

EXHIBIT B SCHEDULE OF PRICING - Quintel and SAP**OPTION 1: LUMP SUM
SUMMARY**

DESCRIPTION	TOTAL AMOUNT
SOFTWARE LICENSE (PAGE 2)	\$ 209,436
MODIFICATIONS/ DATA CONVERSION (PAGE 3)	\$ 252,000
IMPLEMENTATION/ TRAINING & SUPPORT(PAGE 4)	\$ 1,146,240
PROJECT MANAGEMENT(PAGE 5) (includes proj mgmt and change mgmt)	\$ 518,400
OTHER COSTS(PAGE 6)	\$ -
ANNUAL MAINTENANCE YR 1	\$ 62,831
ANNUAL MAINTENANCE YR 2	\$ 64,716
ANNUAL MAINTENANCE YR 3	\$ 66,657
ANNUAL MAINTENANCE YR 4	\$ 68,657
ANNUAL MAINTENANCE YR 5	\$ 70,717
TOTAL	\$ 2,459,654

OPTION 2: PAYMENTS

DESCRIPTION	TOTAL MONTHLY PAYMENT	DURATION (MONTHS)	INTEREST RATE
SOFTWARE LICENSE (PAGE 2)	\$ 4,246.86	60	
MODIFICATIONS/ DATA CONVERSION (PAGE 3)	\$ 5,109.94	60	
IMPLEMENTATION/ TRAINING & SUPPORT(PAGE 4)	\$ 23,242.94	60	
PROJECT MANAGEMENT(PAGE 5)	\$ 10,511.88	60	
OTHER COSTS(PAGE 6)	\$ -		
ANNUAL MAINTENANCE YR 1	\$ 5,235.91	12	
ANNUAL MAINTENANCE YR 2	\$ 5,392.99	12	NOT INCL IN TOTAL
ANNUAL MAINTENANCE YR 3	\$ 5,554.78	12	NOT INCL IN TOTAL
ANNUAL MAINTENANCE YR 4	\$ 5,721.42	12	NOT INCL IN TOTAL
ANNUAL MAINTENANCE YR 5	\$ 5,893.07	12	NOT INCL IN TOTAL
TOTAL	\$ 48,347.53		

OPTION 1: Lump Sum

SAP SOFTWARE				
QTY	DESCRIPTION	UNIT PRICE	EXT. PRICE	NOTE (not required)
1	ERP Base package	\$ 24,000.00	\$ 24,000.00	Base package
150	Professional Users	\$ 4,800.00	\$ 720,000.00	
100	Manager Self Service Users	\$ 900.00	\$ 90,000.00	
585	Employee Self Service Users	\$ 188.00	\$ 109,980.00	
3	Developer Users	\$ 9,000.00	\$ 27,000.00	
900	E recruiting	\$ 90.00	\$ 81,000.00	
23	Utilities Water	\$ 3,000.00	\$ 69,000.00	
23	Utilities Waste Water	\$ 3,000.00	\$ 69,000.00	
1	SQL Database		\$ 118,998.00	
	TOTAL	\$	\$ 1,308,978.00	
	Discount	\$	\$ 1,099,541.52	
	TOTAL	\$	\$ 209,436.48	

OPTION 2: PAYMENTS

SOFTWARE					
QTY	DESCRIPTION	TOTAL MONTHLY PAYMENT	DURATION (MONTHS)	INTEREST RATE	NOTE (not required)
1	SAP Package (as described above)	\$ 4,246.86	60	4	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
	OTHER	\$		%	
	TOTAL	\$ 4,246.86			

OPTION 1: Lump Sum

MODIFICATION/DATA CONVERSION COSTS					
QTY	DESCRIPTION	UNIT PRICE	EXT. PRICE	NOTE (not required)	
1	Data Conversion resources	\$ 252,000.00	\$ 252,000.00	We have reviewed the data conversion requirements and estimated one resource is required for the various phases.	
		\$	\$		
		\$	\$		
		\$	\$		
	OTHER	\$	\$		
	TOTAL	\$ 252,000.00	\$ 252,000.00		

OPTION 2: PAYMENTS

MODIFICATION/DATA CONVERSION COSTS					
QTY	DESCRIPTION	TOTAL MONTHLY PAYMENT	DURATION (MONTHS)	INTEREST RATE	NOTE (not required)
1	Data Conversion resources	\$ 5,109.94	60	4	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
	OTHER	\$		%	
	TOTAL	\$ 5,109.94			

OPTION 1: Lump Sum				
IMPLEMENTATION, TRAINING & SUPPORT COSTS				
QTY	DESCRIPTION	UNIT PRICE	EXT. PRICE	NOTE (not required)
				For the implementation Quintel has budgeted a standard city solution. The technical spec list is representative of the SAP software and not what is planned for the implementation. If every tech spec was met the solution would be too expensive for the City the size of Delray and too complicated to maintain.
1152	Technical	\$ 160.00	\$ 184,320	
2880	Functional	\$ 190.00	\$ 547,200	
1152	Trainers	\$ 110.00	\$ 126,720	
1152	Analyst	\$ 100.00	\$ 115,200	
1152	Programmer	\$ 150.00	\$ 172,800	
		\$	\$	
2880	Enhancements Optional	\$ 160.00	\$ 460,800	
3240	Non Standard requirements (Optional)	\$ 170.00	\$ 550,800	
	OTHER	\$	\$	
	TOTAL	\$	\$ 1,146,240	

OPTION 2: PAYMENTS

IMPLEMENTATION, TRAINING & SUPPORT COSTS					
QTY	DESCRIPTION	TOTAL MONTHLY PAYMENT	DURATION (MONTHS)	INTEREST RATE	NOTE (not required)
7488	Implementation Services	\$ 23,242.94	60	4%	
		\$		%	
6120	Optional Implementation Services to meet all requirements	\$ 20,512.77	60	%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
	OTHER	\$		%	
	TOTAL	\$ 23,242.94			

OPTION 1: Lump Sum

<i>PROJECT MANAGEMENT COSTS</i>				
QTY	DESCRIPTION	UNIT PRICE	EXT. PRICE	NOTE (not required)
1152	Project Manager	\$ 250.00	\$ 288,000.00	
1152	Change Management	\$ 200.00	\$ 230,400.00	
		\$	\$	
		\$	\$	
		\$	\$	
		\$	\$	
		\$	\$	
		\$	\$	
	OTHER	\$	\$	
	TOTAL	\$	\$ 518,400.00	

OPTION 2: PAYMENTS

<i>PROJECT MANAGEMENT COSTS</i>					
QTY	DESCRIPTION	TOTAL MONTHLY PAYMENT	DURATION (MONTHS)	INTEREST RATE	NOTE (not required)
2304	Project Mgmt	\$ 10,511.88	60	4%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
	OTHER	\$		%	
	TOTAL	\$ 10,511.88			

OPTION 1: Lump Sum

<i>OTHER COSTS</i>				
QTY	DESCRIPTION	UNIT PRICE	EXT. PRICE	NOTE (not required)
			\$	
		\$	\$	
		\$	\$	
		\$	\$	
		\$	\$	
		\$	\$	
		\$	\$	
		\$	\$	
		\$	\$	
		\$	\$	
		\$	\$	
	OTHER	\$	\$	
	TOTAL	\$	\$	

OPTION 2: PAYMENTS

<i>OTHER COSTS</i>					
QTY	DESCRIPTION	TOTAL MONTHLY PAYMENT	DURATION (MONTHS)	INTEREST RATE	NOTE (not required)
		\$		%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
		\$		%	
	OTHER	\$		%	
	TOTAL	\$			

City Resources Needed for Implementation		
RESOURCE	TASK	EXPECTED DURATION
Project Manager	Part time to assist with PM	Duration of the project
Technical Resources	Set up and maintain the servers at VM and OS levels. Manage all desktops.	Duration of the project
Data Conversion	Provide systems to Quintel for data conversions and explain data. Verify conversions.	From the Build phase forward and about 25-50% effort
Change Management	Assist with communications and gap solutions	As required
Business Experts	Review and assist with functionality	As required. Heavy involvement during design and user acceptance testing phases.
Trainer	Assist with training materials and training	Training phase.

