

Exhibit B - Pricing Matrix

Vendor Pricing Matrix						
Component	Cost - Year 1	Year 2	Year 3	Year 4	Year 5	Vendor Explanation and Assumptions
Cloud/SaaS Solution						
Software	\$ 39,000.00	\$ 40,560.00	\$ 42,182.00	\$ 43,869.00	\$ 45,624.00	Increase of 4% applied on year two and subsequent years to cover inflation and product enhancements
Implementation (e.g. Custom Development, Configuration, etc.)	\$ 25,000.00	\$ -	\$ -	\$ -	\$ -	
Consulting Services	\$ -	\$ -	\$ -	\$ -	\$ -	Hourly Consulting charge oif needed is \$150 per hour
Support/Maintenance	\$ -	\$ -	\$ -	\$ -	\$ -	
Licensing	\$ -	\$ -	\$ -	\$ -	\$ -	
Warranty	\$ -	\$ -	\$ -	\$ -	\$ -	
Training	\$ -	\$ -	\$ -	\$ -	\$ -	Unlimited Training included for the lifetime of the contract
Other - Please Specify ADA Compliance CAFR	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	ADA services of \$500 are charged per year per report
Other - Please Specify ADA Compliance Budget Book	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	ADA services of \$500 are charged per year per report
Subtotal	\$ 65,000.00	\$ 41,560.00	\$ 43,182.00	\$ 44,869.00	\$ 46,624.00	
Grand Total	\$ 65,000.00	\$ 41,560.00	\$ 43,182.00	\$ 44,869.00	\$ 46,624.00	

Pricing Clarification Questions	Vendor Response
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Gravity - Enterprise which includes Access for up to 175 Users with Access to all of Gravity's core modules including:

Core Modules Included with Gravity Enterprise	Implementation Services One-Time Fee
Data Collection Template for component units/agencies	\$3,000
Capital Improvement Plan Template	\$3,000
Operations & Maintenance Template	\$3,000
Human Resources Template	\$3,000
Lease Management	\$8,000
Reconciliation of Lease Payments for AR/AP	\$5,000
Presentation Automation	\$3,000
Open Data Transparency	\$3,000
Management Dashboard	\$3,000
PAFR Automation	\$3,000
Reconciliation Management (Bank, Capital Assets)	TBD
Internal Controls	TBD

Each user license is part of the Gravity audit-trail, workflow, collaboration and all other advanced features in Gravity.