

# COST SHEET

RFP 124065 O5 – ONE RED Ag Data Bank and Grants Program

## Bidder Information

<b>Organization Name:</b>	Concourse Tech Inc.
<b>Address:</b>	169 Madison Ave, Suite 15520, New York, NY 10016
<b>Contact Name:</b>	Kelsey Shaner
<b>Phone / Email:</b>	646-305-9964 / sales@concoursetech.com

## SECTION A: TOTAL COST SUMMARY

Section A establishes the maximum not-to-exceed amounts for each Deliverable and for the Contract as a whole. Under no circumstances shall the State be obligated to pay amounts in excess of the Deliverable or total amounts listed in this Section, unless expressly authorized by a written Contract Amendment executed by the State.

Enter total not-to-exceed time and material proposed costs by Deliverable. Be sure to consider and incorporate all labor, materials, subcontracts, and other direct costs into the proposed total for each Deliverable. Totals included in each Deliverable row below shall match each respective Deliverable breakdown in Section C.

Deliverable	Total
<b>1. CI Data Bank Platform</b>	\$612,500
<b>2. Grant Program Interface Platform</b>	\$472,500
<b>3. Program Support</b>	\$262,500
<b>Bid TOTAL</b>	<b>\$1,347,500</b>

## SECTION B: LABOR RATE SCHEDULE

Provide fully-loaded hourly rates for each labor category. Rates must remain fixed for the contract term. Please add additional rows as needed to include all major participating labor categories for your organization.

Labor Category	Hourly Rate	Estimated Category Hours	Estimated Category Cost
<b>Management / Executive</b>			
Project Director, Program Manager, Client Executive	\$ <u>185</u>		\$ _____
	\$ _____		\$ _____
	\$ _____		\$ _____
<b>Technical Staff</b>			
Solutions Architect, Lead Developer, Security Lead	\$ <u>165</u>		\$ _____
Software Engineers, QA Engineers, Database Specialists	\$ <u>135</u>		\$ _____
	\$ _____		\$ _____
<b>Program Staff</b>			
Business Analysts, Training Specialists, ASP Coordinators	\$ <u>115</u>		\$ _____
	\$ _____		\$ _____
	\$ _____		\$ _____
<b>Support Staff</b>			
Help Desk, Documentation, Administrative Support	\$ <u>85</u>		\$ _____
	\$ _____		\$ _____
<b>Other (specify)</b>			
	\$ _____		\$ _____
	\$ _____		\$ _____

## SECTION C: COST DETAIL

All costs proposed in this Section are for cost detail and evaluation purposes and are subject to the not-to-exceed limits established in Section A.

Provide cost breakdown for each Deliverable. Totals must match Deliverable totals in Section A.

### Deliverable 1: CI Data Bank Platform

Cost Item	Sub-contract or Cost (if any)	Admin Costs	Item Bid Total	Notes
1.1: System Design and Development	\$ 0.00	\$ 0.00	\$ 0.00	Included in Annual Subscription
1.2: Data Security and Privacy	\$ 0.00	\$ 0.00	\$ 0.00	Included in Annual Subscription
1.3: Payment Processing Integration	\$ 0.00	\$ 0.00	\$ 0.00	Included in Annual Subscription
1.4: System Validation and Quality Assurance	\$ 0.00	\$ 0.00	\$ 0.00	Included in Annual Subscription
1.5: User Training & Support	\$ 0.00	\$ 0.00	\$ 0.00	Included in Annual Subscription
1.6: Data Reporting and Analytics	\$ 0.00	\$ 0.00	\$ 0.00	Included in Annual Subscription
1.7: Maintenance and Updates	\$ 0.00	\$ 0.00	\$ 0.00	Included in Annual Subscription
<b>DELIVERABLE 1 TOTALS</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 175,000/</b>	Annual Subscription

year

DELIVERABLE 1 TOTAL (3.5 years)

\$ 612, 500.

### Deliverable 2: Grant Program Interface Platform

Cost Item	Sub-contractor Cost (if any)	Admin Costs	Item Bid Total	Notes
2.1: System Design & Development	\$ 0.00	\$ 0.00	\$ 0.00	Included in Annual Subscription
2.2: Data Security and Privacy	\$ 0.00	\$ 0.00	\$ 0.00	Included in Annual Subscription
2.3: Payment Processing Integration	\$ 0.00	\$ 0.00	\$ 0.00	Included in Annual Subscription
2.4: System Validation and Quality Assurance	\$ 0.00	\$ 0.00	\$ 0.00	Included in Annual Subscription
2.5: User Training & Support	\$ 0.00	\$ 0.00	\$ 0.00	Included in Annual Subscription
2.6: Data Reporting and Analytics	\$ 0.00	\$ 0.00	\$ 0.00	Included in Annual Subscription
2.7: Maintenance and Updates	\$ 0.00	\$ 0.00	\$ 0.00	Included in Annual Subscription
<b>DELIVERABLE 2 TOTALS</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 135,000/</b>	Annual Subscription

year

DELIVERABLE 2 TOTAL (3.5 years)

\$472,500

### Deliverable 3: Program Support

Cost Item	Sub-contractor Cost (if any)	Admin Costs	Item Bid Total	Notes
3.1: Program Support	\$ 0.00	\$ 0.00	\$ 0.00	Included in Annual Subscription
3.2: Communication Support	\$ 0.00	\$ 0.00	\$ 0.00	Included in Annual Subscription
3.3: Sub-Contract Management	\$ 0.00	\$ 0.00	\$ 0.00	Included in Annual Subscription
3.4: Data Security Management	\$ 0.00	\$ 0.00	\$ 0.00	Included in Annual Subscription
3.5: Grant Program Implementation	\$ 0.00	\$ 0.00	\$ 0.00	Included in Annual Subscription
3.6: Documentation and Reporting	\$ 0.00	\$ 0.00	\$ 0.00	Included in Annual Subscription
3.7: Approved Service Provider Coordination (ASP)	\$ 0.00	\$ 0.00	\$ 0.00	Included in Annual Subscription
<b>DELIVERABLE 3 TOTALS</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 75,000/</b>	Annual Subscription

year

DELIVERABLE 3 TOTAL (3.5 years)

\$262,500

## SECTION D: SUBCONTRACT SUMMARY

List all proposed subcontractors, their scope of work, and estimated costs. Costs should be included in the appropriate Deliverable totals above.

Subcontractor Name	Deliverable	Scope of Work	Estimated Cost	% of Total
N/A	N/A	N/A	\$0.00	0%
N/A	N/A	N/A	\$0.00	0%
N/A	N/A	N/A	\$0.00	0%
N/A	N/A	N/A	\$0.00	0%
N/A	N/A	N/A	\$0.00	0%
<b>TOTAL SUBCONTRACTS</b>			<b>\$0.00</b>	<b>0%</b>

\*All work will be performed by Concourse personnel. No subcontractors are proposed at this time.

## SECTION E: COST PROPOSAL CERTIFICATION

By signing below, the authorized representative certifies that:

1. All costs presented in this proposal are accurate, complete, and represent the Bidder's best estimate of the resources required to perform the work described in the RFP.
2. The Total Cost in Section A includes all costs necessary to perform all work as described in the Scope of Work.
3. The Bidder acknowledges that the Deliverable totals and Bid Total identified in Section A represent firm not-to-exceed amounts for the Contract term, and that no costs in excess of those amounts shall be incurred or reimbursed without prior written authorization through a formal Contract Amendment.
4. Labor rates in Section B are fully-loaded rates that include salary, fringe benefits, overhead, general and administrative costs, and profit. These rates will be used for all deliverables including any change orders or contract modifications.
5. **The Bidder understands that each Deliverable may be activated via written amendment at the State's discretion, based on program needs and available funding.**
6. The Bidder has reviewed all federal requirements applicable to this EPA-funded program, including 2 CFR Part 200, and can comply with all flow-down provisions.
7. All proposed subcontractors have been identified and their costs are included in the Area totals.
8. This pricing is firm and valid for one hundred eighty (180) days from the proposal due date.
9. The Bidder has not engaged in any collusion or other anti-competitive practices in connection with this proposal.

<b>Authorized Signature:</b> 	<b>Date:</b> 02/03/2026
<b>Printed Name:</b> Kelsey Shaner	<b>Title:</b> Operations Manager
<b>Organization:</b> Concourse Tech Inc.	<b>Phone:</b> 646-305-9964