Appendix 3 to
Second Amendment of
Master Services Agreement

April 13, 2020

State of Texas

Department of Information Resources

Texas.gov Services

Exhibit 4.1

Pricing Structure

DIR-ESS-TGOV-SVCS-254

Date	Description
01/15/2019	*Remove Respondent Instructions tab *Update Pricing Bridge with MGMW Release 3 shift to Year 2 and the Optional Third Party Identity Proofing Estimate *Update Texas.gov Services Charges with Third Party Identity Proofing Estimated Volume and Third Party Identity Proofing Unit Rate per Month. *Revise Texas.gov Work Orders tab to move MGMW funds for Year 1 into Year 2. *Changes to maintenance services charges for the Driver's License (DL) application to Texas.gov Services Charges tab and Pricing Bridge tab *Captured Summary Charges tab information is a point in time reference
4/13/2020	*Update Pricing Bridge to reflect reduction in Cross Functional Services fees as a result of cost reallocation to TSS Contract. *Update sheet "2 - Texas.gov Services Charges" to reflect reduction in Cross Functional Services fees as a result of cost reallocation to TSS Contract.

Pricing Bridge

Pricing Bridge - Fill out blue highlighted areas of worksheet with Original Proposal Charges and Revised Response adjustments to walk forward the Original Proposal to the Revised Response with descriptions explaining the changes. The Pricing Bridge must be provided separately for Texas.gov Services and Transition.

Note: Revised Response bridge does not reconcile with Summary Charges. Please correct.

						Option Years				
	Year 1 (FY19)	Year 2 (FY20)	Year 3 (FY21)	Year 4 (FY22)	4 Year Total	Year 5 (FY23)	Year 6 (FY24)	Year 7 (FY25)	Year 8 (FY26)	8 Year Total
Charges										
Texas.gov Services Original Proposal	$ 18,380,178	$ 14,721,511	$ 14,721,511	$ 14,721,511	**$ 62,544,709**	$ 16,764,353	$ 17,307,289	$ 17,874,196	$ 18,466,144	**$ 132,956,690**
Revised Response Adjustments										
DPS Device Management	$ 346,976	$ 346,976	$ 346,976	$ 346,976	**$ 1,387,905**	$ 150,491	$ 150,491	$ 150,491	$ 150,491	**$ 1,989,870**
Application Support ~47 applications	$ 644,588	$ 644,588	$ 644,588	$ 644,588	**$ 2,578,351**	$ 644,588	$ 644,588	$ 644,588	$ 644,588	**$ 5,156,701**
Ongoing Enhancements <40 hrs	$ 866,915	$ 866,915	$ 866,915	$ 866,915	**$ 3,467,660**	$ 866,915	$ 866,915	$ 866,915	$ 866,915	**$ 6,935,319**
MSI Coordination	$ 625,937	$ 625,937	$ 625,937	$ 625,937	**$ 2,503,748**	$ 625,937	$ 625,937	$ 625,937	$ 625,937	**$ 5,007,495**
	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
Impact of changing cost leveling allocation from 4 years to 8 years for some categories	$ (1,532,628)	$ 1,526,039	$ 1,526,039	$ 1,526,039	**$ 3,045,491**	$ 71,883	$ (357,736)	$ (806,878)	$ (1,276,430)	**$ 676,330**
	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
Texas.gov Services Revised Response	**$ 19,331,965**	**$ 18,731,965**	**$ 18,731,965**	**$ 18,731,965**	**$ 75,527,862**	**$ 19,124,167**	**$ 19,237,484**	**$ 19,355,248**	**$ 19,477,644**	**$ 152,722,405**
Texas.gov Transition Original Proposal	$ 2,941,333	$ -	$ -	$ -	**$ 2,941,333**	$ -	$ -	$ -	$ -	**$ 2,941,333**
Revised Response Adjustments										
Transition SWAT Team	$ 1,558,667	$ -	$ -	$ -	**$ 1,558,667**	$ -	$ -	$ -	$ -	**$ 1,558,667**
	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
Texas.gov Transition Revised Response	**$ 4,500,000**	**$ -**	**$ -**	**$ -**	**$ 4,500,000**	**$ -**	**$ -**	**$ -**	**$ -**	**$ 4,500,000**
Texas.gov Rev. Response Proposal	$ 19,331,965	$ 18,731,965	$ 18,731,965	$ 18,731,965	**$ 75,527,862**	$ 19,124,167	$ 19,237,484	$ 19,355,248	$ 19,477,644	**$ 152,722,405**
Increase in applications from 47 to 49	$ 280,612	$ 253,118	$ 253,118	$ 253,118	**$ 1,039,966**	$ 253,118	$ 253,118	$ 253,118	$ 253,118	**$ 2,052,438**
Software adjustments related to Other Solution Components, Appendix A	$ 443,872	$ 522,880	$ 638,091	$ 415,585	**$ 2,020,428**	$ 423,580	$ 431,730	$ 439,805	$ 447,885	**$ 3,763,427**
Social Media Management	$ -	$ 250,000	$ 250,000	$ 250,000	**$ 750,000**	$ 250,000	$ 250,000	$ 250,000	$ 250,000	**$ 1,750,000**
	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
Texas.gov Services Revised Response	**$ 20,056,449**	**$ 19,757,963**	**$ 19,873,174**	**$ 19,650,668**	**$ 79,338,256**	**$ 20,050,865**	**$ 20,172,332**	**$ 20,298,171**	**$ 20,428,647**	**$ 160,288,271**

Pricing Bridge (Continued)

Texas.gov Transition Rev Response Proposal	$ 4,500,000	$ -	$ -	$ -	**$ 4,500,000**	$ -	$ -	$ -	$ -	**$ 4,500,000**
Negotiation Response Adjustments										
	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
Texas.gov Transition Revised Response	**$ 4,500,000**	**$ -**	**$ -**	**$ -**	**$ 4,500,000**	**$ -**	**$ -**	**$ -**	**$ -**	**$ 4,500,000**
Texas.gov Rev. Response Proposal	$ 20,056,449	$ 19,757,963	$ 19,873,174	$ 19,650,668	**$ 79,338,256**	$ 20,050,865	$ 20,172,332	$ 20,298,171	$ 20,428,647	**$ 160,288,271**
Increase in applications from 49 to 50	$ -	$ 126,559	$ 126,559	$ 126,559	**$ 379,677**	$ 126,559	$ 126,559	$ 126,559	$ 126,559	**$ 885,913**
Software adjustments related to Other Solution Components, Appendix A	$ -	$ 274,015	$ (186,428)	$ 8,141	**$ 95,728**	$ 10,670	$ 13,274	$ 15,956	$ 18,718	**$ 154,346**
Allocation Correction - Moving Heat (ad agency costs) To Marketing	$ 404,015	$ 373,252	$ 457,572	$ 581,233	**$ 1,816,071**	$ 512,344	$ 574,114	$ 639,113	$ 707,925	**$ 4,249,568**
Allocation Correction - From Legacy	$ (267,216)	$ (246,869)	$ (302,638)	$ (384,427)	**$ (1,201,150)**	$ (338,865)	$ (379,719)	$ (422,709)	$ (468,222)	**$ (2,810,664)**
Allocation Correction - From Cross Functional	$ (136,800)	$ (126,383)	$ (154,934)	$ (196,805)	**$ (614,922)**	$ (173,480)	$ (194,395)	$ (216,404)	$ (239,703)	**$ (1,438,904)**
MGMW Shift	$ (1,638,583)	$ 1,638,583	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
Cost Buildup Correction OTC Maintenance	$ 18,762	$ 20,993	$ 23,258	$ 28,582	**$ 91,596**	$ 4,261	$ (352)	$ (5,247)	$ (10,437)	**$ 79,820**
Cost Buildup Correction MGMW Maintenance	$ (18,762)	$ (20,993)	$ (23,258)	$ (28,582)	**$ (91,596)**	$ (4,261)	$ 352	$ 5,247	$ 10,437	**$ (79,820)**
Allocation Correction - Moving all other fixed costs To Cross Functional	$ 1,346,631	$ 1,346,631	$ 1,346,631	$ 1,346,631	**$ 5,386,524**	$ 1,354,314	$ 1,354,314	$ 1,354,314	$ 1,354,314	**$ 10,803,782**
Allocation Correction - From Legacy	$ (1,346,631)	$ (1,346,631)	$ (1,346,631)	$ (1,346,631)	**$ (5,386,524)**	$ (1,354,314)	$ (1,354,314)	$ (1,354,314)	$ (1,354,314)	**$ (10,803,782)**
Texas.gov Services Revised Response	**$ 18,417,866**	**$ 21,797,121**	**$ 19,813,305**	**$ 19,785,369**	**$ 79,813,661**	**$ 20,188,093**	**$ 20,312,166**	**$ 20,440,687**	**$ 20,573,924**	**$ 161,328,530**
Texas.gov Transition Rev Response Proposal	$ 4,500,000	$ -	$ -	$ -	**$ 4,500,000**	$ -	$ -	$ -	$ -	**$ 4,500,000**
Negotiation Response Adjustments										
	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
Texas.gov Transition Revised Response	**$ 4,500,000**	**$ -**	**$ -**	**$ -**	**$ 4,500,000**	**$ -**	**$ -**	**$ -**	**$ -**	**$ 4,500,000**
Amendment 1										
Application Maintenance Services Fixed Fee - Driver's License Application*	$ 14,625	$ 29,250	$ 29,250	$ 29,250	$ 102,375	$ 29,250	$ 29,250	$ 29,250	$ 29,250	**$ 219,375**
Optional Third Party Identity Proofing Estimate**	$ 498,750	$ 855,000	$ 855,000	$ 855,000	**$ 3,063,750**	$ 855,000	$ 855,000	$ 855,000	$ 855,000	**$ 6,483,750**
Application Development Services Fixed Fee - MGMW Release 3	$ (834,751)	$ 834,751			**$ -**					**$ -**
Amendment 1 Total:	**$ -321,376**	**$ 1,719,001**	**$ 884,250**	**$ 884,250**	**$ 3,166,125**	**$ 884,250**	**$ 884,250**	**$ 884,250**	**$ 884,250**	**$ 6,703,125**

*FY19 assumes 6 mths AMS
**FY19 assumes 7 mths

Texas.gov Rev. Amendment 1 Revised Response	$ 18,096,490	$ 23,516,121	$ 20,697,555	$ 20,669,619	**$ 82,979,786**	$ 21,072,343	$ 21,196,416	$ 21,324,937	$ 21,458,174	**$ 168,031,655**
Amendment 2 Revisions										
Cross Functional Services: Reduce fees in reference to cost reallocation to TSS Contract	$ -	$ (241,435)	$ (543,854)	$ (569,063)	**$ (1,354,352)**	$ (595,561)	$ (623,947)	$ (655,144)	$ (687,901)	**$ (3,916,904)**
Texas.gov Rev. Amendment 2 Revised Response	$ 18,096,490	$ 23,274,687	$ 20,153,701	$ 20,100,556	**$ 81,625,434**	$ 20,476,783	$ 20,572,469	$ 20,669,793	$ 20,770,273	**$ 164,114,751**

Total Charges (Annual Amounts in $)

No input required, formulas provided.

Summary as of Commencement. This is a point in time reference that will not be updated going forward.

	Year 1 (FY19)	Year 2 (FY20)	Year 3 (FY21)	Year 4 (FY22)	4 Year Total	Option Years: Year 5 (FY23)	Year 6 (FY24)	Year 7 (FY25)	Year 8 (FY26)	8 Year Total
Texas.gov Base Case (Current Spend)										
Base Case - Texas.gov Services	$ 23,145,724	$ 23,145,724	$ 23,145,724	$ 23,145,724	**$ 92,582,896**	$ 23,145,724	$ 23,145,724	$ 23,145,724	$ 23,145,724	**$ 185,165,792**
Less: Estimated App Dev and Major Enhancements	$ (1,500,000)	$ (1,500,000)	$ (1,500,000)	$ (1,500,000)	**$ (6,000,000)**	$ (1,500,000)	$ (1,500,000)	$ (1,500,000)	$ (1,500,000)	**$ (12,000,000)**
Texas.gov Base Case (Current Spend)	$ 21,645,724	$ 21,645,724	$ 21,645,724	$ 21,645,724	**$ 86,582,896**	$ 21,645,724	$ 21,645,724	$ 21,645,724	$ 21,645,724	**$ 173,165,792**
Total Texas.gov Charges										
Texas.gov Services Charges	$ 11,542,577	$ 17,677,702	$ 17,375,282	$ 17,350,073	**$ 63,945,635**	$ 17,448,576	$ 17,454,565	$ 17,458,602	$ 17,461,960	**$ 133,769,337**
Texas.gov Work Orders	$ 6,040,538	$ 4,712,735	$ 1,894,169	$ 1,866,232	**$ 14,513,674**	$ 2,143,957	$ 2,233,654	$ 2,326,941	$ 2,424,063	**$ 23,642,289**
Pass-Through Charges	$ -	$ -	$ -	$ -	**$ -**	$ -	$ -	$ -	$ -	**$ -**
Subtotal	**$ 17,583,115**	**$ 22,390,437**	**$ 19,269,451**	**$ 19,216,306**	**$ 78,459,309**	**$ 19,592,533**	**$ 19,688,218**	**$ 19,785,543**	**$ 19,886,023**	**$ 157,411,626**
Transition Charges	$ 4,500,000	$ -	$ -	$ -	**$ 4,500,000**	$ -	$ -	$ -	$ -	**$ 4,500,000**
Total Charges	**$ 22,083,115**	**$ 22,390,437**	**$ 19,269,451**	**$ 19,216,306**	**$ 82,959,309**	**$ 19,592,533**	**$ 19,688,218**	**$ 19,785,543**	**$ 19,886,023**	**$ 161,911,626**
Business Case Savings/(Costs)	$ (437,391)	$ (744,713)	$ 2,376,273	$ 2,429,418	**$ 3,623,587**	$ 2,053,191	$ 1,957,506	$ 1,860,181	$ 1,759,701	**$ 11,254,166**

Fill out blue highlighted areas of second table with DPS Device Management unit rate.

	Year 1 (FY19)	Year 2 (FY20)	Year 3 (FY21)	Year 4 (FY22)	4 Year Total	Option Years: Year 5 (FY23)	Year 6 (FY24)	Year 7 (FY25)	Year 8 (FY26)	8 Year Total
Texas.gov Service Charges										
Application Maintenance Services Fixed Fee - Existing Portfolio	$ 2,812,618	$ 7,459,524	$ 7,403,755	$ 7,321,966	$ 24,997,863	$ 7,359,845	$ 7,318,991	$ 7,276,000	$ 7,230,488	$ 54,183,186
Cross-Functional Services Fixed Fee (2)	$ 4,771,964	$ 6,040,946	$ 5,709,976	$ 5,642,896	$ 22,165,782	$ 5,647,407	$ 5,598,106	$ 5,544,900	$ 5,488,843	$ 44,445,037
Outreach and Growth Services Fixed Fee (1)	$ 1,654,015	$ 1,873,252	$ 1,957,572	$ 2,081,233	$ 7,566,071	$ 2,137,344	$ 2,233,489	$ 2,333,723	$ 2,438,650	$ 16,709,277
DPS Device Management Charges (PxQ formula provided)	$ 2,303,980	$ 2,303,980	$ 2,303,980	$ 2,303,980	$ 9,215,918	$ 2,303,980	$ 2,303,980	$ 2,303,980	$ 2,303,980	$ 18,431,837
Total	$ 11,542,577	$ 17,677,702	$ 17,375,282	$ 17,350,073	$ 63,945,635	$ 17,448,576	$ 17,454,565	$ 17,458,602	$ 17,461,960	$ 133,769,337
Application Maintenance Services Fixed Fee - Driver's License Application	$ 14,625	$ 29,250	$ 29,250	$ 29,250	$ 102,375	$ 29,250	$ 29,250	$ 29,250	$ 29,250	$ 219,375
Total (w/Amendment 1)	**$ 11,557,202**	**$ 17,706,952**	**$ 17,404,532**	**$ 17,379,323**	**$ 64,048,010**	**$ 17,477,826**	**$ 17,483,815**	**$ 17,487,852**	**$ 17,491,210**	**$ 133,988,712**
DPS Device Management Volume and Rates										
DPS Device Management Estimated Volume	6,535	6,535	6,535	6,535		6,535	6,535	6,535	6,535	
DPS Device Management Unit Rate per Month	$ 29.38	$ 29.38	$ 29.38	$ 29.38		$ 29.38	$ 29.38	$ 29.38	$ 29.38	
Optional Third Party Identity Proofing Volume and Rates										
Third Party Identity Proofing Estimated Volume	67,857	67,857	67,857	67,857		67,857	67,857	67,857	67,857	
Third Party Identity Proofing Unit Rate per Month	$ 1.05	$ 1.05	$ 1.05	$ 1.05		$ 1.05	$ 1.05	$ 1.05	$ 1.05	
Application Maintenance Fixed Fee by Application										
[Application Name]	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
[Application Name]	$								-	$ -
[Application Name]	$								-	$ -
[Application Name]	$								-	$ -
[Application Name]	$								-	$ -
[Application Name]	$								-	$ -
[Application Name]	$								-	$ -
[Application Name]	$								-	$ -
[Application Name]	$								-	$ -
Total	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -

No input required.

Reserved for post-Commencement allocation of Application Maintenance Fixed Fee by Application.

See Exhibit 4.0 Business Model, Section 9.2 Initial AMS Baseline.

(1) Year 2 through 8 include additional $250,000 per year for social media management as approved pursuant to annual marketing plan.

Texas.gov Work Order Charges (Annual Amounts in $)

Fill out blue highlighted areas of worksheet with annual fee for each service. The My Government My Way and DPS Over the Counter Application Development projects should be priced in the periods incurred.

							Option Years				
		Year 1 (FY19)	Year 2 (FY20)	Year 3 (FY21)	Year 4 (FY22)	4 Year Total	Year 5 (FY23)	Year 6 (FY24)	Year 7 (FY25)	Year 8 (FY26)	8 Year Total
MGMW Work Order Charges											
	Application Development Services Fixed Fee - MGMW Release 1	$ 2,473,333	$ -	$ -	$ -	$ 2,473,333	$ -	$ -	$ -	$ -	$ 2,473,333
	Application Development Services Fixed Fee - MGMW Release 2	$ 2,473,333	$ -	$ -	$ -	$ 2,473,333					$ 2,473,333
	Application Development Services Fixed Fee - MGMW Release 3	$ -	$ 2,473,334	$ -	$ -	$ 2,473,334					$ 2,473,334
	Application Maintenance Services Fixed Fee - MGMW Release 1	$ 765,110	$ 2,088,408	$ 1,740,910	$ 1,707,650	$ 6,302,078	$ 1,986,066	$ 2,073,395	$ 2,164,278	$ 2,258,960	$ 14,784,778
	Application Maintenance Services Fixed Fee - MGMW Release 2	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
	Application Maintenance Services Fixed Fee - MGMW Release 3	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
OTC Work Order Charges											
	Application Development Services Fixed Fee - DPS Over the Counter	$ 180,000	$ -	$ -	$ -	$ 180,000	$ -	$ -	$ -	$ -	$ 180,000
	Application Maintenance Services Fixed Fee - DPS Over the Counter	$ 148,762	$ 150,993	$ 153,258	$ 158,582	$ 611,596	$ 157,891	$ 160,259	$ 162,663	$ 165,103	$ 1,257,511
Total		$ 6,040,538	$ 4,712,735	$ 1,894,169	$ 1,866,232	$ 14,513,674	$ 2,143,957	$ 2,233,654	$ 2,326,941	$ 2,424,063	$ 23,642,289

Application Development and Maintenance Rate Card (ADM)

Provide hourly rates, inclusive of travel, by labor category that will be used to build ADS and AMS proposals.
ADS Services will be charged in accordance with Exhibit 4, using a Payment Based Milestone structure.
AMS Services will be charged in accordance with Exhibit 4, using a Fixed Fee structure.

					Option Years			
Rate Card (Productive Hour Rates)	**Year 1 (FY19)**	**Year 2 (FY20)**	**Year 3 (FY21)**	**Year 4 (FY22)**	**Year 5 (FY23)**	**Year 6 (FY24)**	**Year 7 (FY25)**	**Year 8 (FY26)**
in $USD								
Onsite (Service Provider Location Austin)								
Labor Category 1	$ 60.35	$ 62.16	$ 64.03	$ 65.95	$ 67.93	$ 69.97	$ 72.06	$ 74.23
Labor Category 2	$ 78.75	$ 81.12	$ 83.55	$ 86.05	$ 88.64	$ 91.30	$ 94.03	$ 96.86
Labor Category 3	$ 89.25	$ 91.93	$ 94.68	$ 97.53	$ 100.45	$ 103.46	$ 106.57	$ 109.77
Labor Category 4	$ 104.76	$ 107.90	$ 111.14	$ 114.47	$ 117.91	$ 121.45	$ 125.09	$ 128.84
Labor Category 5	$ 123.12	$ 126.81	$ 130.61	$ 134.53	$ 138.57	$ 142.72	$ 147.01	$ 151.42
Labor Category 6	$ 132.85	$ 136.83	$ 140.94	$ 145.17	$ 149.52	$ 154.01	$ 158.63	$ 163.39
Labor Category 7	$ 138.11	$ 142.26	$ 146.53	$ 150.92	$ 155.45	$ 160.11	$ 164.92	$ 169.86
Labor Category 8	$ 154.77	$ 159.41	$ 164.19	$ 169.12	$ 174.19	$ 179.42	$ 184.80	$ 190.35
Labor Category 9	$ 163.51	$ 168.42	$ 173.47	$ 178.67	$ 184.03	$ 189.55	$ 195.24	$ 201.10
Labor Category 10	$ 170.79	$ 175.91	$ 181.19	$ 186.63	$ 192.23	$ 197.99	$ 203.93	$ 210.05
Labor Category 11	$ 178.50	$ 183.86	$ 189.37	$ 195.06	$ 200.91	$ 206.93	$ 213.14	$ 219.54
Labor Category 12	$ 175.00	$ 180.25	$ 185.66	$ 191.23	$ 196.96	$ 202.87	$ 208.96	$ 215.23
Labor Category 13	$ 183.00	$ 188.49	$ 194.14	$ 199.97	$ 205.97	$ 212.15	$ 218.51	$ 225.07
Onshore (Service Provider Location)								
Labor Category 1	$ 60.35	$ 62.16	$ 64.03	$ 65.95	$ 67.93	$ 69.97	$ 72.06	$ 74.23
Labor Category 2	$ 78.75	$ 81.12	$ 83.55	$ 86.05	$ 88.64	$ 91.30	$ 94.03	$ 96.86
Labor Category 3	$ 89.25	$ 91.93	$ 94.68	$ 97.53	$ 100.45	$ 103.46	$ 106.57	$ 109.77
Labor Category 4	$ 104.76	$ 107.90	$ 111.14	$ 114.47	$ 117.91	$ 121.45	$ 125.09	$ 128.84
Labor Category 5	$ 123.12	$ 126.81	$ 130.61	$ 134.53	$ 138.57	$ 142.72	$ 147.01	$ 151.42
Labor Category 6	$ 132.85	$ 136.83	$ 140.94	$ 145.17	$ 149.52	$ 154.01	$ 158.63	$ 163.39
Labor Category 7	$ 138.11	$ 142.26	$ 146.53	$ 150.92	$ 155.45	$ 160.11	$ 164.92	$ 169.86
Labor Category 8	$ 154.77	$ 159.41	$ 164.19	$ 169.12	$ 174.19	$ 179.42	$ 184.80	$ 190.35
Labor Category 9	$ 163.51	$ 168.42	$ 173.47	$ 178.67	$ 184.03	$ 189.55	$ 195.24	$ 201.10
Labor Category 10	$ 170.79	$ 175.91	$ 181.19	$ 186.63	$ 192.23	$ 197.99	$ 203.93	$ 210.05
Labor Category 11	$ 178.50	$ 183.86	$ 189.37	$ 195.06	$ 200.91	$ 206.93	$ 213.14	$ 219.54
Labor Category 12	$ 175.00	$ 180.25	$ 185.66	$ 191.23	$ 196.96	$ 202.87	$ 208.96	$ 215.23
Labor Category 13	$ 183.00	$ 188.49	$ 194.14	$ 199.97	$ 205.97	$ 212.15	$ 218.51	$ 225.07

Pass-Through Expenses ($)

Pass-Through Costs - Fill out blue highlighted areas of worksheet with proposed Pass-Through Fees

						Option Years				
	Year 1 (FY19)	Year 2 (FY20)	Year 3 (FY21)	Year 4 (FY22)	4 Year Total	Year 5 (FY23)	Year 6 (FY24)	Year 7 (FY25)	Year 8 (FY26)	8 Year Total
Texas.gov Services										
Other (insert description)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other (insert description)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other (insert description)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other (insert description)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other (insert description)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other (insert description)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other (insert description)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other (insert description)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other (insert description)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -

Transition Charges ($)

See Expense Category definitions at bottom of table.

This form should be completed on a "cash basis, as incurred" and not on a milestone completion or service charge basis. The total in this form should equal the total in tab "Transition - Milestones".

New application development costs for My Government My Way and DPS Over the Counter are not included in this form. Those costs are captured in Tab 2 - Texas.gov Charges.

	Pre-Commencement							Year 1 (FY19)					
	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Total	1Q	2Q	3Q	4Q	Total Yr1	Total
Texas.gov													
Labor	$ 702,487	$ 702,487	$ 702,487	$ 702,487	$ 702,487	$ 702,487	$ 4,214,919	$ -	$ -	$ -	$ -	$ -	$ 4,214,919
Hardware	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Software	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Travel	$ 47,513	$ 47,513	$ 47,513	$ 47,513	$ 47,513	$ 47,513	$ 285,081	$ -	$ -	$ -	$ -	$ -	$ 285,081
Hires/M&Ls	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Consulting	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Communications	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Data management	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other (Specify)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total	$ 750,000	$ 750,000	$ 750,000	$ 750,000	$ 750,000	$ 750,000	$ 4,500,000	$ -	$ -	$ -	$ -	$ -	$ 4,500,000
Transition FTEs	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!		-	-	-	-		

Category	Definition
Labor	Labor costs of transition team not captured in categories below
Hardware	Equipment investments to support services
Software	Includes access fees for system software and data movement software
Travel	Transition team travel expenses
Hires/M&Ls	Hiring expenses and Moving and Living for transitioned employees.
Consulting	Third-party consulting for systems implementation and integration, etc.
Communications	Transition bandwidth for data movement and cost to set-up communications
Data management	Data cleanse to ensure integrity of asset information

Transition Charges Milestones
($)

Complete the blue highlighted areas with each recommended milestone, the reference document in the Agreement describing the milestone, completion date, and one-time charge payment associated with the milestone.

Transition Charges Milestones	Reference Document	Completion Criteria Ref	Completion Date	Amount Paid in Year 1
Texas.gov				
Transition Plan Phase 1 Complete	GOV-01 / CD-1.2A	Exhibit 3.7	Tue 05/08/18	$ 1,482,659
Cross Functional Implementation Complete	TRAN-22	Exhibit 3.7	Fri 08/31/18	$ 1,293,146
Transition Wave 5	TRAN-10	Exhibit 3.7	Fri 08/31/18	$ 1,293,146
Monitoring - Implementation of new monitoring for existing apps in ServiceNow	TRAN-15	Exhibit 3.7	Sat 09/01/18	$ 431,049
Total				$ 4,500,000