Summary - 7 Year Rollup Pricing

SUMMARY—FIVE-YEAR ROLL-UP		Click links for			
Service Recipient:	*City of San Diego*	TOC page			Pricing Assumptions
Vendor Name:	**Xerox State & Local Solutions, Inc.**				

RECURRING FEES								
Service / Description	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**	**Year 6 (Option Year 1)**	**Year 7 (Option Year 2)**	**Total**
Data Center	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Data Network	$ 5,300,052	$ 4,962,924	$ 1,341,444	$ 1,574,736	$ 1,619,364	$ 1,515,924	$ 999,828	$ 17,314,272
Voice Network	$ 1,688,832	$ 1,577,640	$ -	$ -	$ -	$ -	$ -	$ 3,266,472
Converged Data Network	$ 2,578,692	$ 2,665,188	$ 6,264,180	$ 6,015,996	$ 5,813,856	$ 5,056,428	$ 5,062,788	$ 33,457,128
Converged Voice Communications	$ 2,302,464	$ 2,298,660	$ 3,730,704	$ 3,617,652	$ 3,508,524	$ 3,195,384	$ 2,986,464	$ 21,639,852
Application Development and Maintenance (no SAP support)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
ANNUAL TOTAL FEES (NO SAP SUPPORT, SERVICE DESK OR DESKTOP OPTIONS)	$ 11,870,040	$ 11,504,412	$ 11,336,328	$ 11,208,384	$ 10,941,744	$ 9,767,736	$ 9,049,080	$ 75,677,724
Optional SAP Support for Application Development and Maintenance	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
ANNUAL TOTAL FEES (WITH SAP SUPPORT OPTION)	$ 11,870,040	$ 11,504,412	$ 11,336,328	$ 11,208,384	$ 10,941,744	$ 9,767,736	$ 9,049,080	$ 75,677,724
Service Desk (optional)		$ -	$ -	$ -	$ -	$ -	$ -	$ -
Desktop Support (optional)		$ -	$ -	$ -	$ -	$ -	$ -	$ -
ANNUAL TOTAL FEES (WITH SAP SUPPORT, SERVICE DESK AND DESKTOP OPTIONS)	$ 11,870,040	$ 11,504,412	$ 11,336,328	$ 11,208,384	$ 10,941,744	$ 9,767,736	$ 9,049,080	$ 75,677,724
EARLY TERMINATION FEES								
NON-ASSET FEES								
Early Termination Fees - Data Center	$ -	$ -	$ -	$ -	N/A	N/A	N/A	
Early Termination Fees - Data Network	$ 311,095	$ 252,030	$ 59,624	$ 56,123	N/A	N/A	N/A	
Early Termination Fees - Voice Network	$ 72,457	$ 70,283	$ -	$ -	N/A	N/A	N/A	
Early Termination Fees - Converged Data Network	$ 307,648	$ 230,574	$ 321,323	$ 241,670	N/A	N/A	N/A	
Early Termination Fees - Converged Voice Communications	$ -	$ -	$ 96,262	$ 93,374	N/A	N/A	N/A	
Early Termination Fees - Application Development and Maintenance	$ -	$ -	$ -	$ -	N/A	N/A	N/A	
Early Termination Fees - Service Desk		$ -	$ -	$ -	N/A	N/A	N/A	
Early Termination Fees - Desktop Support		$ -	$ -	$ -	N/A	N/A	N/A	
SUBTOTAL NON-ASSET FEES	$ 691,200	$ 552,887	$ 477,209	$ 391,167	N/A	N/A	N/A	
ASSET FEES (Estimated Current Cost - Optional)								
Non-Depreciated Assets and Lease Costs (Estimated Net Book Value)	$ 5,030,369	$ 4,251,608	$ 3,839,236	$ 2,945,627	$ -	N/A	N/A	
TOTAL TERMINATION FEES	$ 5,721,569	$ 4,804,495	$ 4,316,445	$ 3,336,794	$ -			

NOTE: Early termination fees apply only as specified in MSA

Termination Fee Details

YEAR 1 ONE-TIME TRANSITION COSTS (YEAR 2 FOR OPTIONAL SERVICE DESK AND DESKTOP)	
Data Center	$ -
Data Network	$ 373,111
Voice Network	$ 145,086
Application Development and Maintenance	$ -
TOTAL TRANSITION FEES (NO SAP SUPPORT, SERVICE DESK OR DESTOP OPTIONS)	$ 518,197
SAP-specific Transition Costs	$ -
TOTAL TRANSITION FEES (WITH SAP SUPPORT OPTION)	$ 518,197
Service Desk	$ -
Desktop Support	$ -
TOTAL TRANSITION FEES (WITH SAP SUPPORT, SERVICE DESK, AND DESKTOP OPTIONS)	$ 518,197

ONE-TIME TRANSFORMATION COSTS	
Network and VOIP Transformation	$ 3,192,964
TOTAL TRANSFORMATION FEES	$ 3,192,964

Current Data Network Pricing

Data Network Services (current environment)

City of San Diego

Vendor Name: Xerox State & Local Solutions, Inc.

Click links for

RFP page | Pricing Assumptions

Vendor Provided Services		Year 1			Year 2			Year 3			Year 4			Year 5			Year 6 (Option Year 1)			Year 7 (Option Year 2)			
		Price Per Month			Price Per Month			Price Per Month			Price Per Month			Price Per Month			Price Per Month			Price Per Month			
Resource Unit Category	**Unit of Measure**	**Baseline Quantity**	**Monthly Unit Price**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Price**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Price**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Price**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Price**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Price**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Price**	**Monthly Total**	**Description/Comments**
Management Services (including fees associated with Schedule 1 - Relationship Management)	Fixed	1	$ 24,114.62	$24,114.62	1	$ 24,114.62	$24,114.62			$0.00			$0.00			$0.00			$0.00			$0.00	
Managed Circuits (e.g., monitoring)	Qty of Circuits	249	$ 57.50	$14,317.50	249	$ 56.35	$14,031.15			$0.00			$0.00			$0.00			$0.00			$0.00	
Routers	Qty of routers	326	$ 355.31	$115,831.06	326	$ 321.88	$104,932.88	326	$ 112.92	$36,811.92	326	$ 138.36	$45,105.36	326	$ 143.33	$46,725.58	326	$ 132.22	$43,103.72	326	$ 76.22	$24,847.72	
LAN Switches	Qty of switches	520	$ 302.02	$157,050.40	520	$ 273.59	$142,266.80	520	$ 95.99	$49,914.80	520	$ 117.61	$61,157.20	520	$ 121.83	$63,351.60	520	$ 112.39	$58,442.80	520	$ 64.79	$33,690.80	
Internet Bandwidth	Mbps	110.0	$ -	$0.00	110.0	$ -	$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
VPN Services	Qty of Concurrent VPN users	200	$ 17.25	$3,450.00	200	$ 16.91	$3,382.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Point to Point VPN	Qty of P-to-P VPNs	200	$ 57.50	$11,500.00	200	$ 56.35	$11,270.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Security Management Services	Fixed	1	$ 57,500.00	$57,500.00	1	$ 57,500.00	$57,500.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Firewalls	Qty of firewalls	22	$ 825.00	$18,150.00	22	$ 808.50	$17,787.00			$0.00			$0.00			$0.00			$0.00			$0.00	
IPS/IDS Devices	Qty of IPS/IDS devices	14	$ 604.04	$8,456.56	14	$ 547.19	$7,660.66			$0.00			$0.00			$0.00			$0.00			$0.00	
Other Security Devices (e.g., content filters)	Qty of devices	10	$ 604.04	$6,040.40	10	$ 547.19	$5,471.90			$0.00			$0.00			$0.00			$0.00			$0.00	
Citrix Acess Services	Qty of Citrix Users	500	$ 10.00	$5,000.00	500	$ 9.80	$4,900.00	500	$ 9.60	$4,800.00	500	$ 9.41	$4,705.00	500	$ 9.22	$4,610.00	500	$ 9.04	$4,520.00	500	$ 9.04	$4,520.00	
Other (specify in Comments)	(specify units)			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Atos Connectivity	(specify units)	1	$ 20,260.00	$20,260.00	1	$ 20,260.00	$20,260.00	1	$ 20,260.00	$20,260.00	1	$ 20,260.00	$20,260.00	1	$ 20,260.00	$20,260.00	1	20,260	$20,260.00	1	$ 20,260.00	$20,260.00	
IMACs for Network Devices **(Vendor to enter assumed number of IMACs/year included in fee)**	Qty of IMACs																						
	MONTHLY SERVICES FEE			**$ 441,671**			**$ 413,577**			**$ 111,787**			**$ 131,228**			**$ 134,947**			**$ 126,327**			**$ 83,319**	
	ANNUAL SERVICES FEE			**$ 5,300,052**			**$ 4,962,924**			**$ 1,341,444**			**$ 1,574,736**			**$ 1,619,364**			**$ 1,515,924**			**$ 999,828**	

Pass-through Charges (Third-party provided products, services, and/or project expenses) **Note: Provide a detailed list of items in each category as an attachement to this pricing sheet.**

Pass-Through Description & Vendor	**Unit of Measure**			**Monthly Total**			**Monthly Total**			**Monthly Total**			**Monthly Total**			**Monthly Total**			**Monthly Total**			**Monthly Total**	**Description/Comments**
Equipment Maintenance				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Software Maintenance				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Other (specify in Comments)				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Travel (estimated charges)				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Shipping/Storage				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Taxes																							
Federal / National				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
State / Provincial				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Local				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
	MONTHLY TOTAL PASS-THROUGH FEE			**$ -**			**$ -**			**$ -**			**$ -**			**$ -**			**$ -**			**$ -**	
	ANNUAL PASS-THROUGH FEE			**$ -**			**$ -**			**$ -**			**$ -**			**$ -**			**$ -**			**$ -**	
	ANNUAL SERVICE AREA FEES			**$ 5,300,052**			**$ 4,962,924**			**$ 1,341,444**			**$ 1,574,736**			**$ 1,619,364**			**$ 1,515,924**			**$ 999,828**	

ONE TIME DATA NETWORK TRANSITION FEES		
Resource Category (itemize all charges)	**Cost Breakdown**	**Description of Services / Comments**
Project Team / Management	$ 44,773.32	
Hardware	$ -	
Software	$ -	
Installation / build-out	$ 309,682.12	
Testing	$ 18,655.55	
Training	$ -	
Other (specify) Travel	$ -	
Other (specify)	$ -	
Other (specify)	$ -	
Shipping/Handling/Storage	$ -	
Customs Charges	$ -	
Third-party consulting and/or labor	$ -	
Taxes		
Federal / National	$ -	
State / Provincial	$ -	
Local	$ -	
TOTAL DATA NETWORK TRANSITION FEES	**$ 373,111**	

Current Voice Network Pricing

Voice Network Services (current environment)

City of San Diego

Vendor Name: Xerox State & Local Solutions, Inc.

Click links for

TOC page | Pricing Assumptions

Vendor Provided Services		Year 1 Price Per Month			Year 2 Price Per Month			Year 3 Price Per Month			Year 4 Price Per Month			Year 5 Price Per Month			Year 6 (Option Year 1) Price Per Month			Year 7 (Option Year 2) Price Per Month			
Resource Category	**Unit of Measure**	**Baseline Quantity**	**Monthly Unit Cost**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Cost**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Cost**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Cost**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Cost**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Price**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Price**	**Monthly Total**	**Description/Comments**
Management Services (including fees associated with Schedule 1 - Relationship Management)	Fixed	1	$ 12,984.80	$12,984.80	1	$ 12,984.80	$12,984.80			$0.00			$0.00			$0.00			$0.00			$0.00	
Managed Voice Circuits (e.g. monitoring)	# Carrier Circuits	2,187	$ 4.17	$9,119.79	2,187	$ 4.08	$8,922.96			$0.00			$0.00			$0.00			$0.00			$0.00	
Large PBX	Qty of PBXs	6	$ 2,629.34	$15,776.04	6	$ 2,290.40	$13,742.40			$0.00			$0.00			$0.00			$0.00			$0.00	
Small PBX	Qty of PBXs	16	$ 876.45	$14,023.20	16	$ 763.47	$12,215.52			$0.00			$0.00			$0.00			$0.00			$0.00	
IP-PBX	Qty of IP-PBXs	16	$ 1,314.67	$21,034.72	16	$ 1,145.20	$18,323.20			$0.00			$0.00			$0.00			$0.00			$0.00	
PBX Handsets	Qty of PBX handsets	9,000	$ 3.75	$33,750.00	9,000	$ 3.68	$33,120.00			$0.00			$0.00			$0.00			$0.00			$0.00	
IMACs for PBX Handsets **Vendor to enter assumed number of IMACs/year included in fee)**	Qty of IMACs																		$0.00			$0.00	
IP-PBX Handsets	Qty of IP-PBX handsets	0	$ 3.75	$0.00	0	$ 3.68	$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
IMACs for IP-PBX Handsets **Vendor to enter assumed number of IMACs/year included in fee)**	Qty of IMACs																		$0.00			$0.00	
Key Systems	Qty of Key Systems	103	$ 105.17	$10,832.51	103	$ 91.62	$9,436.86			$0.00			$0.00			$0.00			$0.00			$0.00	
ACDs	Qty of Systems	4	$ 1,000.00	$4,000.00	4	$ 980.00	$3,920.00			$0.00			$0.00			$0.00			$0.00			$0.00	
IVRs	Qty of Systems	3	$ 1,000.00	$3,000.00	3	$ 980.00	$2,940.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Voice Mail Systems	Qty of Users	8,765	$ 1.85	$16,215.25	8,765	$ 1.81	$15,864.65			$0.00			$0.00			$0.00			$0.00			$0.00	
MONTHLY FEE FOR VENDOR SERVICES				**$ 140,736**			**$ 131,470**			**$ -**			**$ -**			**$ -**			**$ -**			**$ -**	
		ANNUAL FEE		**$ 1,688,832**			**$ 1,577,640**			**$ -**			**$ -**			**$ -**			**$ -**			**$ -**	

Pass-through Charges (Third-party provided products, services, and/or project expenses)

Pass-Through Description & Vendor	Unit of Measure	Planned Quantity	Monthly Unit Cost	Monthly Total	Planned Quantity	Monthly Unit Cost	Monthly Total	Planned Quantity	Monthly Unit Cost	Monthly Total	Planned Quantity	Monthly Unit Cost	Monthly Total	Planned Quantity	Monthly Unit Cost	Monthly Total	Planned Quantity	Monthly Unit Cost	Monthly Total	Planned Quantity	Monthly Unit Cost	Monthly Total	
Equipment Maintenance				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Software Maintenance				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Other (specify in Comments)				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Travel (estimated charges)				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Shipping/Storage				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Taxes																							
Federal / National				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
State / Provincial				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Local				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
[list any other pass-throughs]				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
	MONTHLY TOTAL PASS-THROUGH			**$ -**			**$ -**			**$ -**			**$ -**			**$ -**			**$ -**			**$ -**	
	ANNUAL FEE			**$ -**			**$ -**			**$ -**			**$ -**			**$ -**			**$ -**			**$ -**	
	ANNUAL TOTAL SERVICE CHARGES			**$ 1,688,832**			**$ 1,577,640**			**$ -**			**$ -**			**$ -**			**$ -**			**$ -**	

ONE TIME VOICE NETWORK TRANSITION FEES		
Resource Category (itemize all charges)	**Cost Breakdown**	**Description of Services / Comments**
Project Team / Management	$ 17,410.32	
Hardware	$ -	
Software	$ -	
Installation / build-out	$ 120,421.37	
Testing	$ 7,254.30	
Training	$ -	
Other (specify) Travel	$ -	
Other (specify)	$ -	
Other (specify)	$ -	
Shipping/Handling/Storage	$ -	
Customs Charges	$ -	
Third-party consulting and/or labor	$ -	
Taxes		
Federal / National	$ -	
State / Provincial	$ -	
Local	$ -	
TOTAL VOICE NETWORK TRANSITION FEES	**$ 145,086**	

Converged Network Pricing

Converged Network Services

City of San Diego

Vendor Name: Xerox State & Local Solutions, Inc.

Click links for

TOC page | Pricing Assumptions

Vendor Provided Services		Year 1 Price Per Month			Year 2 Price Per Month			Year 3 Price Per Month			Year 4 Price Per Month			Year 5 Price Per Month			Year 6 (Option Year 1) Price Per Month			Year 7 (Option Year 2) Price Per Month			
Resource Unit Category	**Unit of Measure**	**Baseline Quantity**	**Monthly Unit Price**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Price**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Price**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Price**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Price**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Price**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Price**	**Monthly Total**	**Description/Comments**
Management Services (including fees associated with Schedule 1 - Relationship Management)	Fixed	1	$ 1,837.78	$1,837.78	1	$ 1,847.22	$1,847.22	1	$ 25,970.46	$25,970.46	1	$ 25,977.24	$25,977.24	1	$ 25,987.20	$25,987.20	1	$ 20,089.26	$20,089.26	1	$ 20,098.59	$20,098.59	
Managed Circuits (e.g., monitoring)	Qty of Circuits			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Routers	Qty of routers			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
LAN Switches	Qty of switches			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Internet Bandwidth	Mbps			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
VPN Services	Qty of Concurrent VPN users			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Point to Point VPN	Qty of P-to-P VPNs			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Security Management Services	Fixed			$0.00			$0.00	1	$ 57,500.00	$57,500.00	1	$ 57,500.00	$57,500.00	1	$ 57,500.00	$57,500.00	1	$ 57,500.00	$57,500.00	1	$ 57,500.00	$57,500.00	
Firewalls	Qty of firewalls			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
IPS/IDS Devices	Qty of IPS/IDS devices			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Other Security Devices (e.g., content filters)	Qty of devices			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Data Active Port	Qty of Ports			$0.00			$0.00	10,500.00	$ 21.30	$223,650.00	10,500.00	$ 20.02	$210,210.00	10,500.00	$ 19.09	$200,445.00	10,500.00	$ 14.26	$149,730.00	10,500.00	$ 15.30	$160,650.00	
Data Circuits	Qty of Circuits	1.00	$ 181,512.22	$181,512.22	1.00	$ 181,200.58	$181,200.58	1.00	$ 172,598.67	$172,598.67	1.00	$ 164,417.69	$164,417.69	1.00	$ 156,636.78	$156,636.78	1.00	$ 149,236.12	$149,236.12	1.00	$ 142,196.86	$142,196.86	
Tools/Software Attachement F	Fixed	1.00	$ 18,164.88	$18,164.88	1.00	$ 23,379.49	$23,379.49	1.00	$ 24,325.43	$24,325.43	1.00	$ 25,465.72	$25,465.72	1.00	$ 26,361.56	$26,361.56	1.00	$ 27,456.59	$27,456.59	1.00	$ 24,292.66	$24,292.66	
UPS Small - 1,000 VA or less	Qty of Units	68.00	$ 10.37	$705.16	68.00	$ 16.83	$1,144.44	68.00	$ 23.29	$1,583.72	68.00	$ 23.22	$1,578.96	68.00	$ 23.15	$1,574.20	68.00	$ 23.07	$1,568.76	68.00	$ 23.00	$1,564.00	
UPS Medium - > 1,000VA and < 5,000VA	Qty of Units	89.00	$ 19.36	$1,723.04	89.00	$ 34.80	$3,097.20	89.00	$ 50.25	$4,472.25	89.00	$ 50.18	$4,466.02	89.00	$ 50.11	$4,459.79	89.00	$ 50.04	$4,453.56	89.00	$ 49.97	$4,447.33	
UPS Large - >= 5,000 VA	Qty of Units	24.00	$ 32.43	$778.32	24.00	$ 60.95	$1,462.80	24.00	$ 89.47	$2,147.28	24.00	$ 89.39	$2,145.36	24.00	$ 89.32	$2,143.68	24.00	$ 89.25	$2,142.00	24.00	$ 89.18	$2,140.32	
IMACs for Network Devices **Vendor to enter number of IMACs/year included in fee)**	Qty of IMACs																						
	MONTHLY SERVICES FEE			**$ 204,721**			**$ 212,132**			**$ 512,248**			**$ 491,761**			**$ 475,108**			**$ 412,176**			**$ 412,890**	
	ANNUAL SERVICES FEE			**$ 2,456,652**			**$ 2,545,584**			**$ 6,146,976**			**$ 5,901,132**			**$ 5,701,296**			**$ 4,946,112**			**$ 4,954,680**	

Pass-through Charges (Third-party provided products, services, and/or project expenses) **Note: Provide a detailed list of items in each category as an attachement to this pricing sheet.**

Pass-Through Description & Vendor	**Unit of Measure**			**Monthly Total**			**Monthly Total**			**Monthly Total**			**Monthly Total**			**Monthly Total**			**Monthly Total**			**Monthly Total**	**Description/Comments**
Equipment Maintenance				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Software Maintenance				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Network Usage Costs	Network Usage Costs			$10,170.00			$9,966.60			$9,767.27			$9,571.92			$9,380.48			$9,192.87			$9,009.02	
Travel (estimated charges)				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Shipping/Storage				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Taxes																							
Federal / National				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
State / Provincial				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Local				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
	MONTHLY TOTAL PASS-THROUGH FEE			**$ 10,170**			**$ 9,967**			**$ 9,767**			**$ 9,572**			**$ 9,380**			**$ 9,193**			**$ 9,009**	
	ANNUAL PASS-THROUGH FEE			**$ 122,040**			**$ 119,604**			**$ 117,204**			**$ 114,864**			**$ 112,560**			**$ 110,316**			**$ 108,108**	
	ANNUAL SERVICE AREA FEES			**$ 2,578,692**			**$ 2,665,188**			**$ 6,264,180**			**$ 6,015,996**			**$ 5,813,856**			**$ 5,056,428**			**$ 5,062,788**	

Converged Voice Communications Pricing

Converged Voice Communications Services
City of San Diego
Vendor Name: Xerox State & Local Solutions, Inc.

Click links for	
TOC page	Pricing Assumptions

Vendor Provided Services		Year 1			Year 2			Year 3			Year 4			Year 5			Year 6 (Option Year 1)			Year 7 (Option Year 2)			
		Price Per Month			Price Per Month			Price Per Month			Price Per Month			Price Per Month			Price Per Month			Price Per Month			
Resource Category	**Unit of Measure**	**Baseline Quantity**	**Monthly Unit Cost**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Cost**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Cost**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Cost**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Cost**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Cost**	**Monthly Total**	**Baseline Quantity**	**Monthly Unit Cost**	**Monthly Total**	**Description of Services / Comments**
Management Services (including fees associated with Schedule 1 - Relationship Management)	Fixed	1	$ 1,867.78	$1,867.78	1	$ 1,886.93	$1,886.93	1	$ 14,891.27	$14,891.27	1	$ 14,911.21	$14,911.21	1	$ 14,931.54	$14,931.54	1	$ 11,770.99	$11,770.99	1	$ 11,792.14	$11,792.14	
City Legacy Systems																							
Managed Voice Circuits (e.g. monitoring)	# Carrier Circuits			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Large PBX	Qty of PBXs			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Small PBX	Qty of PBXs			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
PBX Handsets	Qty of PBX handsets			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
IMACs for PBX Handsets **Vendor to enter assumed number of IMACs/year included in fee)**	Qty of IMACs																						
IP-PBX	Qty of IP-PBXs			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
IP-PBX Handsets	Qty of IP-PBX handsets			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
IMACs for IP-PBX Handsets **Vendor to enter assumed number of IMACs/year included in fee)**	Qty of IMACs																						
Key Systems	Qty of Key Systems			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
ACDs	Qty of Systems			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
IVRs	Qty of Systems			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Voice Mail Systems	Qty of Users			$0.00			$0.00	8,765	$ 1.78	$15,601.70	8,765	$ 1.74	$15,251.10	8,765	$ 1.71	$14,988.15	8,765	$ 1.67	$14,637.55	8,765	$ 1.64	$14,374.60	
Teleconference System	Qty of Users			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Faxes	Qty of devices			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Analog Devices	Qty of devices			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Voice Circuits	Qty of Circuits	1	$ 173,194.44	$173,194.44	1	$ 173,194.44	$173,194.44	1	$ 164,534.72	$164,534.72	1	$ 156,307.99	$156,307.99	1	$ 148,492.59	$148,492.59	1	$ 141,067.96	$141,067.96	1	$ 134,014.56	$134,014.56	
Other (specify in Comments)	(specify units)			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Other (specify in Comments)	(specify units)			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Other (specify in Comments)	(specify units)			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Vendor VOIP System/Services																							
Telephony Desk Phone	Qty of users			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Telephony Soft Phone	Qty of users			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
IMACs for Handsets **Vendor to enter assumed number of IMACs/year included in fee)**	Qty of IMACs																						
ACDs	Qty of users			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
IVRs	Qty of users			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Voice Mail System	Qty of users			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Teleconferencing	Qty of Users			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Voice Active Port Infrastructure	Qty of Ports			$0.00			$0.00	9,000	$ 2.62	$23,580.00	9,000	$ 2.62	$23,580.00	9,000	$ 2.62	$23,580.00	9,000	$ 4.35	$39,150.00	9,000	$ 3.77	$33,930.00	
VOIP Handset Labor Support	Qty of devices			$0.00			$0.00	9,000	$ 3.61	$32,490.00	9,000	$ 3.54	$31,860.00	9,000	$ 3.47	$31,230.00	9,000	$ 3.41	$30,690.00	9,000	$ 3.35	$30,150.00	
VOIP Handset Capital & HW Maintenance	Qty of devices			$0.00			$0.00	9,000	$ 4.85	$43,650.00	9,000	$ 4.86	$43,740.00	9,000	$ 4.85	$43,650.00	9,000	$ 1.53	$13,770.00	9,000	$ 1.08	$9,720.00	
Other (specify in Comments)	(specify units)			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Other (specify in Comments)	(specify units)			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Other (specify in Comments)	(specify units)			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
Other (specify in Comments)	(specify units)			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00	
MONTHLY FEE FOR VENDOR SERVICES				**$ 175,062**			**$ 175,081**			**$ 294,748**			**$ 285,650**			**$ 276,872**			**$ 251,087**			**$ 233,981**	
ANNUAL FEE				**$ 2,100,744**			**$ 2,100,972**			**$ 3,536,976**			**$ 3,427,800**			**$ 3,322,464**			**$ 3,013,044**			**$ 2,807,772**	

Pass-through Charges (Third-party provided products, services, and/or project expenses)

Pass-Through Description & Vendor	Unit of Measure	Planned Quantity	Monthly Unit Cost	Monthly Total	Planned Quantity	Monthly Unit Cost	Monthly Total	Planned Quantity	Monthly Unit Cost	Monthly Total	Planned Quantity	Monthly Unit Cost	Monthly Total	Planned Quantity	Monthly Unit Cost	Monthly Total	Planned Quantity	Monthly Unit Cost	Monthly Total	Planned Quantity	Monthly Unit Cost	Monthly Total
Equipment Maintenance				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00
Software Maintenance				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00
Other (specify in Comments)				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00
Travel (estimated charges)				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00
Shipping/Storage				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00
Taxes																						
Federal / National				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00
State / Provincial				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00
Local				$0.00			$0.00			$0.00			$0.00			$0.00			$0.00			$0.00
Voice Usage		1	$ 16,809.98	$16,809.98	1	$ 16,473.78	$16,473.78	1	$ 16,144.30	$16,144.30	1	$ 15,821.42	$15,821.42	1	$ 15,504.99	$15,504.99	1	$ 15,194.89	$15,194.89	1	$ 14,890.99	$14,890.99
MONTHLY TOTAL PASS-THROUGH				**$ 16,810**			**$ 16,474**			**$ 16,144**			**$ 15,821**			**$ 15,505**			**$ 15,195**			**$ 14,891**
ANNUAL FEE				**$ 201,720**			**$ 197,688**			**$ 193,728**			**$ 189,852**			**$ 186,060**			**$ 182,340**			**$ 178,692**
ANNUAL TOTAL SERVICE CHARGES				**$ 2,302,464**			**$ 2,298,660**			**$ 3,730,704**			**$ 3,617,652**			**$ 3,508,524**			**$ 3,195,384**			**$ 2,986,464**

Converged Network and Voice Transformation Services

City of San Diego

Vendor Name: Xerox State & Local Solutions, Inc.

Click links for

TOC page | Pricing Assumptions

ONE-TIME CONVERGED NETWORK TRANSFORMATION SERVICES FEES	Enter Phase No./Name	Enter Phase No./Name	Enter Phase No./Name	Enter Phase No./Name	Enter Phase No./Name	Enter Phase No./Name	Enter Phase No./Name	
Resource Category (itemize all charges)	Enter Estimated Completion Date	Enter Estimated Completion Date	Enter Estimated Completion Date	Enter Estimated Completion Date	Enter Estimated Completion Date	Enter Estimated Completion Date	Enter Estimated Completion Date	**Total**
Project Management	$ 386,755.65	$ -	$ -	$ -	$ -	$ -	$ -	**$ 386,756**
Design and Engineering Data Collection and Planning	$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Design and Engineering	$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Application Changes (e.g., ACD APIs, IVR APIs)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
WAN/LAN Installation / Build-out / Upgrades	$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Implementation / Configuration	$ 2,645,059.91	$ -	$ -	$ -	$ -	$ -	$ -	**$ 2,645,060**
Facility Upgrades	$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Testing	$ 161,148.19	$ -	$ -	$ -	$ -	$ -	$ -	**$ 161,148**
Training	$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Other (specify)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Other (specify)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
TOTAL	**$ 3,192,964**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ 3,192,964**

ONE-TIME CONVERGED NETWORK NON-SERVICE TRANSFORMATION FEES															
Resource Category (itemize all charges)	**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Quantity**	**Total**	**Total**
Hardware - Specify type below and quantity to the right															
Routers	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Switches	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Security Devices	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other (specify)	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Software - Specify type (e.g., license) below and quantity to the right															
Specify	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Specify	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Specify	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other - Specify type below and quantity to the right															
Other	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
Other	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**
TOTAL	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**

ONE-TIME VOIP TRANSFORMATION SERVICES FEES	Enter Phase No./Name	Enter Phase No./Name	Enter Phase No./Name	Enter Phase No./Name	Enter Phase No./Name	Enter Phase No./Name	Enter Phase No./Name	
Resource Category (itemize all charges)	Enter Estimated Completion Date	Enter Estimated Completion Date	Enter Estimated Completion Date	Enter Estimated Completion Date	Enter Estimated Completion Date	Enter Estimated Completion Date	Enter Estimated Completion Date	**Total**
Project Management	$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Design and Engineering Data Collection and Planning	$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Design and Engineering	$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Installation / build-out	$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Implementation / Configuration	$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Testing	$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Training	$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Other (specify)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Other (specify)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
Other (specify)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	**$ -**
TOTAL	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**

ONE-TIME VOIP NON-SERVICE TRANSFORMATION FEES																
Resource Category (itemize all charges)	**Quantity**	**Total Price**	**Quantity**	**Total Price**	**Quantity**	**Total Price**	**Quantity**	**Total Price**	**Quantity**	**Total Price**	**Quantity**	**Total Price**	**Quantity**	**Total Price**	**Total**	**Recurring Monthly Unit Fee (excludes services)**
Hardware - Specify/describe Quantity type below																$ -
IP-PBX	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**	$ -
Servers	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**	$ -
Single line handsets	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**	$ -
Multiline handsets	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**	$ -
Softphone	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**	$ -
Other (specify)	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**	$ -
Other (specify)	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**	$ -
Other (specify)	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**	$ -
Other (specify)	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**	$ -
Application Modules/Software - Specify/describe Quantity type below - e.g., user, license, module																
Specify	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**	$ -
Specify	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**	$ -
Specify	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**	$ -
Specify	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -		$ -
Specify	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**	$ -
Specify	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**	$ -
Other - Specify/describe Quantity type below																
Other	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**	$ -
Other	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	-	$ -	**$ -**	$ -
TOTAL	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	

TOTAL TRANSFORMATION FEES	**$ 3,192,964**

Termination Fees

Termination Fees Details

City of San Diego

Vendor Name: Xerox State & Local Solutions, Inc.

Click links for

TOC page

Data Center	Year 1	Year 2	Year 3	Year 4	Year 5	Assumptions
Actual Cost to redeploy or separate personnel until the earlier of: (1) the date Vendor is able to redeploy the personnel or (2) 90 days after termination of the Agreement.						
Actual Cost of terminating Third Party contracts that are required to be terminated as a result of termination of the Services						
Actual portion of un-depreciated hardware expenses not yet recovered or discharged by Vendor for hardware acquired, which is used solely to provide the Services under the Agreement						
Unamortized license fees for license fees not yet owed and discharged by the Vendor, but only for software used solely to provide the outsourcing services and actual charges for license termination fees for such software						
Overhead costs (e.g., payroll taxes, rent)						
Administrative Expenses - salary costs of people not charging directly for tower services (e.g., backoffice support, external services costs (e.g., legal expenses, notary fees))						
Actual portion of unrecovered un-depreciated equipment expenses not yet owed and discharged by the Vendor, but only for equipment acquired and used solely to provide the outsourcing services						
Unrecovered start-up and transition expenses						
Mark-up margin total that Vendor will apply to actual termination costs						
Total	$ -	$ -	$ -	$ -		

Data Network	Year 1	Year 2	Year 3	Year 4	Year 5	Assumptions
Actual Cost to redeploy or separate personnel until the earlier of: (1) the date Vendor is able to redeploy the personnel or (2) 90 days after termination of the Agreement.	$ 173,002.68	$ 167,812.60	$ -	$ -		
Actual Cost of terminating Third Party contracts that are required to be terminated as a result of termination of the Services	$ 54,132.09	$ 9,866.39	$ 9,502.08	$ 9,427.81		
Actual portion of un-depreciated hardware expenses not yet recovered or discharged by Vendor for hardware acquired, which is used solely to provide the Services under the Agreement	$ -	$ -	$ -	$ -		
Unamortized license fees for license fees not yet owed and discharged by the Vendor, but only for software used solely to provide the outsourcing services and actual charges for license termination fees for such software	$ 7,555.34	$ 5,705.05	$ 3,854.77	$ 2,004.48		
Overhead costs (e.g., payroll taxes, rent)	$ 16,428.31	$ 12,836.88	$ 934.98	$ 800.26		
Administrative Expenses - salary costs of people not charging directly for tower services (e.g., backoffice support, external services costs (e.g., legal expenses, notary fees))	$ 45,162.14	$ 43,807.28	$ 42,493.06	$ 41,218.27		
Actual portion of unrecovered un-depreciated equipment expenses not yet owed and discharged by the Vendor, but only for equipment acquired and used solely to provide the outsourcing services	$ -	$ -	$ -	$ -		
Unrecovered start-up and transition expenses	$ -	$ -	$ -	$ -		
Mark-up margin total that Vendor will apply to actual termination costs	$ 14,814.03	$ 12,001.41	$ 2,839.24	$ 2,672.54		
Total	$ 311,094.59	$ 252,029.61	$ 59,624.13	$ 56,123.36		

Voice Network	Year 1	Year 2	Year 3	Year 4	Year 5	Assumptions
Actual Cost to redeploy or separate personnel until the earlier of: (1) the date Vendor is able to redeploy the personnel or (2) 90 days after termination of the Agreement.	$ 64,491.87	$ 62,557.11	$ -	$ -		
Actual Cost of terminating Third Party contracts that are required to be terminated as a result of termination of the Services	$ -	$ -	$ -	$ -		
Actual portion of un-depreciated hardware expenses not yet recovered or discharged by Vendor for hardware acquired, which is used solely to provide the Services under the Agreement	$ -	$ -	$ -	$ -		
Unamortized license fees for license fees not yet owed and discharged by the Vendor, but only for software used solely to provide the outsourcing services and actual charges for license termination fees for such software	$ -	$ -	$ -	$ -		
Overhead costs (e.g., payroll taxes, rent)	$ 4,514.43	$ 4,379.00	$ -	$ -		
Administrative Expenses - salary costs of people not charging directly for tower services (e.g., backoffice support, external services costs (e.g., legal expenses, notary fees))	$ -	$ -	$ -	$ -		
Actual portion of unrecovered un-depreciated equipment expenses not yet owed and discharged by the Vendor, but only for equipment acquired and used solely to provide the outsourcing services	$ -	$ -	$ -	$ -		
Unrecovered start-up and transition expenses	$ -	$ -	$ -	$ -		
Mark-up margin total that Vendor will apply to actual termination costs	$ 3,450.31	$ 3,346.81	$ -	$ -		
Total	$ 72,456.61	$ 70,282.92	$ -	$ -		

Termination Fees

Termination Fees Details

City of San Diego

Vendor Name: Xerox State & Local Solutions, Inc.

Click links for

TOC page

Converged Network	Year 1	Year 2	Year 3	Year 4	Year 5	Assumptions
Actual Cost to redeploy or separate personnel until the earlier of: (1) the date Vendor is able to redeploy the personnel or (2) 90 days after termination of the Agreement.	$ -	$ -	$ 162,778.22	$ 157,894.87		
Actual Cost of terminating Third Party contracts that are required to be terminated as a result of termination of the Services	$ -	$ -	$ -	$ -		
Actual portion of un-depreciated hardware expenses not yet recovered or discharged by Vendor for hardware acquired, which is used solely to provide the Services under the Agreement	$ 5,030,368.63	$ 4,251,608.06	$ 3,839,235.71	$ 2,945,626.58		
Unamortized license fees for license fees not yet owed and discharged by the Vendor, but only for software used solely to provide the outsourcing services and actual charges for license termination fees for such software	$ -	$ -	$ -	$ -		
Overhead costs (e.g., payroll taxes, rent)	$ 292,833.83	$ 218,572.62	$ 155,705.89	$ 81,102.85		
Administrative Expenses - salary costs of people not charging directly for tower services (e.g., backoffice support, external services costs (e.g., legal expenses, notary fees))	$ -	$ -	$ -	$ -		
Actual portion of unrecovered un-depreciated equipment expenses not yet owed and discharged by the Vendor, but only for equipment acquired and used solely to provide the outsourcing services	$ -	$ -	$ -	$ -		
Unrecovered start-up and transition expenses	$ -	$ -	$ -	$ -		
Mark-up margin total that Vendor will apply to actual termination costs	$ 14,814.03	$ 12,001.41	$ 2,839.24	$ 2,672.54		
Total	$ 5,338,016.49	$ 4,482,182.09	$ 4,160,559.06	$ 3,187,296.84		

Converged Voice Communications	Year 1	Year 2	Year 3	Year 4	Year 5	Assumptions
Actual Cost to redeploy or separate personnel until the earlier of: (1) the date Vendor is able to redeploy the personnel or (2) 90 days after termination of the Agreement.	$ -	$ -	$ 85,680.40	$ 83,109.99		
Actual Cost of terminating Third Party contracts that are required to be terminated as a result of termination of the Services	$ -	$ -	$ -	$ -		
Actual portion of un-depreciated hardware expenses not yet recovered or discharged by Vendor for hardware acquired, which is used solely to provide the Services under the Agreement	$ -	$ -	$ -	$ -		
Unamortized license fees for license fees not yet owed and discharged by the Vendor, but only for software used solely to provide the outsourcing services and actual charges for license termination fees for such software	$ -	$ -	$ -	$ -		
Overhead costs (e.g., payroll taxes, rent)	$ -	$ -	$ 5,997.63	$ 5,817.70		
Administrative Expenses - salary costs of people not charging directly for tower services (e.g., backoffice support, external services costs (e.g., legal expenses, notary fees))	$ -	$ -	$ -	$ -		
Actual portion of unrecovered un-depreciated equipment expenses not yet owed and discharged by the Vendor, but only for equipment acquired and used solely to provide the outsourcing services	$ -	$ -	$ -	$ -		
Unrecovered start-up and transition expenses	$ -	$ -	$ -	$ -		
Mark-up margin total that Vendor will apply to actual termination costs	$ -	$ -	$ 4,583.90	$ 4,446.38		
Total	$ -	$ -	$ 96,261.93	$ 93,374.07		

Application Dvelopment and Maintenance	Year 1	Year 2	Year 3	Year 4	Year 5	Assumptions
Actual Cost to redeploy or separate personnel until the earlier of: (1) the date Vendor is able to redeploy the personnel or (2) 90 days after termination of the Agreement.						
Actual Cost of terminating Third Party contracts that are required to be terminated as a result of termination of the Services						
Actual portion of un-depreciated hardware expenses not yet recovered or discharged by Vendor for hardware acquired, which is used solely to provide the Services under the Agreement						
Unamortized license fees for license fees not yet owed and discharged by the Vendor, but only for software used solely to provide the outsourcing services and actual charges for license termination fees for such software						
Overhead costs (e.g., payroll taxes, rent)						
Administrative Expenses - salary costs of people not charging directly for tower services (e.g., backoffice support, external services costs (e.g., legal expenses, notary fees))						
Actual portion of unrecovered un-depreciated equipment expenses not yet owed and discharged by the Vendor, but only for equipment acquired and used solely to provide the outsourcing services						
Unrecovered start-up and transition expenses						
Mark-up margin total that Vendor will apply to actual termination costs						
Total	$ -	$ -	$ -	$ -		

Termination Fees

Termination Fees Details

City of San Diego

Vendor Name: Xerox State & Local Solutions, Inc.

Click links for

TOC page

Service Desk (optional)	Year 1	Year 2	Year 3	Year 4	Year 5	Assumptions
Actual Cost to redeploy or separate personnel until the earlier of: (1) the date Vendor is able to redeploy the personnel or (2) 90 days after termination of the Agreement.						
Actual Cost of terminating Third Party contracts that are required to be terminated as a result of termination of the Services						
Actual portion of un-depreciated hardware expenses not yet recovered or discharged by Vendor for hardware acquired, which is used solely to provide the Services under the Agreement						
Unamortized license fees for license fees not yet owed and discharged by the Vendor, but only for software used solely to provide the outsourcing services and actual charges for license termination fees for such software						
Overhead costs (e.g., payroll taxes, rent)						
Administrative Expenses - salary costs of people not charging directly for tower services (e.g., backoffice support, external services costs (e.g., legal expenses, notary fees))						
Actual portion of unrecovered un-depreciated equipment expenses not yet owed and discharged by the Vendor, but only for equipment acquired and used solely to provide the outsourcing services						
Unrecovered start-up and transition expenses						
Mark-up margin total that Vendor will apply to actual termination costs						
Total		$ -	$ -	$ -		

Desktop Support (optional)	Year 1	Year 2	Year 3	Year 4	Year 5	Assumptions
Actual Cost to redeploy or separate personnel until the earlier of: (1) the date Vendor is able to redeploy the personnel or (2) 90 days after termination of the Agreement.						
Actual Cost of terminating Third Party contracts that are required to be terminated as a result of termination of the Services						
Actual portion of un-depreciated hardware expenses not yet recovered or discharged by Vendor for hardware acquired, which is used solely to provide the Services under the Agreement						
Unamortized license fees for license fees not yet owed and discharged by the Vendor, but only for software used solely to provide the outsourcing services and actual charges for license termination fees for such software						
Overhead costs (e.g., payroll taxes, rent)						
Administrative Expenses - salary costs of people not charging directly for tower services (e.g., backoffice support, external services costs (e.g., legal expenses, notary fees))						
Actual portion of unrecovered un-depreciated equipment expenses not yet owed and discharged by the Vendor, but only for equipment acquired and used solely to provide the outsourcing services						
Unrecovered start-up and transition expenses						
Mark-up margin total that Vendor will apply to actual termination costs						
Total		$ -	$ -	$ -		

Hourly Rate Sheet

City of San Diego

Xerox State & Local Solutions, Inc.

Click links for

TOC page | Assumptions

Click links for

TOC page | Pricing Assumptions

	Onsite Hourly Rates			Provider Site Hourly Rates			
Job Title / Labor Category	**Senior**	**Junior**	**Entry**	**Senior**	**Junior**	**Entry**	**Provider Job Title - Reference Mapping**
Applications Programmer	$ 102.00	$ 85.00	$ 77.00	$ 107.00	$ 89.00	$ 81.00	
Business Analyst	$ 86.00	$ 72.00	$ 65.00	$ 90.00	$ 76.00	$ 68.00	
Hardware Specialist	$ 63.00	$ 55.00	$ 50.00	$ 66.00	$ 58.00	$ 53.00	
Network Specialist	$ 85.00	$ 74.00	$ 67.00	$ 89.00	$ 78.00	$ 70.00	
Software Specialist	$ 68.00	$ 59.00	$ 53.00	$ 71.00	$ 62.00	$ 56.00	
Computer Systems Analyst	$ 68.00	$ 59.00	$ 53.00	$ 71.00	$ 62.00	$ 56.00	
Database Administrator (DBA)	$ 102.00	$ 89.00	$ 80.00	$ 107.00	$ 93.00	$ 84.00	
Database Analyst	$ 72.00	$ 63.00	$ 57.00	$ 76.00	$ 66.00	$ 60.00	
Documentation Specialist	$ 68.00	$ 59.00	$ 53.00	$ 71.00	$ 62.00	$ 56.00	
Information Systems Engineer	$ 102.00	$ 89.00	$ 80.00	$ 107.00	$ 93.00	$ 84.00	
Network Design Engineer	$ 116.00	$ 101.00	$ 91.00	$ 122.00	$ 106.00	$ 96.00	
Project Manager	$ 116.00	$ 97.00	$ 87.00	$ 122.00	$ 102.00	$ 91.00	
Quality Assurance Engineer	$ 107.00	$ 93.00	$ 84.00	$ 112.00	$ 98.00	$ 88.00	
Security Systems Engineer	$ 141.00	$ 123.00	$ 111.00	$ 148.00	$ 129.00	$ 117.00	
Software Engineer	$ 98.00	$ 85.00	$ 77.00	$ 103.00	$ 89.00	$ 81.00	
Software Systems Specialist	$ 83.00	$ 72.00	$ 65.00	$ 87.00	$ 76.00	$ 68.00	
Storage Operations Specialist	$ 72.00	$ 63.00	$ 57.00	$ 76.00	$ 66.00	$ 60.00	
Storage Management Engineer	$ 87.00	$ 76.00	$ 68.00	$ 91.00	$ 80.00	$ 71.00	
System Administrator/Operator	$ 98.00	$ 85.00	$ 77.00	$ 103.00	$ 89.00	$ 81.00	
System Programmer	$ 83.00	$ 72.00	$ 65.00	$ 87.00	$ 76.00	$ 68.00	
Systems Engineer	$ 92.00	$ 80.00	$ 72.00	$ 97.00	$ 84.00	$ 76.00	
Tape Librarian	$ 59.00	$ 51.00	$ 46.00	$ 62.00	$ 54.00	$ 48.00	
Technical Architect	$ 150.00	$ 125.00	$ 113.00	$ 158.00	$ 131.00	$ 119.00	
Training Specialist	$ 83.00	$ 72.00	$ 65.00	$ 87.00	$ 76.00	$ 68.00	
Service Delivery Manager	$ 86.00	$ 75.00	$ 68.00	$ 90.00	$ 79.00	$ 71.00	

NOTES:

1. Use the table on this worksheet to provide hourly labor rates for the various classifications and grades of technical personnel.

2. Provider may include additional titles to accurately represent the classifications it uses for describing the various classifications and grades of its personnel.

3. If your existing titles differ from those listed, please map your titles to the listed categories to the extent possible and provide your mapping reference in the column to the far right labeled "Provider Job Title - Reference Mapping."

4. These rates shall be used for fixed price and T&M based project work.

5. Entry means 1-3 years of experience; Junior means 4-6 years of experience; Senior means 7+ years of experience.

Pricing Assumptions

City of San Diego

Xerox State & Local Solutions, Inc.

Click links for

TOC page

ASSUMPTIONS (State all assumptions upon which its pricing is being determined). Insert as many lines as necessary to ensure all assumptions are accurately expressed.

	Current Data Network Recurring Pricing Assumptions
1	Xerox assumptions in this section apply to all towers. Only additional tower specific assumptions will be added to the other towers.
2	Xerox pricing is contingent upon the signing of a final contract, SOW, and SLA agreement with the City of San Diego.
3	Xerox pricing is based on a 5 year base contract plus 2 option years commencing on July 1, 2012.
4	Xerox pricing is based on volumes and information provided by the City of San Diego. Current Xerox pricing is based on Xerox due diligence findings and resource volumes have been updated to reflect the due diligence findings.
5	Xerox pricing assumes Transition and Transformation payments are paid by milestone payment.
6	Xerox pricing is subject to an annual Cost of Living adjustment for all services based on an agreed US inflation index.
7	Xerox pricing assumes the transfer of 15 key employees from the San Diego Data Processing Corporation (SDDPC).
8	Xerox pricing does not include carrying forward transferred employee vacation balances. All vacation balances to be paid by SDDPC prior to employee transfer.
9	Xerox pricing does not include any severance costs for SDDPC employees who are not transferring.
10	Xerox pricing assumes that the City provides free use of the existing SDDPC facilities and free use of facilities for all employees embedded at City agencies.
11	For Clarity of Pricing Xerox has included all data circuit and usage costs in the Converged Network tab.
12	Xerox pricing includes all required network legacy hardware refresh and maintenance.
13	Xerox pricing assumes that current network assets of SDDPC are transferred to Xerox at no cost.
14	The resource unit for Internet Bandwidth usage has now been moved to the pass through section of the converged network pricing sheet in accordance with our clarification session of December 9th, 2011.
15	Xerox pricing has removed the cost for the connectivity to the awarded datacenter provider facilities. Xerox understands that this connectivity is part of the Xerox SOW and the cost will be added to the Xerox bid as mutually agreed.
16	Xerox pricing assumes the City will continue to provide the same or equivalent security software that the City or SDDPC provides today.

	Current Voice Network Recurring Pricing Assumption
1	For Clarity of Pricing Xerox has included all voice circuit and usage costs in the Converged Voice tab.
2	Xerox pricing includes all required network legacy hardware refresh and maintenance.
3	Xerox pricing assumes that current network assets of SDDPC are transferred to Xerox at no cost.
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	

Pricing Assumptions

City of San Diego

Xerox State & Local Solutions, Inc.

Click links for

TOC page

ASSUMPTIONS (State all assumptions upon which its pricing is being determined). Insert as many lines as necessary to ensure all assumptions are accurately expressed.

	Converged Network Recurring Price Assumptions
1	Converged Network is planned to replace the legacy network in year 2. For clarity of pricing Xerox has placed the total charges in the legacy network for years 1-2 and converged in years 3-5. Actual charges will be adjusted based on the actual migration dates. To finalize the pricing the price sheet will need to be amended to show monthly resource unit volumes during the transformation period.
2	Xerox has proposed a resource unit of data active port for all converged billing and provided legacy unit rates for resources that are not able to be merged with the converged network.
3	Xerox's Network Pricing assumes that Xerox has access to the current circuit and usage rates paid by SDDPC.
4	Xerox's Network Pricing does not include any contract termination, transfer, or RTU fees for SDDPC contracts.
5	For Clarity of Pricing Xerox has included all data circuit and usage costs in the Converged Network tab.
6	In the event that in-scope circuit contracts are not assigned to Vendor by the Effective Date of the Agreement, any payments that the Client or its vendor SDDPC makes for such in-scope circuits for services provided to the Client after the Effective Date of the Agreeement, will be deducted from the Vendor's monthly service fees until such time as assignment occurs.
7	
8	
9	
10	
11	
12	
13	
14	
15	

	Converged Voice Communications Recurring Price Assumptions
1	Converged Network is planned to replace the legacy network in year 2. For clarity of pricing Xerox has placed the total charges in the legacy network for years 1-2 and converged in years 3-5. Actual charges will be adjusted based on the the actual migration dates. To finalize the pricing the price sheet will need to be amended to show monthly resource unit volumes during the transformation period.
2	Xerox has proposed a resource unit of voice active port for all converged billing and provided legacy unit rates for resources that are not able to be merged with the converged network.
3	Xerox's Network Pricing assumes that Xerox has access to the current circuit and usage rates paid by SDDPC.
4	Xerox's Network Pricing does not include any contract termination, transfer, or RTU fees for SDDPC contracts.
5	For Clarity of Pricing Xerox has included all voice circuit and usage costs in the Converged Voice tab.
6	VOIP Handset Capital & HW Maintenance is an ARC only resource unit. Once a handset has been purchased it cannot be RRC.
7	
8	
9	
10	
11	
12	
13	
14	
15	

Pricing Assumptions

City of San Diego

Xerox State & Local Solutions, Inc.

Click links for

TOC page

ASSUMPTIONS (State all assumptions upon which its pricing is being determined). Insert as many lines as necessary to ensure all assumptions are accurately expressed.

	Network & VOIP Transformation Fees Assumptions
1	
2	
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	

	Termination Fees Assumptions
1	Termination fees in this exhibit are for informational purposes and are not a cap on Xerox termination fees. Termination fees shown assume that City of San Diego will pay all Transition and Transformation milestones when due. Actual termination fees wil be calculated in accordance with the terms of the final contract.
2	
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	

	Hourly Rate Sheet Assumptions
1	
2	
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	