

Cost Exhibit 1 – Cost Assumptions

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1 Cost Assumptions

1.1 General

- Excused Event/Savings Clause. GCOM will not be responsible for any delay or failure to meet milestones, and such failure will not be subject to a claim of default or termination to the extent such failure is due to force majeure events, acts or omissions of a party other than GCOM and our subcontractors (if any), or errors or defects in systems and resources of the NE DHHS or third parties. In the event that such a delay or failure is caused by the NE DHHS or its agents, GCOM will be paid reasonable, documented, and auditable charges directly resulting from such delay or failure, including, without limitation, those costs incurred by GCOM for root cause analysis requested by the NE DHHS.
- GCOM's proposal assumes that during the negotiation phase the parties will enter good faith discussions on the payment schedule and payment terms.
- Phase 1 scope is based on the License types as identified in our implementation plan. Inclusion of any additional license types for Phase 1 will change our scoping and effort estimation between Phase 1 and Phase 2.

1.2 License Cost

- Please refer to **Cost Exhibit 2 - Accela Licensing Requirements for NE RFP** for details about Accela Software as a Service Subscription, Hosting, and Licensing Costs. This exhibit also details the hosted environment required to support each phase of the implementation and Production support period of performance.

1.3 Alternative Delivery Models

GCOM's technical and pricing proposals represent a full-service design, development, and implementation approach. This means that GCOM will perform all the elaboration, configuration, and system testing for all in-scope Accela Record and Report requirements. Additionally, our base bid assumes GCOM will develop the in-scope LIS training curriculum and training materials. We believe this assumption for GCOM to deliver the NE LIS without required DHHS staff workshare is as per the RFP Requirements.

In addition to our full-service delivery approach, GCOM can offer a workshare model that may reduce the overall implementation costs. Two workshare models are described below:

- **GCOM Technical Delivery:** In this model, DHHS provides project management and/or functional resources to manage the project, document requirements, and test the system. GCOM provides a configuration and test team that works at the direction of the DHHS LIS project management team to configure and test the Accela Records and Reports. In this model, GCOM typically maintains responsibility for data conversion and system integration design, development, and implementation. GCOM also typically provides release and deployment resources in this model. This model is usually contracted on a time and material basis.

- **Scope Based Work-Share Model:** In this model, GCOM provides a full-service design, development, and implementation approach as described in our proposed technical approach. In our base bid technical and pricing proposal, we have included services and effort to support the full scope of facility and professional license records. In a work-share model, GCOM and DHHS will allocate scope items to GCOM and DHHS Teams. Typically, workshare results in 70% of the records assigned to the GCOM Team and 30% of the Accela records assigned to the DHHS Team. As part of the work share model, GCOM provides accelerated knowledge transfer to DHHS technical resources that will be part of the DHHS LIS Accela Configuration Team.

If DHHS would like to explore either alternate delivery model, GCOM and DHHS can collaborate on the details during the contract negotiations process. Either delivery model may result in substantial implementation cost savings as compared to our full-service delivery approach.