

**1 PRICING**

**CATEGORIES OFFERED**

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

**PRICING MODEL**

- **Discount Pricing:** 10% off List Price (per RFP Section 5.10.1)
- **Administrative Fee:** 2.5% TXShare fee fully absorbed in all pricing
- **Sales Tax:** Excluded (customers are tax-exempt)
- **Payment Terms:** Net 30 days
- **Pricing Valid:** 90 days from submission

**1. PLATFORM SUBSCRIPTION (Annual SaaS)**

User Tier	List Price/User/Year	Discount	Net Price
1-250 users	\$300	10%	<b>\$270</b>
251-1,000 users	\$250	10%	<b>\$225</b>
1,001-2,500 users	\$200	10%	<b>\$180</b>
2,501+ users	\$175	10%	<b>\$157.50</b>

**Includes:** Platform access, monitoring, policy management, logging, shadow AI detection, standard integrations, quarterly updates, 8x5 support

**2. PROFESSIONAL SERVICES (Hourly)**

Labor Category	List Rate	Discount	Net Rate
Solutions Architect	\$150	10%	<b>\$135</b>
Governance Consultant	\$160	10%	<b>\$144</b>
Security Engineer	\$120	10%	<b>\$108</b>
Compliance Specialist	\$110	10%	<b>\$99</b>
Training Specialist	\$90	10%	<b>\$81</b>
Customer Success Manager	\$115	10%	<b>\$103.50</b>
Support Engineer	\$100	10%	<b>\$90</b>

*Note: All rates are fixed hourly rates, not markup from cost*

**3. FIXED-PRICE IMPLEMENTATION PACKAGES**

**Starter Package (1-250 Users) - \$24,000**

- *Discovery & Requirements (16 hrs)*
- *Platform Installation (24 hrs)*
- *IAM & SIEM Integration (36 hrs)*
- *Policy Configuration (24 hrs)*

- *Dashboard Setup (12 hrs)*
- *Testing & Training (36 hrs)*
- *Documentation & Project Management (32 hrs)*
- **Total: 212 hours**

**Standard Package (251-1,000 Users) - \$35,000**

- *All Starter components plus:*
- *Multi-role dashboard configuration*
- *Extended training (32 hrs total)*
- *30-day post-launch support*
- **Total: 312 hours**

**Enterprise Package (1,001+ Users) - \$50,500**

- *All Standard components plus:*
- *Multi-tenant configuration*
- *Train-the-trainer program*
- *60-day post-launch support*
- **Total: 444 hours**

*Packages include standard configurations. Custom SOWs available with adjusted scope and pricing.*

**4. ANNUAL SUPPORT & MAINTENANCE**

Tier	Description	List Price	Net Price
<b>Standard</b>	8x5, next business day (included)	Included	<b>Included</b>
<b>Premium</b>	24x7, 4-hour response	\$12,000 + \$4/user	<b>\$10,800 + \$3.60/user</b>
<b>Dedicated CSM</b>	Quarterly reviews, priority escalation	\$20,000/year	<b>\$18,000/year</b>

**5. OPTIONAL ENHANCEMENTS**

Enhancement	List Price	Net Price
<b>Agentic Marketplace Setup</b>	\$15,000	<b>\$13,500</b>
<b>Custom Workflow Development</b>	\$10,000/workflow	<b>\$9,000</b>
<b>Role-Specific Training Module</b>	\$6,000/module	<b>\$5,400</b>

**6. CATEGORY #2 SERVICES**

Service	Typical Hours	Net Price
<b>AI Maturity Assessment</b>	40-60	<b>\$7,200</b>
<b>Policy Development Advisory</b>	60-80	<b>\$9,360</b>
<b>Risk Classification Workshop</b>	24	<b>\$3,456</b>
<b>Compliance Audit Support</b>	40-60	<b>\$4,950</b>
<b>Shadow AI Discovery Service</b>	80-120	<b>\$10,368</b>

<b>Custom Integration Development</b>	Variable	<b>\$103.50/hour</b>
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**PRICING EXAMPLES**

**Small Municipality (100 Users) - Year 1:**

- Platform: \$27,000/year
- Starter Implementation: \$24,000 (one-time)
- **Total Year 1: \$51,000**
- **Years 2-3: \$27,000/year each**

**Medium County (500 Users) - Year 1:**

- Platform: \$112,500/year
- Standard Implementation: \$35,000 (one-time)
- **Total Year 1: \$147,500**
- **Years 2-3: \$112,500/year each**

**Large Agency (2,000 Users) - Year 1:**

- Platform: \$360,000/year
- Enterprise Implementation: \$50,500 (one-time)
- Dedicated CSM: \$18,000/year
- **Total Year 1: \$428,500**
- **Years 2-3: \$378,000/year each**

**ANCILLARY SERVICES**

- Travel & Expenses: At cost, no markup
- On-Site Consulting: Applicable hourly rate + travel
- After-Hours Emergency Support: 1.5x hourly rate

**SERVICE AREAS**

**Texas:**  Will service entire state

**Nationwide:**  Will service all 50 states

**Delivery Model:**

- Primary: Remote delivery (cloud-based)
- Available: On-site upon request
- Hosting: Cloud (Azure/AWS/GCP) or on-premises
- Staff: All US-based (no offshore resources)

**PRICING TERMS**

- All rates are fixed hourly rates (not markup from cost)
- Price escalation: Fixed 6 months, then allowed every 90 days with CPI-U documentation
- Contract term: 24 months + up to 3 one-year renewals (5 years max)

- *Greater discounts may be negotiated with individual customers*
  - *Warranty: 99.5% uptime (Standard), 99.9% (Premium)*
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