchase Order/SOW become the property of the Participating Entity.

9.2 Change Control and Addition of New Services

Material Scope Changes require a written change order signed by both parties (scope, schedule impact, cost, acceptance criteria). Minor adjustments are handled via standard project management.

Addition of New Goods and Services: New goods and services that fall within the scope of this RFP and the Master Agreement may be added during the contract term by written amendment, subject to NCTCOG approval. Such additions may include but are not limited to: new AI governance capabilities reflecting evolving technology, enhanced integration options, additional training modules, and services representing improved functionality.

9.3 Public Information / Confidentiality

Per TXShare Master Agreement Article VIII: Any confidentiality or proprietary markings are subject to the Texas Public Information Act and applicable Attorney General determinations. Public information compliance controls in the event of conflict with any confidentiality statement.

9.4 Warranty, Liability, and Termination

All warranties, limitations of liability, and termination rights are governed by the TXShare Master Agreement (Articles III, VII, IX) and applicable agency ordering documents.

10. ORDERING AND ENGAGEMENT PROCESS

Step 1: Complimentary Initial Needs Assessment (No Cost)

1-2 hour consultation for tier discussion, preliminary scope, and next steps.

Step 2: Optional Readiness & Tier-Sizing Assessment (\$7,500; creditable)

Structured engagement with written deliverables (Section 2.3).

Step 3: Customer Proposal + SOW

AVG365 provides a detailed SOW with scope, milestones, acceptance criteria, and pricing.

Step 4: Ordering Under TXShare

Customer issues a Purchase Order and/or executes a Supplemental Agreement incorporating the SOW.

Step 5: Kickoff

Kickoff within 10 business days of ordering document execution, subject to scheduling.

APPENDIX A: PRICING QUICK REFERENCE

Implementation Fees

Tier	Fee	Timeline
Bronze	\$49,000	8-12 weeks
Silver	\$110,000	12-16 weeks
Gold	\$225,000	16-24 weeks

Annual Support

Tier	Fee	Standard SLA	Critical SLA
Bronze	\$19,000/year	1 business day	8 business hours
Silver	\$36,000/year	8 business hours	4 business hours
Gold	\$72,000/year	4 business hours	2 business hours

Optional Services (Quick Reference)

- Readiness & Tier-Sizing Assessment: \$7,500 (credited if proceed with implementation)
- AI Policy Generator: \$15,000
- Agentic Marketplace: \$12,000
- Advanced Integration (each): \$8,000-\$25,000
- Legacy Data Migration: \$10,000-\$30,000
- On-Site Visit: \$5,000 + travel
- Accelerated Timeline: +15% of base tier fee
- Additional Policies: \$2,500/policy

Available Discounts

Multi-Year Commitments:

- 2-year support: 5% off implementation + 5% off Year 2 support
- 3-year support: 8% off implementation + 5% off Years 2-3 support

Multi-Agency Consortium:

- 2-3 agencies: 5% off implementation each
- 4-5 agencies: 8% off implementation each
- 6+ agencies: 10% off implementation each + free coordinator

*Pricing effective January 1, 2026 through December 31, 2026 for executed Purchase Orders/SOWs. All prices in USD.
Sales tax excluded. Microsoft licensing not included. All terms subject to and governed by the TXShare Master
Agreement and applicable agency ordering documents.*

END OF PRICING SCHEDULE