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State of West Virginia

**Request for Proposal**

*EDD314520*

*National School Lunch Program Point of Service Software Program*

*July 7, 2009*

**COST PROPOSAL - ORIGINAL**



# TITLE PAGE

## National School Lunch Program Point of Service Software Program

RFQ No.: EDD314520

July 7, 2009

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Duluth, GA 30097

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Authorized Signature: \_\_\_\_\_

Date: June 26, 2009



## LETTER FROM THE PRESIDENT

TO: State of West Virginia  
Department of Administration  
Purchasing Division  
Building 15  
2019 Washington Street, East  
Charleston, WV 25305-0130



On behalf of Horizon Software International, LLC, I am submitting this response to your RFP for a National School Lunch Program Point of Service Software Program. The Horizon team is excited about the opportunity to work with your progressive state.

Horizon is uniquely qualified to provide the State of West Virginia with a state-of-the-art food service management system. Likewise the Horizon team has the resources to efficiently and professionally implement the system according to the state's needs and time lines.

We have assessed the state's needs and this proposal reflects the technology and options Horizon feels will best serve to provide the accountability, financial reporting and operational efficiency to effectively manage the state's food service operation. We appreciate the invitation to participate in this process. If Horizon is selected as the vendor of choice, be assured that we will provide only the highest standard of quality products and services offered anywhere, at fair and reasonable prices.

If questions arise, we will be glad to answer them and provide an on-site demonstration at your earliest convenience.

Sincerely,

Michael Williamson  
President



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## SECTION V - COST

### 4.5. Cost Proposal Format/Bid Sheets

Vendors are expected to utilize the cost sheet on the following page when responding to this RFP.



# COST PROPOSAL SUMMARY

## Cost Proposal Summary

### ***Introduction***

Horizon is pleased to offer the following cost proposal to meet the technology requirements of the West Virginia Department of Education (WVDOE). Horizon has assessed the WVDOE's needs, and this proposal reflects the technology and options Horizon knows will best serve to automate each SFA, providing the accountability, financial reporting and operational efficiency to effectively manage its food service operations.

### ***Horizon's Qualifications***

Horizon is uniquely qualified to handle a project of this magnitude and scope. With over \$40 million invested in R&D, in excess of a *billion* meals served and more than 15,000 sites implemented, you can count on Horizon for scalable solutions that are proven to work. According to its research Horizon has installed more *Windows based technology* systems, including touch screen POS than any other vendor. Horizon's state-of-the-art back office system is installed in more sites than all of our competitors combined. Horizon's installation base includes some of the largest and most prestigious districts in the country.

You can be assured that Horizon's food service technology and service is unequalled. In 2005, Horizon successfully competed with every major food service technology provider in the country and was awarded the Department of Defense contract to supply the technology to automate every food service dining facility worldwide for the Army, Navy, Air Force and Marine Corps, (which amounts to approximately 1,500 site locations worldwide). In addition, Horizon also won the contract from AAFES (Army and Air Force Exchange Services) as well as NEXUM (Navy Exchange Services) and has successfully automated all of the military school cafeteria systems on all military bases worldwide.

In 2008, Horizon was awarded the Los Angeles Unified School District (LAUSD) contract, which involves the complete automation of the Point of Service, Free and Reduced, and entire back office suite for all of its schools. This project is very similar in scope to the WVDOE project as there are approximately 750 sites, which are broken down into eight different regions, similar to the RESA breakdown for WVDOE. Our implementation proposal for the WVDOE is very similar to the project plan we put in place for LAUSD.

Additionally Microsoft has named Horizon as a partner in its prestigious Whidbey and Yukon programs. Horizon is one of just *fifteen* companies worldwide to be selected for these prestigious programs. These programs enable Horizon to actively participate in the development of Microsoft's "Dot Net" technology and its SQL database platform development effort, providing Horizon developers on-demand access to Microsoft's developers and QA (quality assurance) lab. Horizon has been the recipient of Deloitte's prestigious Tech Fast Fifty awards as being one of the top fastest growing technology companies in Georgia for four consecutive years (2004, 2005, 2006, 2007).



The list goes on but suffice it to say that Horizon's cutting edge technology and services are the right choice for the WVDOE. Tens of thousands of food service workers have been trained by Horizon's "in-house" staff of food service and technology experts. This widely respected state-of-the-art solution will provide the WVDOE with the timely information that is needed to efficiently and profitably manage each SFA's food service operation. Horizon's core commitment is to provide outstanding customer service combined with state-of-the-art technology in a spirit of integrity, honesty and pride.

### ***Project Overview***

We have worked with many small, medium, large and mega sized school districts across the nation in providing a system to meet the demanding needs of these institutions. When evaluating vendors, it is critical to select a partner with this broad experience to implement a project of this scope and magnitude.

Concerning the mandatory deliverables that are required in Section 3 of the RFP, we have included the following in our Cost Proposal:

- All Horizon Application Software Licenses and Software Maintenance
- Software Installation and Configuration Services for all 100 SFAs and 800 sites
- One Project Director and Two Project Managers for an eighteen month time period
- Two Help Desk Support Personnel for a 15 month time period
- Web-based Training System as Specified in the RFP

All of the application software needed for the project is included in our Cost Proposal, which includes the Horizon Enterprise Module to meet the SA Level reporting needs, Central Office POS and Free and Reduced Modules for each of the 100 SFAs, Free and Reduced Application Scanning Modules for each SFA (includes the OCR software component), and Site POS to meet the requirements for each school site. In addition to the application software, we have also included the cost of software maintenance, which includes all system upgrades and toll-free technical support. It should be noted that all mandatory project services outlined below are included in the Site POS price.

Concerning the services, we have included all of the software installation and configuration charges for the POS sites, the Central Office and Enterprise level. These services include conducting site surveys at each school site, installing the software based on the predetermined schedule and interacting with site officials as appropriate (Principals, School Food Service Managers, etc.).

In addition to software installation and configuration services, we have also included pricing for one Project Director and two Project Managers. The Project Director will oversee and manage the entire project, and will be the active liaison with the State, RESA Project Manager, District Project Manager and other personnel. Concerning the Project Managers, one of these individuals will be the "functional lead" and will be responsible for developing the training



materials and supporting documentation for the project, training some of the SFA staff members, and providing business consultations in regards to district implementations. The other Project Manager will be the “technical lead”, and will be responsible for developing the technical design and solution to meet the requirements of the project. These responsibilities will also include conducting site surveys and technical designs for implementations, as well as providing some training to SFA personnel. Also included in the Cost Proposal is office space for an eighteen month time period. This office will be utilized by the Project Management Team and the Help Desk Personnel.

Also, as required, we have included two Help Desk personnel in the Cost Proposal. These individuals will provide Tier One Help Desk support and will elevate Tier Two and Tier Three support calls as necessary. These two individuals will be dedicated to the WVDOE project and will be based out of the local Horizon West Virginia office. It is important to distinguish these personnel with the technical support services provided as part of software maintenance. In addition to upgrades and product enhancements, software maintenance includes any “overflow” Tier One technical support during peak seasonal time periods (i.e. school start-up) that may be needed, and all Tier Two and Tier Three support.

Another mandatory deliverable required for the project is an online training tool that provides a testing component and central reporting capabilities. Horizon’s “TrainSmart” product provides an online training system specifically designed for K-12 food service operations to meet this unique requirement. This revolutionary training resource will facilitate the training of all SFA staff members quickly and easily over the internet. These multimedia training aides also contain tests to enable managers to track employee scores, test dates, certifications and more.

Included in our RFP response you will also find a detailed Cost Proposal, references, technical details, a comprehensive implementation plan and additional general information about our company and relevant experience. Horizon stands ready to present its solution and assist if necessary in arranging onsite visits for the committee to tour school districts that are utilizing Horizon technology.





# BID SHEET

**National School Lunch Program POS Software Program  
West Virginia Department of Education  
Office of Child Nutrition  
Request for Proposal (EDD314520)  
Bid Sheet**

Vendor Name Horizon Software International, LLC  
Vendor Contact Information: Name Michael Williamson  
Phone 800-741-7100  
E-mail mwilliamson@horizonsoftware.com

† **Point of Service Module \***  
One time site license fee per school \$ 3,329 x 800 schools = \$ 2,663,200

† Please note site license fee price includes all mandatory services.

†† **Free and Reduced Application Module \***  
One time site license fee per SFA \$ 7,190 x 100 SFAs = \$ 719,000

†† Please note SFA license fee price includes State Level Enterprise, POS, F&R and F&R application scanning modules.

**Maintenance and Support \* , \*\***  
Monthly cost (POS) per school \$ 26.03 x 12 months x 800 schools = \$ 249,888  
Monthly cost (SFA) per authority \$ 107.85 x 12 months x 100 SFAs = \$ 129,420  
Discount - \$ 500,000  
††† **TOTAL** = \$ 3,261,508

**Other Option Pricing \*\*\*** Vendors should use pricing pages in Appendix E

- Specific on-site training, quoted in half day increments and inclusive of vendor's travel expenses.
- Vendor is encouraged to list item such as peripheral devices and POS terminals, commonly associated with their product solution

\* Vendors must realize that quantities, when provided, are estimates and will be used in the evaluation of the RFP. However, it is the intent of the RFP that this contract be awarded as an open-ended contract. The actual quantities needed is anticipated to fluctuate and unknown at this time. The vendor's rate will be established as a result of this award, but the quantity of items needed will be considered open-ended, to be authorized in advance by the Agency.

\*\* Payment for maintenance and support may only be billed in arrears. (See 1.19.14)

\*\*\* Vendors are encouraged to list other pricing which could be utilized with their software solution. There is no limit to the number of items which can be listed; however, the pricing will be expected to be firm during the life of the contract, including extensions, and these prices will not be used in the evaluation of this RFP.

††† Please note that the pricing provided on this form is based on the Pricing Assumptions included in this section.



## PRICING DETAILS

### Pricing Details

The following information is provided so that the Agency will better understand the pricing provided on the preceding RFP Bid Sheet. The first subsection, Pricing Assumptions, will provide the Agency with all of the assumptions that were utilized in providing the pricing for the project. The next subsection provides details on how the provided discounts will be applied throughout the project implementation, and the remaining subsection provides all of the needed detail to better understand the calculation and pricing for mandatory services which were added to the software price on the RFP Bid Sheet.



## Pricing Assumptions

### Pricing Assumptions

The pricing provided in the following RFP Bid Sheet was based off of the following assumptions:

- Installation cost does not include setup and installation of the hardware (software only).
- Horizon personnel will have immediate access to school cafeterias.
- Hardware that meet or exceeds Horizon's minimum hardware specifications will be installed and ready for the software installation.
- To minimize travel time and associated costs, the installation cost is based on grouping the school districts into clusters.
- State Network is sufficient to support the OneSource software and initialization requirements.
- Installation price based on a 1.5 line per school site average.
- Pricing provided is based on a complete implementation of all 800 sites in an eighteen month time period. If the project lasts more than eighteen months, additional service related costs may apply.
- The Help Desk pricing is based off of two support personnel for a fifteen month time period. These personnel will not be needed during the initial three months of the project that includes the initial startup and pilot phase.
- Help Desk pricing is based off of a maximum of 5 personnel per District calling for technical support.
- Pricing assumes remote installation and configuration of the Enterprise and Central Office software.
- The SFA license fee price included on the Bid Sheet includes the State Level Enterprise software as well as Central Office POS, Free & Reduced, and F&R Application Scanning software licenses. It should be noted that the F&R Application Scanning module contains the OCR software component that is required.
- Because the RESA Level Enterprise software is not a mandatory deliverable, the pricing for this module is included in the Appendix E – Optional Cost Sheets section.
- The SFAs will have flexibility in regards to the POS Terminal hardware including the use of a tablet device for POS operations (this software is included in the Cost Proposal). The software pricing needed for the Motorola POS device is not included in the Cost Proposal because it is unknown how many schools will adopt this technology. Because of this, we have included the pricing in the Appendix E – Optional Cost Sheets section.
- All mandatory implementation fees are included in the school software price.
- Because of the significant upfront costs associated with the project, the discount provided is weighted more heavily toward the end of the project.



## Discount Details

### Discount Details

Horizon has provided a project discount of \$500,000 to be applied incrementally to the site software price as the system is implemented throughout the state. Because Horizon will incur significant startup costs with the project (Project Management, Help Desk, WV Office Space, etc.), we suggest a weighted discount pricing methodology whereby the discount increases as more sites are implemented which will help fund these initial expenses. The details of the discount are provided below:

**Discount Provided: \$500,000**

**Number of Sites: 800**

| Site Quantity Discount Tier   | Discount % | Total Discount for 200 sites | Discount Per Site License |
|-------------------------------|------------|------------------------------|---------------------------|
| Initial 200 Sites Implemented | 10%        | \$50,000                     | \$250                     |
| Second 200 Sites Implemented  | 20%        | \$100,000                    | \$500                     |
| Third 200 Sites Implemented   | 30%        | \$150,000                    | \$750                     |
| Final 200 Sites Implemented   | 40%        | \$200,000                    | \$1,000                   |



## Mandatory Services Required for the Project

### Mandatory Services Required for the Project

The following table will provide the Agency with all of the details in regards to the mandatory services that are included in our Cost Proposal. **As stated previously, these costs are included in the site software price on the RFP Bid Sheet.** The table provides the pricing details for all of the mandatory services required for the project which includes all of the software installation and configuration costs, one Project Director, two Project Managers, two Help Desk personnel, Office Space local to West Virginia for the onsite staff, and web based training fees. In addition, the table illustrates the services cost allocation that was utilized when adding these respective costs to the site software price on the RFP Bid Sheet.



### Mandatory Services Required for the Project

| Item  | Quantity | Unit Cost | Discount | Extended Cost      | Comments  |
|---|----------|-----------|----------|--------------------|---|
| <b>SOFTWARE INSTALLATION &amp; CONFIGURATION (One Time Fee)</b> |          |           |          |                    |   |
| POS Software Installation (Labor Hours)                         | 1200     | \$89      | N/A      | \$106,800          | Includes all expenses.                                      |
| Central Office and Enterprise Software Installation             | 1        | \$995     | N/A      | \$995              | Service performed remotely.                                 |
| Central Office Configuration                                    | 100      | \$595     | N/A      | \$59,500           | Service performed remotely (half day per CO).               |
| Enterprise Module Configuration                                 | 1        | \$995     | N/A      | \$995              | Service performed remotely.                                 |
| <b>PROJECT MANAGEMENT SERVICES (Fee for Eighteen Months)</b>    |          |           |          |                    |   |
| One Project Director for Eighteen Months                        | 1        | \$262,500 | N/A      | \$262,500          | Includes all travel related expenses.                       |
| Two Project Managers for Eighteen Months                        | 2        | \$217,500 | N/A      | \$435,000          | Includes all travel related expenses.                       |
| Office Cost Estimate for Eighteen Months                        | 18       | \$2,400   | N/A      | \$43,200           | Office cost for Project Management and Help Desk personnel. |
| <b>HELP DESK COSTS (Fee for Fifteen Months)</b>                 |          |           |          |                    |   |
| Tier One Help Desk Staff for Fifteen Months (Two Employees)     | 2        | \$99,375  | N/A      | \$198,750          | Tier One Help Desk Dedicated Support. Includes expenses.    |
| <b>WEB BASED TRAINING COSTS (Annual Fee)</b>                    |          |           |          |                    |   |
| TrainSmart - District Central Office License                    | 100      | \$995     | 50%      | \$49,750           | Web-based training software license for each SFA.           |
| TrainSmart - School Site License                                | 800      | \$295     | 50%      | \$118,000          | Web-based training software license for each school site.   |
| <b>TOTAL MANDATORY SERVICES COST</b>                            |          |           |          | <b>\$1,275,490</b> |   |
| Per Site Unit Cost Addition                                     |          |           |          | <b>800</b>         | <b>\$1,594</b>  |

Please note that all services pricing provided above includes applicable discounts.



# APPENDIX E - OPTIONAL COST SHEETS

## Appendix E. - Optional Cost Sheets

This form is intended for use by the bidder to organize optional costs beyond the base specifications of this RFP. These costs will not be considered in the evaluation of the RFP

| Application Software                              | Description   | Quantity | Unit Cost                           | Discount | Extended Cost |
|---|---|----------|-------------------------------------|----------|---------------|
| <b>FRONT OFFICE SOFTWARE</b>                      |   |          |                                     |          |               |
| Enterprise Module - Level II                      | RESA Level Enterprise Software                                  | 8        | \$2,995                             | 25%      | \$17,970      |
| MealpayPlus                                       | Prepayment System for POS                                       | N/A      | N/A                                 | N/A      | \$0           |
| TigerTranz  | Check Guarantee System for POS                                  | N/A      | N/A                                 | N/A      | \$0           |
| Point of Service Mobileware Module                | Mobileware Software License for POS                             | 1        | \$295                               | 25%      | \$221         |
| Time Clock - Central Office                       | Time Clock Module for Central Office                            | 1        | \$1,995                             | 25%      | \$1,496       |
| Time Clock - Site                                 | Time Clock Module for School Sites                              | 1        | \$395                               | 25%      | \$296         |
| Application Scanning                              | Application Scanning for Free and Reduced                       |          | Price varies based on district size |          |               |
| Online Application Processing                     | Online App. Processing for Free and Reduced                     |          | Price varies based on district size |          |               |
| Finger Imaging Software                           | Finger Imaging Software for POS                                 | 1        | \$795                               | 25%      | \$596         |
| SIF Site Communications                           | Communications Agent for SIF                                    | 1        | \$295                               | 25%      | \$221         |
| Multi-User License                                | Multi-User License for Central Office POS                       | 1        | \$250                               | 25%      | \$188         |
| Central Office Vending Module                     | Central Office Vending Module                                   | 1        | \$1,995                             | 25%      | \$1,496       |
| Vending Software License (per meal machine)       | Vending Software License (per meal machine)                     | 1        | \$995                               | 25%      | \$746         |
| Vending Software License (per a la carte machine) | Vending Software License (per a la carte machine)               | 1        | \$495                               | 25%      | \$371         |
| <b>BACK OFFICE SOFTWARE</b>                       |   |          |                                     |          |               |
| OneSource Complete Central Site Package           | Includes Inventory, Procurement, MPNA, Production               | 1        | \$5,995                             | 25%      | \$4,496       |
| OneSource Phased Central Site Package             | Includes Inventory & Procurement                                | 1        | \$1,995                             | 25%      | \$1,496       |
| OneSource Complete School Site Package            | Includes Inventory, Procurement, MPNA, Production               | 1        | \$1,590                             | 25%      | \$1,193       |
| OneSource Phased School Site Package              | Includes Inventory & Procurement                                | 1        | \$795                               | 25%      | \$596         |
| System Management - Central Office                | OneSource Central Office System Management Module               | 1        | \$195                               | 25%      | \$146         |
| Inventory Management - Central Office             | OneSource Central Office Inventory Management Module            | 1        | \$1,495                             | 25%      | \$1,121       |
| Procurement - Central Office                      | OneSource Central Office Procurement Module                     | 1        | \$1,495                             | 25%      | \$1,121       |
| Menu Planner/Nutrition Analysis - Central Office  | OneSource Central Office Menu Planner/Nutrition Analysis Module | 1        | \$1,495                             | 25%      | \$1,121       |
| Production - Central Office                       | OneSource Central Office Production Module                      | 1        | \$1,495                             | 25%      | \$1,121       |
| Personnel Management - Central Office             | OneSource Central Office Personnel Management Module            | 1        | \$995                               | 25%      | \$746         |
| Asset Management - Central Office                 | OneSource Central Office Asset Management Module                | 1        | \$995                               | 25%      | \$746         |
| System Management - Site                          | OneSource Site System Management Module                         | 1        | \$195                               | 25%      | \$146         |
| Inventory Management - Site                       | OneSource Site Inventory Management Module                      | 1        | \$395                               | 25%      | \$296         |
| Procurement - Site                                | OneSource Site Procurement Module                               | 1        | \$395                               | 25%      | \$296         |
| Menu Planner/Nutrition Analysis - Site            | OneSource Site Menu Planner/Nutrition Analysis Module           | 1        | \$395                               | 25%      | \$296         |
| Production - Site                                 | OneSource Site Production Module                                | 1        | \$395                               | 25%      | \$296         |
| Personnel Management - Site                       | OneSource Site Personnel Management Module                      | 1        | \$295                               | 25%      | \$221         |
| Asset Management - Site                           | OneSource Site Asset Management Module                          | 1        | \$295                               | 25%      | \$221         |
| Central Warehouse: Over 20 sites                  | OneSource Central Warehouse Module: Over 20 sites               | 1        | \$14,995                            | 25%      | \$11,246      |
| Central Warehouse: 10-20 sites                    | OneSource Central Warehouse Module: 10-20 sites                 | 1        | \$9,995                             | 25%      | \$7,496       |



| Quantity | Unit Cost | Discount | Extended Cost |
|----------|-----------|----------|---------------|
| 1        | \$4,995   | 25%      | \$3,746       |
| 1        | \$14,995  | 25%      | \$11,246      |
| 1        | \$9,995   | 25%      | \$7,496       |
| 1        | \$4,995   | 25%      | \$3,746       |
| 1        | \$2,495   | 25%      | \$1,871       |
| 1        | \$595     | 25%      | \$446         |
| 1        | \$195     | 25%      | \$146         |
| 1        | \$2,995   | 25%      | \$2,246       |
| 1        | \$995     | 25%      | \$746         |
| 1        | \$3,495   | 10%      | \$3,146       |
| 1        | \$1,695   | 10%      | \$1,526       |
| 1        | \$995     | 10%      | \$896         |
| 1        | \$545     | 10%      | \$491         |
| 1        | \$95      | 10%      | \$86          |
| 1        | \$895     | 10%      | \$806         |
| 1        | \$895     | 10%      | \$806         |
| 1        | \$895     | 10%      | \$806         |
| 1        | \$95      | 10%      | \$86          |
| 1        | \$250     | 10%      | \$225         |
| 1        | \$250     | 10%      | \$225         |
| 1        | \$250     | 10%      | \$225         |
| 1        | \$250     | 10%      | \$225         |

**NOTE: The Optional Software listed above does not include any applicable installation charges.**

| Quantity                                   | Unit Cost | Discount | Extended Cost |
|--|-----------|----------|---------------|
| No Charge to District                      |           |          |               |
| \$417 per half day (inclusive of expenses) |           |          |               |
| \$775 per day (inclusive of expenses)      |           |          |               |
| \$637 per half day (inclusive of expenses) |           |          |               |
| \$1,170 per day (inclusive of expenses)    |           |          |               |
| \$175,000 per year                         |           |          |               |
| \$145,000 per year                         |           |          |               |
| \$79,500 per year                          |           |          |               |
| \$175 per hour                             |           |          |               |

| Quantity | Unit Cost | Discount | Extended Cost |
|----------|-----------|----------|---------------|
| 1        | \$825     | 5%       | \$784         |
| 1        | \$1,595   | 5%       | \$1,515       |
| 1        | \$1,795   | 5%       | \$1,705       |
| 1        | \$1,550   | 5%       | \$1,473       |
| 1        | \$1,695   | 5%       | \$1,610       |

| Quantity | Unit Cost | Discount | Extended Cost |
|----------|-----------|----------|---------------|
| 1        | \$825     | 5%       | \$784         |
| 1        | \$1,595   | 5%       | \$1,515       |
| 1        | \$1,795   | 5%       | \$1,705       |
| 1        | \$1,550   | 5%       | \$1,473       |
| 1        | \$1,695   | 5%       | \$1,610       |







|  |   |   |         |    |         |
|--|---|---|---------|----|---------|
| GX 900 POS Terminal                      | Horizon All-in-One POS Terminal with Dell CPU, 15" LCD & Metal Case       | 1 | \$1,350 | 5% | \$1,283 |
| GX 950 POS Terminal                      | Horizon All-in-One POS Terminal with Dell CPU, 15" LCD & Metal Case       | 1 | \$1,395 | 5% | \$1,325 |
| All-in-One POS Terminal (17" LCD)        | Pen-Tech All-in-One POS Terminal with 17" LCD Monitor                     | 1 | \$1,950 | 5% | \$1,853 |
| All-in-One POS Terminal (19" LCD)        | Pen-Tech All-in-One POS Terminal with 19" LCD Monitor                     | 1 | \$1,995 | 5% | \$1,895 |
| All-in-One POS Terminal (15" LCD)        | Three Year Next Business Day Warranty Upgrade for Pen-Tech All-in-One POS | 1 | \$335   | 5% | \$318   |
| IBM SurePOS 3 Year NBD Warranty          | IBM SurePOS Terminal with 15" LCD Monitor                                 | 1 | \$2,995 | 5% | \$2,845 |
| MZ6100 POS Terminal                      | Portable POS Device with 12" LCD Touchscreen                              | 1 | \$2,995 | 5% | \$2,845 |
| 15" LCD Touchscreen Monitor              | 15" LCD Touchscreen Monitor   | 1 | \$495   | 5% | \$470   |
| 17" LCD Touchscreen Monitor              | 17" LCD Touchscreen Monitor   | 1 | \$675   | 5% | \$641   |
| Dell Small CPU                           | Small Footprint Dell CPU  | 1 | \$875   | 5% | \$831   |
| Dell Large CPU                           | Large Footprint Dell CPU  | 1 | \$825   | 5% | \$784   |
| PIN Pad                                  | Horizon Custom Designed PIN Pad Input Device                              | 1 | \$295   | 5% | \$280   |
| Scan Pad                                 | Horizon Integrated PIN Pad Input Device with Barcode Scanner              | 1 | \$395   | 5% | \$375   |
| Finger Imaging Device                    | Biometric Finger Imaging Input Device                                     | 1 | \$195   | 5% | \$185   |
| Barcode Scanner                          | Barcode Scanner Input Device  | 1 | \$295   | 5% | \$280   |
| Barcode Slot Reader                      | Barcode Slot Reader Input Device  | 1 | \$150   | 5% | \$143   |
| 500 VA UPS                               | 500 VA UPS Battery Backup and Surge Protector                             | 1 | \$90    | 5% | \$86    |
| Cash Drawer, Electronic                  | Electronic Cash Drawer  | 1 | \$195   | 5% | \$185   |
| Cash Drawer - Large, Manual              | Large, Manual Cash Drawer   | 1 | \$90    | 5% | \$86    |
| Laser Printer                            | Laser Printer - 30ppm & 1200 dpi  | 1 | \$250   | 5% | \$238   |
| 19" LCD Monitor                          | 19" LCD (non-touch) Monitor for Manager's Workstation                     | 1 | \$245   | 5% | \$233   |
| Camera                                   | Digital Camera for CPU with USB Connector                                 | 1 | \$45    | 5% | \$43    |
| 56k External Modem                       | US Robotics 56Mbps Modem  | 1 | \$120   | 5% | \$114   |
| Wireless Access Point                    | 54 Mbps Wireless G Access Point   | 1 | \$100   | 5% | \$95    |
| Wireless for POS Terminals               | Wireless G USB Adapter for POS Terminals                                  | 1 | \$115   | 5% | \$109   |
| Receipt Printer                          | Thermal Parallel Receipt Printer for POS Terminal                         | 1 | \$375   | 5% | \$356   |
| Application Scanner - 15 ppm             | Application Scanner for F&R App Scanning - 15ppm                          | 1 | \$1,025 | 5% | \$974   |
| Application Scanner - 25 ppm             | Application Scanner for F&R App Scanning - 25ppm                          | 1 | \$2,895 | 5% | \$2,750 |
| Application Scanner - 40 ppm             | Application Scanner for F&R App Scanning - 15ppm                          | 1 | \$4,895 | 5% | \$4,650 |
| Reimbursable Meal Machine - 3 Across     | Vending Machine: Reimbursable Meal Machine - 3 Across                     | 1 | \$7,075 | 5% | \$6,721 |
| Reimbursable Meal Machine - 5 Across     | Vending Machine: Reimbursable Meal Machine - 5 Across                     | 1 | \$7,500 | 5% | \$7,125 |
| Snack Machine - 5 Across                 | Vending Machine: Snack Machine - 5 Across                                 | 1 | \$5,745 | 5% | \$5,458 |
| Snack Machine - 4 Across                 | Vending Machine: Snack Machine - 4 Across                                 | 1 | \$4,330 | 5% | \$4,114 |
| Snack Machine - 5 Across                 | Vending Machine: Snack Machine - 5 Across                                 | 1 | \$5,005 | 5% | \$4,755 |
| Cold Drink Machine - 500 can cap.        | Vending Machine: Cold Drink Machine - 500 can cap.                        | 1 | \$4,620 | 5% | \$4,389 |
| Cold Drink Machine - 700 can cap.        | Vending Machine: Cold Drink Machine - 700 can cap.                        | 1 | \$4,840 | 5% | \$4,598 |
| Cold Food - Satellite Machine            | Vending Machine: Cold Food - Satellite Machine                            | 1 | \$4,975 | 5% | \$4,726 |
| Frozen Food - Satellite Machine          | Vending Machine: Frozen Food - Satellite Machine                          | 1 | \$6,110 | 5% | \$5,805 |
| Vending Magstripe Reader                 | Vending Magstripe Reader  | 1 | \$145   | 5% | \$138   |
| Vending Barcode Reader                   | Vending Barcode Reader  | 1 | \$220   | 5% | \$209   |
| Vending Machine - Customer Specific Lock | Vending Machine - Customer Specific Lock                                  | 1 | \$35    | 5% | \$33    |
| Vending Machine - Customer Specific Key  | Vending Machine - Customer Specific Key                                   | 1 | \$13    | 5% | \$12    |





|   |   |       |    |       |
|---|---|-------|----|-------|
| Vending Machine - Wireless Network Card             | 1 | \$125 | 5% | \$119 |
| Vending Machine - Wireless Omni-Directional Antenna | 1 | \$60  | 5% | \$57  |
| Vending Machine - Network Camera                    | 1 | \$350 | 5% | \$333 |

**NOTE: All Hardware includes applicable shipping charges (except for Vending Machines).**

| Other Associated Costs                    | Description  | Quantity | Unit Cost                                      | Discount | Extended Cost |
|---|--|----------|--|----------|---------------|
| Software Maintenance                      | Includes all product upgrades, enhancements, and toll-free technical support |          | 18% of the software price                      |          |               |
| Finger Imaging Software Maintenance       | Software maintenance for finger imaging software                             |          | \$100 per site per year                        |          |               |
| Vending Machine Delivery and Installation | Vending Machine Delivery and Installation                                    |          | \$600 per vending machine                      |          |               |
| Vending Machine Service Plan              | Vending Machine Service Plan   |          | \$375 per year                                 |          |               |
| Vending Machine Training and Setup        | Vending Machine Training and Setup   |          | \$595 per day plus travel and lodging expenses |          |               |
| Vending Machine Configuration Fee         | Vending Machine Configuration Fee for Plan-O-Gram Setup                      |          | \$250 per vending machine                      |          |               |

