Exhibit 16.1-1a – Fees Sample Calculation

Contents

COUNTY OF SAN DIEGO / PERATON ENTERPRISE SOLUTIONS LLC   **568996: IT AND TELECOMMUNICATIONS SERVICES AGREEMENT**
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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

1. 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

2. 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)

3. 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.

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 (License Maintenance Renewal): Per County request, Contractor procures software maintenance renewal from vendor AAA. Vendor AAA is a Third-Party vendor that has not contracted with Contractor before. Contractor issues a Purchase Order (PO) in the amount of $20,000 for the software maintenance renewal.

Given that Contractor negotiated a new agreement with Vendor AAA, the Third Party Negotiation – Small and Third Party Transaction Resource Unit Fees apply.

Formula: Third Party Negotiation – Small + (5% x PO amount)

Fee Calculation: $5,000 + (5% x $20,000) = $6,000

Note: The Third Party Transaction Fee of 5% is applied to each invoice received from Vendor AAA.

Example 2 (Perpetual License Purchase): Per County request, Contractor procures perpetual licenses from vendor BBB. Vendor BBB is a Third-Party vendor already contracted by Contractor in support of the Services. Contractor issues a PO in the amount of $1.1M for the perpetual licenses.

Given that Contractor did not negotiate a new agreement with Vendor BBB, only the Third Party Transaction Resource Unit Fee applies.

Formula: 5% x PO amount

Fee Calculation: 5% x $1.1M = $55,000

Actual Fee: $50,000 (due to fee maximum of $50,000)

Note: The Third Party Transaction Fee of 5% is applied to each invoice received from Vendor BBB up to the maximum amount of $50,000.

Example 3 (Hardware): Per County request, Contractor procures one large scanner not available in the Optional Item Catalog or as a Resource Unit. The scanner is purchased through a Third-Party vendor already contracted by Contractor in support of the Services. Contractor issues a PO in the amount of $1,000 for the scanner.

Given that Contractor did not negotiate a new agreement with Third-Party vendor, only the Third Party Transaction Resource Unit Fee applies.

Formula: 5% x PO amount

Fee Calculation: 5% x $1,000 = $50

Actual Fee: $100 (due to fee minimum of $100)

Note: The Third Party Transaction Fee of $100 is applied to the invoice.

Example 4 (Labor Statement of Work): Per County request, Contractor contracts with vendor DDD for a project. Vendor DDD has not contracted with Contractor before. Contractor issues a PO in the amount of $750,000 based on a Statement of Work.

Given that Contractor negotiated a new agreement with Vendor DDD, the Third Party Negotiation – Large and Third Party Transaction Resource Unit Fees apply.

Formula: Third Party Negotiation – Small + (5% x PO amount)

Fee Calculation: $10,000 + (5% x $750,000) = $47,500

                                     Note: The Third Party Transaction Fee of 5% is applied to each invoice received from Vendor DDD.

Example 5 (Labor Statement of Work Change Request): Per County request, Contractor issues a Change Request to Vendor DDD (see Example 4 above) in the amount of $500,000. The PO total is now $1.2M.

Formula: (5% x PO amount up to $1M) +

                                       (4% x PO amount between $1M - $10M)

Fee Calculation: (5% x $1M) + (4% x $250,000) = $60,000

                                     Note: The applicable Third Party Transaction Fee Tier is applied to each invoice received from Vendor DDD. The 5% fee is applied until aggregate amount of all invoices from the vendor reaches the $1M threshold, then the 4% fee is applied to any further invoice.

Example 6 (Labor Statement of Work): Per County request, Contractor contracts with vendor EEE for a project. Vendor EEE is a Third-Party vendor already contracted by Contractor in support of the Services. Contractor issues a PO in the amount of $3M based on a Statement of Work.

Given that Contractor did not negotiate a new agreement with Vendor EEE, only the Third Party Transaction Resource Unit Fee applies.

Formula: 4% x PO amount

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Fee Calculation:	4% x $3M = $120,000
	Note: The Third Party Transaction Fee Tier of 4% is applied to each invoice received from Vendor EEE.

Example 7 (SaaS License Subscription): Per County request, Contractor procures licenses from vendor FFF through a three-year subscription agreement with a Total Contract Value of $1.8M. Vendor FFF is a Third-Party vendor already contracted by Contractor in support of the Services. Contractor issues a PO in the amount of $600K for the 1st year of subscription.

Given that Contractor did not negotiate a new agreement with Vendor FFF, only the Third Party Transaction Resource Unit Fee applies.

Formula:	4% x PO amount
Fee Calculation:	4% x $600,000 = $24,000 for the 1st year
	4% x $600,000 = $24,000 for the 2nd year
	4% x $600,000 = $24,000 for the 3rd year
	Note: The Third Party Transaction Fee Tier of 4% is applied to each invoice received from Vendor FFF.

5. VIRTUAL PHONE – MICROSOFT (MS) TEAMS PHONE ADVANCED FEATURES RESOURCE ACCOUNT CALCULATION

Below are sample calculations for the Resource Account Licenses associated with Virtual Phone – Microsoft (MS) Teams Phone Advanced Feature RU.

Example 1: County department has one (1) call flow with two (2) auto-attendants and one (1) call queue.

In addition to being billed the Virtual Phone – Microsoft (MS) Teams Phone Advanced features monthly Resource unit (RU) fee, the County department shall be billed for three (3) Resource Account licenses monthly via the Catalog RU and the applicable number of Virtual Phone – MS Teams Phone RU associated with the call flow.

Example 2: County department has two (2) call flows set-up with ten (10) auto-attendants and five (5) call queues. The County department will be billed as follows:

2 x Virtual Phone – MS Teams Phone Advanced Features monthly RU fee

Thirty (30) Resource Account licenses monthly RU fee

Applicable number of Virtual Phone – MS Teams Phone RU associated with the call flow

END OF SCHEDULE