



AmpliFund Quote Albany County, New York

Grants Management Solution Pricing Information
August 18th, 2023

Quote Expires: December 18th, 2023

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AmpliFund's Recommended Approach: County-Wide Purchase

A County-Wide purchase provides Albany with the following value:

- Centralization and Consistency – seamlessly transition departments (or Cohorts) to drive common, newly developed business processes.
- Standardization – Limit the potential risks to compliance through a uniform standard process. Enable departments to have flexibility to leverage the AmpliFund solution in a manner that suits their needs, but ensures the departments have a standard methodology of managing funding on a single-uniformed system.
- Configuration – Departments often face similar challenges and needs in terms of configuring AmpliFund for their unique use cases. A County-Wide contract gives flexibility to expand configuration beyond the initial Cohort and continue to drive the needs of future departments.

Commented [SS1]: Be mindful of the audience. This implies that current practices may be weak, and you don't want to insult a department that may be reluctant to come onboard AmpliFund.

Savings and ROI – AmpliFund provides significant cost savings to County-Wide contracts. As noted in the quote below, the cost for all departments, whether you would implement in Cohorts or choose to do one-single implementation, has significant cost saving implications. AmpliFund is presenting a unique, scaling pricing model for the County that recognizes that additional Cohorts (of one or more departments) may implement overtime. This model allows for all departments to gain access to the system without the need to develop new contracts when additional departments or Cohorts are prepared for implementation.

The scaling model incentivizes the County to drive adoption within the first two years of the agreement to maximize value of the scaling County-Wide pricing presented below.

Note:

The large variance between the low and high quantity of implementation hours is driven by the uncertainty of the degree that departments within any given Cohort may or may not standardize requirements and business processes across the County. The *low* quantity assumes standardized processes – and thereby common configuration needs – across all departments, while the *high* quantity assumes some degree of unique departmental requirements and configurations. As an example:

- Should all departments in Cohort 1 and future Cohorts adopt standardized processes, the County can expect implementation hours to total at or near 210 hours.

- Should all departments in Cohort 1 adopt standardized processes but future cohorts require a degree of variability to those processes, the County can expect implementation hours to total closer to 435 hours [130-235 hours for Cohort 1 + up to 200 hours for the subsequent Cohorts].

AmpliFund Grant Seeker: County-Wide Pricing

SaaS License Fee for Managing up to \$140M in Annual Grants Revenue

Year 1 (One) Year	\$40,000.00
Year 2 (Two) Year	\$55,000.00
Year 3 (Three) Year	\$70,000.00
Year 4 (Four) – Option Year	\$73,500.00
Year 5 (Five) – Option Year	\$77,175.00
Total 3 (Three) Year SaaS License Fee	\$165,000.00
Total 5 (Five) Year Forecasted SaaS License Fee; 3-Year Contract	\$315,675.00
Total 5 (Five) Year SaaS Forecasted License Fee; 5-Year Contract	\$305,000.00

Implementation Services – Budgetary Estimates

Item	Quantity Low	Quantity High	Unit of Measure	Unit Price	Estimated Pricing Low	Estimated Pricing High
Project Management (Cohort 1)	15	25	hours	\$150.00	\$2,250.00	\$3,750.00
Requirements Gathering (Cohort 1)	40	80	hours	\$150.00	\$3,000.00	\$6,000.00
Implementation (Cohort 1)	25	40	hours	\$150.00	\$3,750.00	\$3,750.00
Product Training (Cohort 1)	20	80	hours	\$150.00	\$3,000.00	\$3,000.00
Departmental Configuration and Testing (Cohort 1)	75	150	hours	\$150.00	\$3,750.00	\$15,000.00
API Integration Setup Fee (Cohort 1)	One-time configuration fee to connect AmpliFund to financial system (25 hours).				\$3,750.00	\$3,750.00
Total (Cohort 1)	130	235	--	--	\$19,500.00	\$35,250.00
Additional Cohort Implementation	80	200	--	--	\$12,000.00	\$30,000.00
Total County-Wide Implementation Fee	210	435	--	--	\$31,500.00	\$65,250.00

Total Fee Estimation for Subscription and Implementation

Total 3 (Three) Year Contract Fee	\$196,500.00–\$230,250.00
Total 5 (Five) Year Forecasted Fee on a 3-Year Contract	\$3347,175.00–\$380,928.00
Total 5 (Five) Year Contract Fee	\$336,500.00–\$370,250.00

Optional Add-Ons

Item	Description	Cost
	On-site travel can be provided to expedite	

Albany County Requested Quote: Cohort 1 Pricing

AmpliFund's Cohort 1 pricing can be found in the quote below. Cohort 1 pricing gives the cohort-specific pricing of up to \$30M in annual grants managed and up to 60 active grants managed.

Note:

The large variance between the *low* and *high* quantity of implementation hours is driven by the uncertainty of the degree that departments within in Cohort 1 may or may not standardize requirements and business processes across the County departments. The *low* quantity assumes standardized processes – and thereby common configuration needs – across all Cohort 1 departments, while the *high* quantity assumes some degree of unique departmental requirements and configurations. As an example:

- Should all departments in Cohort 1 adopt standardized processes, the County can expect implementation hours to total at or near 130 hours.
- Should all departments in Cohort 1 require a degree of variability to those processes, the County can expect implementation hours to total closer to 235 hours.

AmpliFund Grant Seeker: Cohort 1 Pricing

SaaS License Fee for Managing up to \$30M in Annual Grants Revenue

Year 1 (One) Year	\$30,000.00
Year 2 (Two) Year	\$30,000.00
Year 3 (Three) Year	\$30,000.00
Year 4 (Four) – Option Year	\$31,500.00
Year 5 (Five) – Option Year	\$33,075.00
Total 3 (Three) Year SaaS License Fee	\$90,000.00
Total 5 (Five) Year Forecasted SaaS License Fee; 3-Year Contract	\$154,575.00
Total 5 (Five) Year Forecasted SaaS License Fee; 5-Year Contract	\$150,000.00

Implementation Services – Budgetary Estimates

Item	Quantity Low	Quantity High	Unit of Measure	Unit Price	Estimated Pricing Low	Estimated Pricing High
Project Management	15	25	hours	\$150.00	\$2,250.00	\$3,750.00
Requirements Gathering	20	40	hours	\$150.00	\$3,000.00	\$6,000.00
Implementation	25	25	hours	\$150.00	\$3,750.00	\$3,750.00
Product Training	20	20	hours	\$150.00	\$3,000.00	\$3,000.00
Departmental Configuration and Testing	25	100	Hours	\$150.00	\$3,750.00	\$15,000.00
API Integration Setup Fee	One-time configuration fee to connect AmpliFund to financial system (25 hours).				3,750.00	3,750.00
Total	130	235	--	--	\$19,500.00	\$35,250.00

Total Fee Estimation for Subscription and Implementation

Total 3 (Three) Year Contract Fee	\$109,500.00–\$125,250.00
Total 5 (Five) Year Forecasted Fee on a 3 Year Contract	\$174,075.00–\$189,825.00
Total 5 (Five) Year Contract Fee	\$169,500.00–\$185,250.00

Optional Add-Ons

Item	Description	Cost
On-Site Training Fee	On-site travel can be provided to expedite implementation timelines.	~\$8,000.00

Assumptions:

- Pricing includes **unlimited user licenses, unlimited usage, unlimited subrecipient licenses, and unlimited document storage space.**
- **If the contract length is 4 years or longer, AmpliFund will waive the annual 5% increase for additional contract years as mentioned in the quote above.**
- SaaS License Cost includes AmpliFund technical support for organizations users, applicants, and recipient users.
- The SaaS License Cost must be paid in whole upfront, annually.
- Hosting will be provided in the AmpliFund Azure multi-tenant cloud environment.
- Additional service hours can be purchased at any time at a rate of \$175/hour. A discounted rate of \$150/hour has been provided due to purchasing hours in bulk.
- The SaaS License Cost will remain fixed for the initial term. For any Renewal Term following the Initial Term to which the parties mutually agree, AmpliFund may increase annual subscription license fees upon at least 90 days' prior notice to the commencement of the applicable Renewal Term based on AGR increases.
- AmpliFund will support the Customer with setting up a data connection from your existing financial system to AmpliFund by leveraging the iPass connection tool, Workato, to sync data once a week. API Integration setup efforts will start roughly 8 – 10 weeks after the Effective Date of the contract agreement due to financial management initial setup processes needing to take place in the system.
 - Subscription costs include Grant Seeker expense integration using iPass provider, Workato, to move data weekly from a financial system at \$2,500/year.
- *On-Site Training – AmpliFund finds tremendous value in our client implementations to come on-site and meet with our partners' implementation team. Not only is there time saved to get the implementation off and running, but we also find value working in person with our clients. Our typical days on site include taking a deep dive into the requirements gathering sessions, configuration and initial setup of the system during a 3-4 day span. The hours allotted in the total Implementation Services area of the cost proposal above would support the effort of AmpliFund staff. The On-Site Training Cost listed as an optional add-on above is specific to estimated travel costs for two Cleveland based individuals to come on site, including airfare, hotel, food, and rental car. On-Site Training fees would be billed at the completion of the On-Site Training project scope.

