Exhibit 16.1-1a – Fees Sample Calculation

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1.   OVERVIEW

Schedule 16.1-1a – Fees Sample Calculations, describes the calculation steps for determining the applicable Resource Unit Fee for Resource Units where banding applies.

2.   NON-BUNDLED RESOURCE UNITS CALCULATION

For Resources Units in Exhibit 16.1-1 without a 'bundle' designation (e.g. B1 or B2), the applicable Resource Unit Fee band is determined based on the County's actual volume of consumption for such Resource Unit.

> **Sample Calculation Data:**
>
> > **Resource Unit (RU):** Voice Single Line
> >
> > **Sample Actual Monthly Volume:** 3,700

a) Given that the Baseline Volume (per Contract Year) for Voice Single Line per Exhibit 16.1-1 is 39648, the Monthly Baseline volume is 3304.

> *Voice Single Line Baseline Volumes (per Contract Year) ÷ 12*
>
> *39,648 ÷ 12 = 3,304*

b) Given that the Monthly Baseline Volume for Voice Single Line is 3304, the monthly volume thresholds for the various bands are as follows:

> *90-110% Threshold for Voice Jack - Single-Line = 3,634 (110% x 3,304)*
>
> *110-120% Threshold for Voice Jack - Single-Line = 3,965 (120% x 3,304)*
>
> *120-130% Threshold for Voice Jack - Single-Line = 4295 (130% x 3,304)*

c) Given that the Sample Actual Monthly Volume is 3700, the 110-120% band should be used to calculate monthly charge for Voice Single Line.

> *110-120% Band RU Fee = $2.00 (for purposes of this example only)*
>
> *Actual Monthly Volume = 3,700*
>
> *Calculation = $2.00 x 3,700*
>
> *Sample Monthly Service Fee = $7,400*

3.   BUNDLED RESOURCE UNITS CALCULATION

For Resources Units in Exhibit 16.1-1 with a 'bundle' designation (e.g. B1 or B2), the applicable Resource Unit Fee band is determined based on the aggregate Actual Monthly volume of all Resource Units within the bundle.

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Example 1: In this example, the Actual Monthly volume for the bundle falls within the 90-110% band and therefore all Resource Units within the bundle will use the 90-110% band RU Fee.

Sample Calculation Data:

> **Resource Unit (RU):** Desktop – Standard Workstation
> **Bundle Designation:** B1
> **Sample Actual Monthly Volume for Desktop – Standard Workstation:** 8,000
> **Sample Actual Monthly Volume for B1:** 16,000

a) Given that the Baseline Volume (per Contract Year) for bundle 'B1' per Exhibit 16.1-1 is 179388, the Monthly Baseline volume is 14949.

> *B1 Baseline Volumes (per Contract Year) ÷ 12*
> *179,388 ÷ 12 = 14,949*

b) Given that the Monthly Baseline Volume for bundle 'B1' is 14949, the monthly volume thresholds for the various bands are as follows:

> *90-110% Threshold for B1= 16,444 (110% x 14,949)*
> *110-120% Threshold for B1= 17,939 (120% x 14,949)*
> *120-130% Threshold for B1= 19,434 (130% x 14,949)*

c) Given that the Sample Actual Monthly Volume for bundle 'B1' is 16000, the 90-110% band should be used to calculate monthly charge for Desktop – Standard Workstation and all other Resource Units within the bundle.

> *90-110% Band RU Fee = $2.00 (for purposes of this example only)*
> *Actual Monthly Volume = 8,000*
> *Calculation = $2.00 x 8,000*
> *Sample Monthly Service Fee = $16,000*

Example 2: In this example, the Actual Monthly volume for the bundle falls outside the 90-110% band and therefore the banding in Exhibit 16.1-1 should be applied individually to each Resource Unit within the bundle.

Sample Calculation Data:

> **Resource Unit (RU):** Desktop – Standard Workstation
> **Bundle Designation:** B1

Sample Actual Monthly Volume for Desktop – Standard Workstation: 8,000

Sample Actual Monthly Volume for B1: 17,000

a) Given that the Baseline Volume (per Contract Year) for bundle 'B1' per Exhibit 16.1-1 is 179388, the Monthly Baseline volume is 14949.

B1 Baseline Volumes (per Contract Year) ÷ 12

179,388 ÷ 12 = 14,949

b) Given that the Monthly Baseline Volume for bundle 'B1' is 14949, the monthly volume thresholds for the various bands are as follows:

90-110% Threshold for B1= 16,444 (110% x 14,949)

110-120% Threshold for B1= 17,939 (120% x 14,949)

120-130% Threshold for B1= 19,434 (130% x 14,949)

c) Given that the Sample Actual Monthly Volume for bundle 'B1' is 17000 falls outside of the 90-110% band, the banding for Desktop – Standard Workstation in Exhibit 16.1-1 applies instead of the banding for B1.

d) Given that the Baseline Volume (per Contract Year) for Desktop –Standard Workstation per Exhibit 16.1-1 is 112776, the Monthly Baseline volume is 9398.

Desktop – Standard Workstation Baseline Volumes (per Contract Year) ÷ 12

112,776 ÷ 12 = 9,398

e) Given that the Monthly Baseline Volume for Desktop –Standard Workstation is 9398, the monthly volume thresholds for the various bands are as follows:

70-80% Threshold for Desktop – Standard Workstation = 7,518 (80% x 9,398)

80-90% Threshold for Desktop – Standard Workstation = 8,458 (90% x 9,398)

90-110% Threshold for Desktop – Standard Workstation = 10,338 (110% x 9,398)

f) Given that the Sample Actual Monthly Volume for Desktop – Standard Workstation is 8000, the 80-90% band should be used to calculate monthly charge for Desktop – Standard Workstation.

80-90% Band RU Fee = $1.00 (for purposes of this example only)

Actual Monthly Volume = 8,000

Calculation = $1.00 x 8,000

Sample Monthly Service Fee = $8,000

4. THIRD PARTY AGREEMENTS FEES CALCULATION

Below are sample calculations for the three-tiered level pricing for Third-Party Agreements.

4.1. Third Party Negotiation – Large

Example 1: County requests Contractor to contract and purchase software licenses and implementation labor from company AAA. Company AAA is not a Third-Party vendor currently contracted by Contractor in support of the Services. The vendor price of the software is $300,000 plus $50,000 for the first year of software maintenance. The vendor price for implementation labor is $200,000.

a) Given that company AAA is not a Third-Party vendor currently contracted by Contractor in support of Services, and the transaction amount is in excess $500,000, the Third Party Negotiation – Large Resource Unit Fee applies.

  Third Party Negotiation – Large = $10,000

b) Additionally, the Third Party Transaction Resource Unit Fee of 5% applies to the transaction amount.

  ($300,000 + $50,000 + $200,000) x 5% = $27,500

Total fees are $37,500.

4.2. Third Party Negotiation – Small

Example 1: County requests Contractor to contract and purchase software licenses from company BBB. Company BBB is not a Third-Party vendor currently contracted by Contractor in support of the Services. The vendor price of the software is $80,000 plus $20,000 for the first year of software maintenance.

a) Given that company BBB is not a third-party vendor currently contracted by Contractor in support of Services, and the transaction amount is less than $500,000, the Third Party Negotiation – Small Resource Unit Fee applies.

  Third Party Negotiation – Small = $5,000

b) Additionally, the Third Party Transaction Resource Unit Fee of 5% applies to the transaction amount.

  ($80,000 + $20,000) x 5% = $5,000

Total fees are $10,000.

4.3.   Third Party Transaction

Example 1: County requests Contractor to contract with company AAA for labor services in the amount of $100,000. Company AAA is a Third-Party vendor currently contracted by Contractor in support of the Services.

Given negotiation of a new agreement with a Third-Party vendor was not required, the Third Party Transaction Resource Unit Fee of 5% applies to the transaction amount.

$100,000 x 5% = $5,000

Total Fees are $5,000.

Example 2:   County requests Contractor to transact a software maintenance renewal from company BBB. Company BBB is a Third-Party vendor currently contracted by Contractor in support of the Services. The vendor price for the software maintenance renewal is $20,000.

Given that there was not negotiation of a new agreement with a Third-Party vendor, the Third Party Transaction Resource Unit Fee of 5% applies to the transaction amount.

$20,000 x 5% = $1,000

Total Fees are $1,000.

Example 3: County requests Contractor to purchase a large scanner not available in the Optional Item Catalog or as a Resource Unit.   The price of the scanner is $10,000. The scanner can be purchased by through a Third-Party vendor currently contracted by Contractor in support of the Services.

Given negotiation of a new agreement with a third-party vendor was not required, the Third Party Transaction Resource Unit Fee of 5% applies to the transaction amount.

$10,000 x 5% = $500

Total Fees are $500.

END OF SCHEDULE