

ATTACHMENT A
COST PROPOSAL COVER SHEET

**Professional Services for Implementation of Oracle ERP
Cloud Solutions**

Please complete the (2) pages of the Cost Proposal Form and return them with the proposal.

By signing this page, Company acknowledges that he/ she has carefully examined and fully understands the Contract, Scope of Work, and other attached documents, and hereby agrees that if this SOW is accepted, the County may enter a contract with the Company, pending final review and approval by the DeKalb County Governing Authority.

Please provide the following information:

Name of Firm: Deloitte Consulting LLP

Address: 191 Peachtree St. NE, Suite #2000 | Atlanta, GA 30308

Contact Person Submitting Proposal: Ramesh Govind

Title of Contact Person: Managing Director

Telephone Number: 678-654-7569

E-mail Address: rgovindrakhakrish@deloitte.com



Signature of Contact Person

Title of Contact Person: Managing Director

Date Submitted: 12/12/2022

ATTACHMENT A – COST PROPOSAL FORM

Professional Services for Implementation of Oracle ERP Cloud System

Company: State a Firm Price for each Line Item that includes all costs, direct and indirect, administrative costs, and all things necessary for Professional Services for Implementation of Oracle ERP Cloud System. As part of the pricing model please include pricing for onsite/offsite resources

Offshore Resources: The County will use offshore resources for the implementation of services, with conditions in place specific to data compliance, security, and confidentiality of PII information when handled. All offshore resources are to submit a confidentiality agreement and agree to a background check. The agreements for offshore resources will be agreed upon at contract execution.

Cost Proposal Instructions: For the cost form below, please include costs for EACH line item.

Implementation Costs:

Deloitte will perform the Services on a fixed-fee basis. Based on the scope, timing, responsibilities, and assumptions set forth in SOW, Deloitte's fees for the Services will be inclusive of expenses and any applicable taxes. The price below for this SOW is valid for 60 days from the submission date.

Line Item	Description	Cost
1	Implementation and Configuration	\$2,503,600
2	Project Management	\$1,851,616
3	Business Process Review/Documentation	\$241,200
4	Conversion	\$690,615
5	Interfaces	\$525,600
6	Reports	\$394,596
7	Training	\$447,000
8	Communication/Organizational Change Management	\$612,000
9	Post Go-Live Support 1-30	\$281,520
10	Post Go-Live Support 31-60	\$221,870
11	Post Go-Live Support 61-90	\$154,870
12	Travel	\$300,000
13	Contingency requested by Dekalb	\$200,000
Total Price for implementation each Category (Sum of Line Items 1–12)		\$8,424,487

Deloitte and County agree to the following milestone invoice schedule:

#	Milestone	Amount
1	Project Initiation	\$686,744.66
2	Requirements/Analysis (After Sprint 0)	\$686,744.66
3	Conference Room Pilots/Workshops (After Sprint 3)	\$685,099.77
4	Solution Design & Build (After SIT 1)	\$685,099.77
5	Conversion (After Mock Conversion 4)	\$685,099.77
6	System Integration on Testing (After SIT 2)	\$685,099.77
7	Training (After Training Prep)	\$685,099.77
8	User Acceptance Testing	\$685,099.77

9	Cutover/Go-Live	\$685,099.77
10	30 Days Post-Production Support	\$685,099.77
11	60 Days Post-Production Support	\$685,099.77
12	90 Days Post-Production Support	\$685,099.77
	TOTAL	\$8,224,487 *

* Does not include the contingency amount requested by the County.

Maintenance and Support: The County would like continuous maintenance and support post go-live. The County has implemented HCM in January 2022 and would like combined support for Oracle HCM and Oracle Financials (See below). This will commence after hypercare for finance implementation has ended.

- Oracle HCM
 - Human Resources
 - Payroll
 - Recruiting
 - Absence
 - Benefits
 - Compensation
 - Learning Management
 - Talent Management
 - Integration Cloud
 - Open Enrollment
 - Mass Salary Updates, Mass Hiring Events
 - Payroll Year End
 - Quarterly Regression Testing
 - Report Development
- Oracle Financials
 - General Ledger
 - Budget Control
 - Fixed Assets
 - Accounts Payable
 - Expenses
 - Accounts Receivable
 - Cash Management
- Oracle Project Management
 - Projects
 - Project Billing
 - Project Costing
 - Labor Distribution
 - Grants Management (Includes Project Funding)
- Oracle Procurement
 - Self-Service Requisitioning
 - Purchasing
 - Contracts
 - Sourcing
- Oracle Supplier Management
 - Supplier Portal (Includes Oracle Identity Cloud Services enablement)
 - Supplier Lifecycle Management
- Oracle Supply Chain Management
 - Inventory Management

Line Item	Description	Cost
Year One	Maintenance and Support	\$2,940,512
Year Two	Maintenance and Support	\$2,870,380
Year Three	Maintenance and Support	\$2,798,249
Total Price		\$8,609,141

Price escalation is already considered in this estimate. Deloitte will invoice the County on a monthly basis. The payment schedule will be determined at the start of sustainment services.

Any deviation from the scope or any additional services will go through the change request process outlined in section 10.3 of the SOW.

Grand Total Price (Implementation and 3 Year Maintenance Support Including Contingency)	\$17,033,628
--	---------------------