EXIHIBIT 1
Continuation

HARDWARE and SERVICES:

1. **Instructions**
   Proposer must complete this section in its entirety, and may supplement this section with additional pages as to provide HCC with a more detailed breakdown, backup and/or options of related cost associated with the hardware and services being solicited in this solicitation. The Total Cost for the solution provided must be a turnkey cost inclusive of but not limited to travel and living expenses.

2. **Total Cost (Hardware) and (Services):**
   Provide a Total Cost (to include all travel and living expenses) for the proposed solution. The Total proposed cost will be a firm fixed cost for the life of the contract.

   A. Total Proposed Hardware Cost (initial one-time purchase): $_____

   B. Total Proposed Services Cost $_____

3. **Monthly Cost Breakdown**
   Provide a detailed schedule for the cost breakdown in Excel format in alignment from the first milestone following project kickoff through closeout as aligned with the proposed schedule noted. The Total Proposed Cost Breakdown must be equal to the Total Cost noted.

4. **Dedicated Staffing**
   Provide a detailed schedule for the dedicated staffing commitment for this project and the hourly rate by job description for each in Excel format.

5. **Implementation Cost Breakdown**
   Provide a detailed schedule for the implementation services by task in Excel format. The Implementation services shall be paid on milestone basis and must align to the proposed schedule noted.

6. **Hourly Rate Schedule**
   Provide an hourly rate schedule by all job descriptions being used (item – 4 Dedicated Staffing above) and noted discounts in hourly tiers for any potential additional work that may be required by HCC on an as needed basis, for the entire contract term (including all options to renew terms).

   Hourly Tires

Tier	Hours Contracted	Tier Discount (%)
1	<100	
2	101-200	
3	201-300	
4	301-400	
5	>400	

   All detailed information to be provided in Excel form including the job description and noted tiered pricing discount.

7. **Price Evaluation**
    Price points shall be calculated based on the following formula:

    Lowest Total Proposed Cost/Proposer's Total Proposed Cost X Available Price Points = Price Score

8. **Price Proposal Signature**
    The information in this RFP is to be utilized solely for preparing the proposal response to this RFP and does not constitute a commitment by HCC to procure any product or service in any volume.

Name:	
Title:	
Date:	
Signature:	

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