

Cost Proposal Narrative

ClassWallet's Cost Proposal is simply a \$93.69 yearly per user license fee to TOS. Based on 3,500 users, TOS can expect to pay \$327,915 per year.

The \$93.69 per user license fee will remain the same throughout the 3 year contract period and will also stay the same if TOS elects to extend to the 5 year total period. The \$93.69 yearly per user license fee is the total cost to the State, unless TOS chooses to take advantage of optional services.

In addition to access to the Ecommerce Marketplace, *Direct Pay, Digital Wallet Card, and Reimbursement, ClassWallet's Cost Proposal includes the following:

- Project Management
- Requirements & Process Mapping
- Design
- Application Configuration (technology platform)
- Application Development Testing (technology platform)
- Training
- Data Conversion
- Interfaces
- OCM & Communication
- Go-Live Preparation & Execution
- Production Stabilization
- Customer Support
- Training
- Vendor Services
- Customer Success Management
- Subject Matter Expert
- Implementation
- Off-the-Shelf Reporting
- DIY Reporting
- Anomalous Fraud Detection
- Platform Customization
- Hosting
- Maintenance

Optional services ClassWallet can provide include: If desired, ClassWallet can provide validation services (to review and validate new platform vendors and family expenditures) as an optional service under the Validation Services Team at a price to be agreed upon after scoping. If not selected, the State will handle these validations.

If desired, ClassWallet can provide the Program Impact reporting package at a price to be agreed upon after scoping.

If desired, ClassWallet can provide marketing and outreach efforts as an optional service at a price to be agreed upon after scoping, starting at \$150k. If not selected, the State will handle all marketing and outreach.

***Important Note About DirectPay:** Should TOS choose to continue to partner with ClassWallet, upon the start date of the new contract, the 2% transaction fee on all DirectPay transactions will be eliminated and providers will begin receiving 100% of the approved payment amount.

As detailed in the "Cost Proposal 3 Year" sheet, ClassWallet's proposal is based on a per user license fee of \$93.69. In choosing to continue to partner with ClassWallet, TOS can be assured the cost listed as the "3 Year Total Bid Amount" is the total that TOS can expect to pay. There are no additional fees or costs.