



# ***LEADER REPLACEMENT SYSTEM***

## ***Request for Proposals***

### ***Attachment G – Pricing Schedule Forms***

#### ***Addendum Number Nine***

**January 8, 2009**

**Department of Public Social Services  
Los Angeles County  
12860 Crossroads Parkway South  
City of Industry, CA 91746-3411**



**NOTICE TO RFP PROPOSERS**

**THIS DOCUMENT DOES NOT STAND ALONE AND MUST BE READ  
AND REVIEWED IN CONNECTION WITH ALL OTHER PARTS OF  
THIS RFP.**



## Table of Contents

<b>PRICING SCHEDULE FORMS AND INSTRUCTIONS .....</b>	<b>1</b>
<b>PROPOSER INFORMATION .....</b>	<b>21</b>
<b>SCHEDULE A (LRS AGREEMENT PRICE SUMMARY) .....</b>	<b>22</b>
<b>SCHEDULE B (PHASE 1 (DESIGN/DEVELOPMENT/IMPLEMENTATION PHASE) PRICE SUMMARY) .....</b>	<b>23</b>
<b>SCHEDULE B-1 (PHASE 1 (DESIGN/DEVELOPMENT/IMPLEMENTATION PHASE) PRICE SUMMARY – TERMINATION UNDER PARAGRAPH 75 (TERMINATION RELATED TO DCFS SYSTEMS AND DCFS PROGRAMS)) .....</b>	<b>24</b>
<b>SCHEDULE C (PHASE 1 (DESIGN/DEVELOPMENT/IMPLEMENTATION PHASE) PRICE BY DELIVERABLE).....</b>	<b>25</b>
<b>SCHEDULE C-1 (PHASE 1 (DESIGN/DEVELOPMENT/IMPLEMENTATION PHASE) PRICE BY DELIVERABLE – TERMINATION UNDER PARAGRAPH 75 (TERMINATION RELATED TO DCFS SYSTEMS AND DCFS PROGRAMS)).....</b>	<b>29</b>
<b>SCHEDULE D (PHASE 2 (PERFORMANCE VERIFICATION PHASE) PRICE SUMMARY) ...</b>	<b>33</b>
<b>SCHEDULE D-1 (PHASE 2 (PERFORMANCE VERIFICATION PHASE) PRICE SUMMARY – TERMINATION UNDER PARAGRAPH 75 (TERMINATION RELATED TO DCFS SYSTEMS AND DCFS PROGRAMS)).....</b>	<b>34</b>
<b>SCHEDULE E (PHASE 3 (OPERATIONAL PHASE) PRICE SUMMARY) .....</b>	<b>35</b>
<b>SCHEDULE E-1 (PHASE 3 (OPERATIONAL PHASE) PRICE SUMMARY – TERMINATION UNDER PARAGRAPH 75 (TERMINATION RELATED TO DCFS SYSTEMS AND DCFS PROGRAMS)).....</b>	<b>36</b>
<b>SCHEDULE F (EXTENDED TERM PRICE SUMMARY) .....</b>	<b>37</b>
<b>SCHEDULE F-1 (EXTENDED TERM PRICE SUMMARY – TERMINATION UNDER PARAGRAPH 75 (TERMINATION RELATED TO DCFS SYSTEMS AND DCFS PROGRAMS)) .....</b>	<b>38</b>
<b>INSTRUCTIONS FOR SCHEDULE G (EXCEPTIONS TO ATTACHMENT C (SAMPLE AGREEMENT)) .....</b>	<b>39</b>
<b>SCHEDULE G (EXCEPTIONS TO ATTACHMENT C (SAMPLE AGREEMENT)) .....</b>	<b>40</b>



**PRICING SCHEDULE FORMS AND INSTRUCTIONS:**

**Proposer Information**

1. Enter Proposer name, address, contact name, contact telephone number, and contact email address as indicated.
2. The contact shall be someone in Proposer's organization who can answer any questions concerning the Proposer's Pricing Schedule Forms.

**Schedule A (LRS Agreement Price Summary)**

1. No information shall be entered by Proposer into Schedule A.
2. All information on Schedule A for the Initial Term is populated and/or totaled from Schedules B (Phase 1 (Design/Development/Implementation Phase) Price Summary), C (Phase 1 (Design/Development/Implementation Phase) Price by Deliverables), D (Phase 2 (Performance Verification Phase) Price Summary), and E (Phase 3 (Operational Phase) Price Summary).
3. All information on Schedule A for any Extended Term is populated and/or totaled from Schedule F (Extended Term Price Summary).
4. Schedule A does not include any information entered on Schedule on B-1 (Phase 1 (Design/Development/Implementation Phase) Price Summary – Termination Under Paragraph 75 (Termination Related to DCFS Systems and DCFS Programs)), C-1 ((Phase 1 (Design/Development/Implementation Phase) Price by Deliverable – Termination Under Paragraph 75 (Termination Related to DCFS Systems and DCFS Programs)), D-1 (Phase 2 (Performance Verification Phase) Price Summary – Termination Under Paragraph 75 (Termination Related to DCFS Systems and DCFS Programs)), E-1 (Phase 3 (Operational Phase) Price Summary – Termination Under Paragraph 75 (Termination Related to DCFS Systems and DCFS Programs)), and F-1 (Extended Term Price Summary – Termination Under Paragraph 75 (Termination Related to DCFS Systems and DCFS Programs)).
5. Postage shall not be included in the Grand Total LRS Agreement Price (Total Maximum Contract Sum for Initial Term and Total Maximum Contract Sum for Any Extended Term) and shall not be included in Schedule A or in any other Schedules. Postage is a pass-through charge as described in Subparagraph 8.3 (Postage Charges) of the Base Agreement of Attachment C (Sample Agreement).
6. Proposer's Grand Total LRS Agreement Price (Total Maximum Contract Sum for Initial Term and Total Maximum Contract Sum for Any Extended Term), as set forth in this Schedule A and submitted to COUNTY pursuant to Addendum Number Nine, shall not exceed Proposer's Grand Total LRS Agreement Price (Total Maximum Contract Sum for Initial Term and Total Maximum Contract Sum for Any Extended Term), as set forth in Schedule A as submitted to COUNTY on or before May 15, 2008.
7. Proposer shall review and confirm that Proposer's Grand Total LRS Agreement Price (Total Maximum Contract Sum for Initial Term and Total Maximum Contract Sum for Any Extended Term) does not include any duplication of individual price components.



**Schedule B (Phase 1 (Design/Development/Implementation Phase) Price Summary)**

1. No information shall be entered by Proposer in the Price by Task by Contract Year section of Schedule B. The prices in this section are populated from the information entered on Schedule C (Phase 1 (Design/Development/Implementation Phase) Price by Deliverables).

2. Enter Management and Operations Services Price by Category by Contract Year for the four (4) years of Phase 1 (Design/Development/Implementation Phase) utilizing the appropriate categories shown on Schedule B. Contract Year 1 of the project is the first twelve (12) months following Agreement execution by COUNTY. Contract Year 2 is the second twelve (12) months, etc. The Management and Operations Services Price by Category by Contract Year shall include all prices to provide Management and Operations Services for Phase 1 (Design/Development/Implementation Phase), and such prices shall be set forth in the categories shown on Schedule B.

3. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by CONTRACTOR Key Staff (i.e., CONTRACTOR Project Executive, CONTRACTOR Project Director, System Architect, Technical Manager, Functional Manager, Implementation Manager, Conversion and Archive Manager, and Project Controller), under the CONTRACTOR Key Staff Labor heading.

4. Enter the Price by Category by Contract Year for goods and services that enable the transmission of electronic data, information, and/or signals over distances to support communications between facilities or Local Area Networks (LANs), under the Telecommunications heading.

5. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Central Sites and physically accommodate and support staff resources, equipment, and supplies, at the Central Sites, under the Central Sites Real Property heading. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, for the Central Sites, under the Central Sites Hardware heading. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Central Sites, under the Central Sites Software heading. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, at the Central Sites, under the Central Sites Labor heading. Enter the Price by Category by Contract Year for consumable goods, including paper and toner cartridges, for the Central Sites, under the Central Sites Supplies heading.

6. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Print Facility Sites and physically accommodate and support staff resources, equipment, and supplies, at the Print Facility Sites, under the Print Facility Sites Real Property heading. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, for the Print Facility Sites, under the Print Facility Sites Hardware heading. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Print Facility Sites, under the Print Facility Sites Software heading. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, at the Print Facility Sites, under the Print Facility Sites Labor heading.



**Los Angeles COUNTY**  
**Department of Public Social Services**  
**LEADER Replacement System (LRS)**

Enter the Price by Category by Contract Year for consumable goods, including paper and toner cartridges, for the Print Facility Sites, under the Print Facility Sites Supplies heading.

7. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Project Office and physically accommodate and support staff resources, equipment, and supplies, at the Project Office, under the Project Office Real Property heading. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, for the Project Office, under the Project Office Hardware heading. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Project Office, under the Project Office Software heading. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, at the Project Office, under the Project Office Labor heading. Enter the Price by Category by Contract Year for consumable goods, including paper and toner cartridges, for the Project Office, under the Project Office Supplies heading.

8. Enter the Price by Category by Contract Year for other real property, including buildings, structures, land, and related utilities, that physically accommodate and support staff resources, equipment, and supplies, other than Central Sites Real Property, Print Facility Sites Real Property, and Project Office Real Property, under the Other Facilities heading, if applicable. Enter the Price by Category by Contract Year for other electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, other than Central Sites Hardware, Print Facility Sites Hardware, and Project Office Hardware, under the Other Hardware heading, if applicable. Enter the Price by Category by Contract Year for other commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, other than Central Sites Software, Print Facility Sites Software, and Project Office Software, under the Other Software heading, if applicable. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by other staff other than CONTRACTOR Key Staff, Central Sites Labor, Print Facility Sites Labor, and Project Office Labor, under the Other Labor heading, if applicable. Enter the Price by Category by Contract Year for other consumable goods, including paper and toner cartridges, other than Central Sites Supplies, Print Facility Sites Supplies, and Project Office Supplies, under the Other Supplies heading, if applicable. If needed, enter the Price by Category by Contract Year for up to three (3) other items under the Other (specify) headings and specify each item. If Proposer enters any price(s) under any category(ies) specified in this Paragraph 8, then Proposer shall also provide, in a Microsoft Word document, a detailed description of each price component in each such category.

9. Growth history and estimates for future growth are set forth in the Size and Growth Estimates section of the Diligence Library.

10. Proposer shall review and confirm that Proposer's Grand Total (Deliverables and Management and Operations Services) Phase 1 Price does not include any duplication of individual price components.



<b>Schedule B-1 (Phase 1 (Design/Development/Implementation Phase) Price Summary - Termination Under Paragraph 75 (Termination Related to DCFS Systems and DCFS Programs))</b>
1. No information shall be entered by Proposer in the Price by Task by Contract Year section of Schedule B-1. The prices in this section are populated from the information entered on Schedule C-1 (Phase 1 (Design/Development/Implementation Phase) Price by Deliverables – Termination Under Paragraph 75 (Termination Related to DCFS Systems and DCFS Programs)).
2. Enter Management and Operations Services Price by Category by Contract Year for the four (4) years of Phase 1 (Design/Development/Implementation Phase) utilizing the appropriate categories shown on Schedule B-1, excluding the Work related to DCFS Systems and DCFS Programs. Contract Year 1 of the project is the first twelve (12) months following Agreement execution by COUNTY. Contract Year 2 is the second twelve (12) months, etc. The Management and Operations Services Price by Category by Contract Year shall include all prices to provide Management and Operations Services for Phase 1 (Design/Development/Implementation Phase), excluding the Work related to DCFS Systems and DCFS Programs, and such prices shall be set forth in the categories shown on Schedule B-1.
3. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by CONTRACTOR Key Staff (i.e., CONTRACTOR Project Executive, CONTRACTOR Project Director, System Architect, Technical Manager, Functional Manager, Implementation Manager, Conversion and Archive Manager, and Project Controller), under the CONTRACTOR Key Staff Labor heading, excluding the Work related to DCFS Systems and DCFS Programs.
4. Enter the Price by Category by Contract Year for goods and services that enable the transmission of electronic data, information, and/or signals over distances to support communications between facilities or Local Area Networks (LANs), under the Telecommunications heading, excluding the Work related to DCFS Systems and DCFS Programs.
5. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Central Sites and physically accommodate and support staff resources, equipment, and supplies, at the Central Sites, under the Central Sites Real Property heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, for the Central Sites, under the Central Sites Hardware heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Central Sites, under the Central Sites Software heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, at the Central Sites, under the Central Sites Labor heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for consumable goods, including paper and toner cartridges, for the Central Sites, under the Central Sites Supplies heading, excluding the Work related to DCFS Systems and DCFS Programs.
6. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Print Facility Sites and physically accommodate and support staff resources, equipment, and supplies, at the Print Facility Sites, under the Print Facility Sites Real Property heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches,



**Los Angeles COUNTY**  
**Department of Public Social Services**  
**LEADER Replacement System (LRS)**

routers, personal computers, peripherals, and related cables, for the Print Facility Sites, under the Print Facility Sites Hardware heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Print Facility Sites, under the Print Facility Sites Software heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, at the Print Facility Sites, under the Print Facility Sites Labor heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for consumable goods, including paper and toner cartridges, for the Print Facility Sites, under the Print Facility Sites Supplies heading, excluding the Work related to DCFS Systems and DCFS Programs.

7. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Project Office and physically accommodate and support staff resources, equipment, and supplies, at the Project Office, under the Project Office Real Property heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, for the Project Office, under the Project Office Hardware heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Project Office, under the Project Office Software heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, at the Project Office, under the Project Office Labor heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for consumable goods, including paper and toner cartridges, for the Project Office, under the Project Office Supplies heading, excluding the Work related to DCFS Systems and DCFS Programs.

8. Enter the Price by Category by Contract Year for other real property, including buildings, structures, land, and related utilities, that physically accommodate and support staff resources, equipment, and supplies, other than the Central Sites Real Property, Print Facility Sites Real Property, and Project Office Real Property, under the Other Facilities heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for other electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, other than Central Sites Hardware, Print Facility Sites Hardware, and Project Office Hardware, under the Other Hardware heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for other commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, other than Central Sites Software, Print Facility Sites Software, and Project Office Software, under the Other Software heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for other wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, Central Sites Labor, Print Facility Sites Labor, and Project Office Labor, under the Other Labor heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for other consumable goods, including paper and toner cartridges, other than Central Sites Supplies, Print Facility Sites Supplies, and Project Office Supplies, under the Other Supplies heading, excluding the Work related to DCFS Systems and DCFS Programs. If needed, enter the Price by Category



**Los Angeles COUNTY**  
**Department of Public Social Services**  
**LEADER Replacement System (LRS)**

by Contract Year for up to three (3) other items under the Other (specify) headings, excluding the Work related to DCFS Systems and DCFS Programs, and describe each item. If Proposer enters any price(s) under any category(ies) specified in this Paragraph 8, then Proposer shall also provide, in a Microsoft Word document, a detailed description of each price component in each such category.

9. Growth history and estimates for future growth are set forth in the Size and Growth Estimates section of the Diligence Library.

10. Each price entered on Schedule B-1 shall not exceed the corresponding price entered on Schedule B

11. Proposer shall review and confirm that Proposer's Grand Total (Deliverables and Management and Operations Services) Phase 1 Price does not include any duplication of individual price components.

**Schedule C (Phase 1 (Design/Development/Implementation Phase) Price by Deliverable)**

1. Enter the Price by Deliverable by Contract Year to provide each Deliverable which will have a COUNTY payment obligation under any resultant Agreement. The Price by Deliverable by Contract Year for each such Deliverable shall be entered into the Contract Year in which the Deliverable is scheduled to be completed. Contract Year 1 of the project is the first twelve (12) months following Agreement execution by COUNTY. Contract Year 2 is the second twelve (12) months, etc.

2. Each Subtotal Task Price by Contract Year will automatically populate the corresponding cells for the applicable Task in Schedule B (Phase 1 (Design/Development/Implementation Phase) Price Summary).

3. Proposer shall review and confirm that Proposer's Grand Total Phase 1 Deliverables Price does not include any duplication of individual price components.

**Schedule C-1 (Phase 1 (Design/Development/Implementation Phase) Price by Deliverable - Termination Under Paragraph 75 (Termination Related to DCFS Systems and DCFS Programs))**

1. Enter the Price by Deliverable by Contract Year to provide each Deliverable, excluding the Work related to DCFS Systems and DCFS Programs, which will have a COUNTY payment obligation under any resultant Agreement. The Price by Deliverable by Contract Year for each such Deliverable, excluding the Work related to DCFS Systems and DCFS Programs, shall be entered into the Contract Year in which the Deliverable is scheduled to be completed. Contract Year 1 of the project is the first twelve (12) months following Agreement execution by COUNTY. Contract Year 2 is the second twelve (12) months, etc.

2. Each Subtotal Task Price by Contract Year will automatically populate the corresponding cells for the applicable Task in Schedule C-1 (Phase 1 (Design/Development/Implementation Phase) Price Summary - Termination Under Paragraph 75 (Termination Related to DCFS Systems and DCFS Programs)).

3. Each price entered on Schedule C-1 shall not exceed the corresponding price entered on Schedule C.

4. Proposer shall review and confirm that Proposer's Grand Total Phase 1 Deliverables Price does not include any duplication of individual price components.

**Schedule D (Phase 2 (Performance Verification Phase) Price Summary)**



**Los Angeles COUNTY**  
**Department of Public Social Services**  
**LEADER Replacement System (LRS)**

1. Phase 2 (Performance Verification Phase) has a fixed duration of six (6) months. Therefore, Contract Year 5 on Schedule D includes only the first six (6) months of that Contract Year since the last six (6) months will occur in Phase 3 (Operational Phase). This six (6) months starts after the successful completion of Phase 1 (Design/Development/Implementation Phase).
2. Enter the Price by Deliverable by Contract Year to provide each Deliverable for which COUNTY will have a payment obligation under any resultant Agreement.
3. Enter Management and Operations Services Price by Category by Contract Year for the six (6) months of Phase 2 (Performance Verification Phase) utilizing the appropriate categories shown on Schedule D. The Management and Operations Services Price by Category by Contract Year shall include all prices to provide Management and Operations Services for Phase 2 (Performance Verification Phase), and such prices shall be set forth in the categories shown on Schedule D, and shall exclude all prices for COUNTY-requested Application Software Modifications and/or Enhancements pursuant to COUNTY-approved M&E Proposals.
4. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by CONTRACTOR Key Staff (i.e., CONTRACTOR Project Executive, CONTRACTOR Project Director, System Architect, Technical Manager, Functional Manager, Implementation Manager, Conversion and Archive Manager, and Project Controller), under the CONTRACTOR Key Staff Labor heading.
5. Enter the Price by Category by Contract Year for goods and services that enable the transmission of electronic data, information, and/or signals over distances to support communications between facilities or Local Area Networks (LANs), under the Telecommunications heading.
6. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Central Sites and physically accommodate and support staff resources, equipment, and supplies, at the Central Sites, under the Central Sites Real Property heading. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, for the Central Sites, under the Central Sites Hardware heading. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Central Sites, under the Central Sites Software heading. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, at the Central Sites under the Central Sites, Labor heading. Enter the Price by Category by Contract Year for consumable goods, including paper and toner cartridges, for the Central Sites, under the Central Sites Supplies heading.
7. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Print Facility Sites and physically accommodate and support staff resources, equipment, and supplies, at the Print Facility Sites, under the Print Facility Sites Real Property heading. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, for the Print Facility Sites, under the Print Facility Sites Hardware heading. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Print Facility Sites, under the Print Facility Sites Software heading. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, at the Print Facility Sites, under the Print Facility Sites Labor heading. Enter the Price by Category by Contract Year for consumable goods, including paper and toner cartridges, for



**Los Angeles COUNTY**  
**Department of Public Social Services**  
**LEADER Replacement System (LRS)**

the Print Facility Sites, under the Print Facility Sites Supplies heading.

8. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Project Office and physically accommodate and support staff resources, equipment, and supplies, at the Project Office, under the Project Office Real Property heading. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, for the Project Office, under the Project Office Hardware heading. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Project Office, under the Project Office Software heading. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, at the Project Office, under the Project Office Labor heading. Enter the Price by Category by Contract Year for consumable goods, including paper and toner cartridges, for the Project Office, under the Project Office Supplies heading.

9. Enter the Price by Category by Contract Year for other real property, including buildings, structures, land, and related utilities, that physically accommodate and support staff resources, equipment, and supplies, other than Central Sites Real Property, Print Facility Sites Real Property, and Project Office Real Property, under the Other Facilities heading, if applicable. Enter the Price by Category by Contract Year for other electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, other than Central Sites Hardware, Print Facility Sites Hardware, and Project Office Hardware, under the Other Hardware heading, if applicable. Enter the Price by Category by Contract Year for other commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, other than Central Sites Software, Print Facility Sites Software, and Project Office Software, under the Other Software heading, if applicable. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by any other staff other than CONTRACTOR Key Staff, Central Sites Labor, Print Facility Sites Labor, and Project Office Labor, under the Other Labor heading, if applicable. Enter the Price by Category by Contract Year for other consumable goods, including paper and toner cartridges, other than Central Sites Supplies, Print Facility Sites Supplies, and Project Office Supplies, under the Other Supplies heading, if applicable. If needed, enter the Price by Category by Contract Year for up to three (3) other items under the Other (specify) headings and describe each item. If Proposer enters any price(s) under any category(ies) specified in this Paragraph 9, then Proposer shall also provide, in a Microsoft Word document, a detailed description of each price component in each such category.

10. Growth history and estimates for future growth are set forth in the Size and Growth Estimates section of the Diligence Library.

11. Enter the Blended Fully Loaded Fixed Hourly Rate Price for all staff that will be providing COUNTY-requested Application Software Modifications and/or Enhancements pursuant to COUNTY-approved M&E Proposals during Phase 2 (Performance Verification Phase) on Schedule D under the Application Software Modifications and/or Enhancements heading. COUNTY is utilizing twelve thousand (12,000) person hours per month as the basis for comparing the Baseline Application Software Modifications and/or Enhancements Price for RFP Evaluation among Proposers. Therefore, since Phase 2 (Performance Verification Phase) is six (6) months in duration, seventy-two thousand (72,000) person hours (6 months X 12,000 person hours) will be multiplied by the Proposer's Blended Fully Loaded Fixed Hourly Rate Price to automatically calculate and populate the Baseline Application Software Modifications and/or Enhancements Price for RFP Evaluation for Contract Year 5.



12. Proposer shall review and confirm that Proposer's Grand Total (Deliverables, Management and Operations Services, and Application Software Modifications and/or Enhancements) Phase 2 Price does not include any duplication of individual price components.

**Schedule D-1 (Phase 2 (Performance Verification Phase) Price Summary - Termination Under Paragraph 75 (Termination Related to DCFS Systems and DCFS Programs))**

1. Phase 2 (Performance Verification Phase) has a fixed duration of six (6) months. Therefore, Contract Year 5 on Schedule D-1 includes only the first six (6) months of that Contract Year since the last six (6) months will occur in Phase 3 (Operational Phase). This six (6) months starts after the successful completion of Phase 1 (Design/Development/Implementation Phase).

2. Enter the Price by Deliverable by Contract Year to provide each Deliverable, excluding the Work related to DCFS Systems and DCFS Programs, for which COUNTY will have a payment obligation under any resultant Agreement.

3. Enter Management and Operations Services Price by Category by Contract Year for the six (6) months of Phase 2 (Performance Verification Phase) utilizing the appropriate categories shown on Schedule D-1, excluding the Work related to DCFS Systems and DCFS Programs. The Management and Operations Services Price by Category by Contract Year shall include all prices to provide Management and Operations Services for Phase 2 (Performance Verification Phase), excluding the Work related to DCFS Systems and DCFS Programs, and such prices shall be set forth in the categories shown on Schedule D-1, and shall exclude all prices for COUNTY-requested Application Software Modifications and/or Enhancements pursuant to COUNTY-approved M&E Proposals.

4. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by CONTRACTOR Key Staff (i.e., CONTRACTOR Project Executive, CONTRACTOR Project Director, System Architect, Technical Manager, Functional Manager, Implementation Manager, Conversion and Archive Manager, and Project Controller), under the CONTRACTOR Key Staff Labor heading, excluding the Work related to DCFS Systems and DCFS Programs.

5. Enter the Price by Category by Contract Year for goods and services that enable the transmission of electronic data, information, and/or signals over distances to support communications between facilities or Local Area Networks (LANs), under the Telecommunications heading, excluding the Work related to DCFS Systems and DCFS Programs.

6. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Central Sites and physically accommodate and support staff resources, equipment, and supplies, at the Central Sites, under the Central Sites Real Property heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, for the Central Sites, under the Central Sites Hardware heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Central Sites, under the Central Sites Software heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, at the Central Sites, under the Central Sites Labor heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for consumable goods, including paper and toner cartridges, for the Central Sites, under the Central Sites Supplies heading,



**Los Angeles COUNTY**  
**Department of Public Social Services**  
**LEADER Replacement System (LRS)**

excluding the Work related to DCFS Systems and DCFS Programs.

7. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Print Facility Sites and physically accommodate and support staff resources, equipment, and supplies, at the Print Facility Sites under the Print Facility Sites Real Property heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, for the Print Facility Sites, under the Print Facility Sites Hardware heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Print Facility Sites, under the Print Facility Sites Software heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, at the Print Facility Sites, under the Print Facility Sites Labor heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for consumable goods, including paper and toner cartridges, for the Print Facility Sites, under the Print Facility Sites Supplies heading, excluding the Work related to DCFS Systems and DCFS Programs.

8. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Project Office and physically accommodate and support staff resources, equipment, and supplies, at the Project Office, under the Project Office Real Property heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, for the Project Office, under the Project Office Hardware heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Project Office, under the Project Office Software heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, at the Project Office, under the Project Office Labor heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for consumable goods, including paper and toner cartridges, for the Project Office, under the Project Office Supplies heading, excluding the Work related to DCFS Systems and DCFS Programs.

9. Enter the Price by Category by Contract Year for other real property, including buildings, structures, land, and related utilities, that physically accommodate and support staff resources, equipment, and supplies, other than the Central Sites Real Property, Print Facility Sites Real Property, and Project Office Real Property, under the Other Facilities heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for other electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, other than Central Sites Hardware, Print Facility Sites Hardware, and Project Office Hardware, under the Other Hardware heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for other commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, other than Central Sites Software, Print Facility Sites Software, and Project Office Software, under the Other Software heading, excluding the Work related



**Los Angeles COUNTY**  
**Department of Public Social Services**  
**LEADER Replacement System (LRS)**

to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for other wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, Central Sites Labor, Print Facility Sites Labor, and Project Office Labor, under the Other Labor heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for other consumable goods, including paper and toner cartridges, other than Central Sites Supplies, Print Facility Sites Supplies, and Project Office Supplies, under the Other Supplies heading, excluding the Work related to DCFS Systems and DCFS Programs. If needed, enter the Price by Category by Contract Year for up to three (3) other items under the Other (specify) headings, excluding the Work related to DCFS Systems and DCFS Programs, and describe each item. If Proposer enters any price(s) under any category(ies) specified in this Paragraph 9, then Proposer shall also provide, in a Microsoft Word document, a detailed description of each price component in each such category.

10. Growth history and estimates for future growth are set forth in the Size and Growth Estimates section of the Diligence Library.

11. No information shall be entered by Proposer in the Blended Fully Loaded Hourly Labor Rate Price section of Schedule D-1. The prices in this section of Schedule D-1 are populated from the information entered on Schedule D (Phase 2 (Performance Verification Phase) Price Summary).

12. Each price entered on Schedule D-1 shall not exceed the corresponding price entered on Schedule D (Phase 2 (Performance Verification Phase) Price Summary).

13. Proposer shall review and confirm that Proposer's Grand Total (Deliverables, Management and Operations Services, and Application Software Modifications and/or Enhancements) Phase 2 Price does not include any duplication of individual price components.

**Schedule E (Phase 3 (Operational Phase) Price Summary)**

1. Phase 3 (Operational Phase) has a fixed duration of six (6) years and six (6) months. Therefore, Contract Year 5 on Schedule E only includes the last six (6) months of that Contract Year since the first six (6) months occurred in Phase 2 (Performance Verification Phase).

2. Enter Management and Operations Services Price by Category by Contract Year for the last six (6) months of Contract Year 5 and for each of the twelve (12) month periods for Contract Years 6 through 11 utilizing the appropriate categories under the Management and Operations Services Price by Category by Contract Year heading on Schedule E. The Management and Operations Services Price by Category by Contract Year shall include all prices to provide Management and Operations Services for Phase 3 (Operational Phase), and such prices shall be set forth in the categories shown on Schedule E, and shall exclude all prices for COUNTY-requested Application Software Modifications and/or Enhancements pursuant to COUNTY-approved M&E Proposals.

3. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by CONTRACTOR Key Staff (i.e., CONTRACTOR Project Executive, CONTRACTOR Project Director, System Architect, Technical Manager, Functional Manager, Implementation Manager, Conversion and Archive Manager, and Project Controller), under the CONTRACTOR Key Staff Labor heading.

4. Enter the Price by Category by Contract Year for goods and services that enable the transmission of electronic data, information, and/or signals over distances to support communications between facilities or Local Area Networks (LANs), under the Telecommunications heading.



**Los Angeles COUNTY**  
**Department of Public Social Services**  
**LEADER Replacement System (LRS)**

5. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Central Sites and physically accommodate and support staff resources, equipment, and supplies, at the Central Sites, under the Central Sites Real Property heading. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, for the Central Sites, under the Central Sites Hardware heading. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Central Sites, under the Central Sites Software heading. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, at the Central Sites, under the Central Sites Labor heading. Enter the Price by Category by Contract Year for consumable goods, including paper and toner cartridges, for the Central Sites, under the Central Sites Supplies heading.

6. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Print Facility Sites and physically accommodate and support staff resources, equipment, and supplies, at the Print Facility Sites, under the Print Facility Sites Real Property heading. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, for the Print Facility Sites, under the Print Facility Sites Hardware heading. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Print Facility Sites, under the Print Facility Sites Software heading. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, at the Print Facility Sites, under the Print Facility Sites Labor heading. Enter the Price by Category by Contract Year for consumable goods, including paper and toner cartridges, for the Print Facility Sites, under the Print Facility Sites Supplies heading.

7. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Project Office and physically accommodate and support staff resources, equipment, and supplies, at the Project Office, under the Project Office Real Property heading. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, for the Project Office, under the Project Office Hardware heading. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Project Office, under the Project Office Software heading. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, at the Project Office, under the Project Office Labor heading. Enter the Price by Category by Contract Year for consumable goods, including paper and toner cartridges, for the Project Office, under the Project Office Supplies heading.



Los Angeles COUNTY  
Department of Public Social Services  
LEADER Replacement System (LRS)

8. Enter the Price by Category by Contract Year for other real property, including buildings, structures, land, and related utilities, that physically accommodate and support staff resources, equipment, and supplies, other than Central Sites Real Property, Print Facility Sites Real Property, and Project Office Real Property, under the Other Facilities heading, if applicable. Enter the Price by Category by Contract Year for other electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, other than Central Sites Hardware, Print Facility Sites Hardware, and Project Office Hardware, under the Other Hardware heading, if applicable. Enter the Price by Category by Contract Year for other commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, other than Central Sites Software, Print Facility Sites Software, and Project Office Software, under the Other Software heading, if applicable. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by any other staff other than CONTRACTOR Key Staff, Central Sites Labor, Print Facility Sites Labor, and Project Office Labor, under the Other Labor heading, if applicable. Enter the Price by Category by Contract Year for other consumable goods, including paper and toner cartridges, other than Central Sites Supplies, Print Facility Sites Supplies, and Project Office Supplies, under the Other Supplies heading, if applicable. If needed, enter the Price by Category by Contract Year for up to three (3) other items under the Other (specify) headings and describe each item. If Proposer enters any price(s) under any category(ies) specified in this Paragraph 8, then Proposer shall also provide, in a Microsoft Word document, a detailed description of each price component in each such category.

9. Growth history and estimates for future growth are set forth in the Size and Growth Estimates section of the Diligence Library.

10. Enter the Blended Fully Loaded Fixed Hourly Rate Price for all staff that will be providing COUNTY-requested Application Software Modifications and/or Enhancements Services pursuant to COUNTY-approved M&E Proposals during Phase 3 (Operational Phase) on Schedule E under the Application Software Modifications and/or Enhancements heading. COUNTY is utilizing twelve thousand (12,000) person hours per month as the basis for comparing the Baseline Application Software Modifications and/or Enhancements Price for RFP Evaluation among Proposers. Therefore, (i) since Contract Year 5 is only six (6) months in duration, seventy-two thousand (72,000) person hours (6 months X 12,000 person hours) will be multiplied by the Proposer's Blended Fully Loaded Fixed Hourly Rate Price to automatically calculate and populate the Baseline Application Software Modifications and/or Enhancements Price for RFP Evaluation for Contract Year 5, and (ii) one hundred forty-four thousand (144,000) person hours (12 months X 12,000 person hours) will be multiplied by the Proposer's Blended Fully Loaded Fixed Hourly Rate Price to automatically calculate and populate the Baseline Application Software Modifications and/or Enhancements Price for RFP Evaluation for each of Contract Years 6 through 11 .

11. Proposer shall review and confirm that Proposer's Grand Total (Deliverables, Management and Operations Services, and Application Software Modifications and/or Enhancements) Phase 3 Price does not include any duplication of individual price components.

**Schedule E-1 (Phase 3 (Operational Phase) Price Summary - Termination Under Paragraph 75  
(Termination Related to DCFS Systems and DCFS Programs))**

1. Phase 3 (Operational Phase) has a fixed duration of six (6) years and six (6) months. Therefore, Contract Year 5 on Schedule E-1 only includes the last six (6) months of that Contract Year since the first six (6) months occurred in Phase 2 (Performance Verification Phase).

2. Enter Management and Operations Services Price by Category by Contract Year for the last six (6) months of Contract Year 5 and for each of the twelve (12) month periods for Contract Years 6 through 11



**Los Angeles COUNTY**  
**Department of Public Social Services**  
**LEADER Replacement System (LRS)**

utilizing the appropriate categories under the Management and Operations Services Price by Category by Contract Year heading on Schedule E-1, excluding the Work related to DCFS Systems and DCFS Programs. The Management and Operations Services Price by Category by Contract Year shall include all prices to provide Management and Operations Services for Phase 3 (Operational Phase), excluding the Work related to DCFS Systems and DCFS Programs, and such prices shall be set forth in the categories shown on Schedule E-1, and shall exclude all prices for COUNTY-requested Application Software Modifications and/or Enhancements pursuant to COUNTY-approved M&E Proposals.

3. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by CONTRACTOR Key Staff (i.e., CONTRACTOR Project Executive, CONTRACTOR Project Director, System Architect, Technical Manager, Functional Manager, Implementation Manager, Conversion and Archive Manager, and Project Controller), under the CONTRACTOR Key Staff Labor heading, excluding the Work related to DCFS Systems and DCFS Programs.

4. Enter the Price by Category by Contract Year for goods and services that enable the transmission of electronic data, information, and/or signals over distances to support communications between facilities or Local Area Networks (LANs), under the Telecommunications heading, excluding the Work related to DCFS Systems and DCFS Programs.

5. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Central Sites and physically accommodate and support staff resources, equipment, and supplies, at the Central Sites, under the Central Sites Real Property heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, for the Central Sites, under the Central Sites Hardware heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Central Sites, under the Central Sites Software heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, at the Central Sites, under the Central Sites Labor heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for consumable goods, including paper and toner cartridges, for the Central Sites, under the Central Sites Supplies heading, excluding the Work related to DCFS Systems and DCFS Programs.

6. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Print Facility Sites and physically accommodate and support staff resources, equipment, and supplies, at the Print Facility Sites, under the Print Facility Sites Real Property heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, for the Print Facility Sites, under the Print Facility Sites Hardware heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Print Facility Sites, under the Print Facility Sites Software heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, at the Print Facility Sites, under the Print Facility Sites Labor heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price



**Los Angeles COUNTY**  
**Department of Public Social Services**  
**LEADER Replacement System (LRS)**

by Category by Contract Year for consumable goods, including paper and toner cartridges, for the Print Facility Sites, under the Print Facility Sites Supplies heading, excluding the Work related to DCFS Systems and DCFS Programs.

7. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Project Office and physically accommodate and support staff resources, equipment, and supplies, at the Project Office, under the Project Office Real Property heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, for the Project Office, under the Project Office Hardware heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Project Office, under the Project Office Software heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, at the Project Office, under the Project Office Labor heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for consumable goods, including paper and toner cartridges, for the Project Office, under the Project Office Supplies heading, excluding the Work related to DCFS Systems and DCFS Programs.

8. Enter the Price by Category by Contract Year for other real property, including buildings, structures, land, and related utilities, that physically accommodate and support staff resources, equipment, and supplies, other than the Central Sites Real Property, Print Facility Sites Real Property, and Project Office Real Property, under the Other Facilities heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for other electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, other than Central Sites Hardware, Print Facility Sites Hardware, and Project Office Hardware, under the Other Hardware heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for other commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, other than Central Sites Software, Print Facility Sites Software, and Project Office Software, under the Other Software heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for other wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, Central Sites Labor, Print Facility Sites Labor, and Project Office Labor, under the Other Labor heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for other consumable goods, including paper and toner cartridges, other than Central Sites Supplies, Print Facility Sites Supplies, and Project Office Supplies, under the Other Supplies heading, excluding the Work related to DCFS Systems and DCFS Programs. If needed, enter the Price by Category by Contract Year for up to three (3) other items under the Other (specify) headings, excluding the Work related to DCFS Systems and DCFS Programs, and describe each item. If Proposer enters any price(s) under any category(ies) specified in this Paragraph 8, then Proposer shall also provide, in a Microsoft Word document, a detailed description of each price component in each such category.

9. Growth history and estimates for future growth are set forth in the Size and Growth Estimates section of the Diligence Library.



Los Angeles COUNTY  
Department of Public Social Services  
LEADER Replacement System (LRS)

10. No information shall be entered by Proposer in the Blended Fully Loaded Hourly Labor Rate Price section of Schedule E-1. The prices in this section of Schedule E-1 are populated from the information entered on Schedule E (Phase 3 (Operational Phase) Price Summary).

11. Each price entered on Schedule E-1 shall not exceed the corresponding price entered on Schedule E (Phase 3 (Operational Phase) Price Summary).

12. Proposer shall review and confirm that Proposer's Grand Total (Deliverables, Management and Operations Services, and Application Software Modifications and/or Enhancements) Phase 3 Price does not include any duplication of individual price components.

**Schedule F (Extended Term Price Summary)**

1. Enter Management and Operations Services Price by Category by Contract Year for each of the twelve (12) month periods for Contract Years 12 through 14 utilizing the appropriate categories under the Management and Operations Services Price by Category by Contract Year heading on Schedule F. The Management and Operations Services Price by Category by Contract Year shall include all prices to provide Management and Operations Services for any Extended Term, and such prices shall be set forth in the categories shown on Schedule F, and shall exclude all prices for COUNTY-requested Application Software Modifications and/or Enhancements pursuant to COUNTY-approved M&E Proposals.

2. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by CONTRACTOR Key Staff (i.e., CONTRACTOR Project Executive, CONTRACTOR Project Director, System Architect, Technical Manager, Functional Manager, Implementation Manager, Conversion and Archive Manager, and Project Controller), under the CONTRACTOR Key Staff Labor heading.

3. Enter the Price by Category by Contract Year for goods and services that enable the transmission of electronic data, information, and/or signals over distances to support communications between facilities or Local Area Networks (LANs), under the Telecommunications heading.

4. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Central Sites and physically accommodate and support staff resources, equipment, and supplies, at the Central Sites, under the Central Sites Real Property heading. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, for the Central Sites, under the Central Sites Hardware heading. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Central Sites, under the Central Sites Software heading. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, at the Central Sites, under the Central Sites Labor heading. Enter the Price by Category by Contract Year for consumable goods, including paper and toner cartridges, for the Central Sites, under the Central Sites Supplies heading.

5. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Print Facility Sites and physically accommodate and support staff resources, equipment, and supplies, at the Print Facility Sites, under the Print Facility Sites Real Property heading. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, for the Print Facility Sites, under the Print Facility Sites Hardware heading. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Print Facility Sites, under the Print Facility Sites Software heading. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff



**Los Angeles COUNTY**  
**Department of Public Social Services**  
**LEADER Replacement System (LRS)**

other than CONTRACTOR Key Staff, at the Print Facility Sites, under the Print Facility Sites Labor heading. Enter the Price by Category by Contract Year for consumable goods, including paper and toner cartridges, for the Print Facility Sites, under the Print Facility Sites Supplies heading.

6. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Project Office and physically accommodate and support staff resources, equipment, and supplies, at the Project Office, under the Project Office Real Property heading. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, for the Project Office, under the Project Office Hardware heading. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Project Office, under the Project Office Software heading. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, at the Project Office, under the Project Office Labor heading. Enter the Price by Category by Contract Year for consumable goods, including paper and toner cartridges, for the Project Office, under the Project Office Supplies heading.

7. Enter the Price by Category by Contract Year for other real property, including buildings, structures, land, and related utilities, that physically accommodate and support staff resources, equipment, and supplies, other than Central Sites Real Property, Print Facility Sites Real Property, and Project Office Real Property, under the Other Facilities heading, if applicable. Enter the Price by Category by Contract Year for other electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, other than Central Sites Hardware, Print Facility Sites Hardware, and Project Office Hardware, under the Other Hardware heading, if applicable. Enter the Price by Category by Contract Year for other commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, other than Central Sites Software, Print Facility Sites Software, and Project Office Software, under the Other Software heading, if applicable. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by any other staff other than CONTRACTOR Key Staff, Central Sites Labor, Print Facility Sites Labor, and Project Office Labor, under the Other Labor heading, if applicable. Enter the Price by Category by Contract Year for other consumable goods, including paper and toner cartridges, other than Central Sites Supplies, Print Facility Sites Supplies, and Project Office Supplies, under the Other Supplies heading, if applicable. If needed, enter the Price by Category by Contract Year for up to three (3) other items under the Other (specify) headings and describe each item. If Proposer enters any price(s) under any category(ies) specified in this Paragraph 7, then Proposer shall also provide, in a Microsoft Word document, a detailed description of each price component in each such category.

8. Growth history and estimates for future growth are set forth in the Size and Growth Estimates section of the Diligence Library.

9. Enter the Blended Fully Loaded Fixed Hourly Rate Price for all staff that will be providing COUNTY-requested Application Software Modifications and/or Enhancements Services pursuant to COUNTY-approved M&E Proposals during any Extended Term on Schedule F under the Application Software Modifications and/or Enhancements heading. COUNTY is utilizing twelve thousand (12,000) person hours per month as the basis for comparing the Baseline Application Software Modifications and/or Enhancements Price for RFP Evaluation among Proposers. Therefore, one hundred forty-four thousand (144,000) person hours (12 months X 12,000 person hours) will be multiplied by the Proposer's Blended Fully Loaded Fixed Hourly Rate Price to automatically calculate and populate the Baseline Application



Software Modifications and/or Enhancements Price for RFP Evaluation for each of Contract Years 12 through 14.

10. Proposer shall review and confirm that Proposer's Grand Total (Management and Operations Services and Application Software Modifications and/or Enhancements) Extended Term Price does not include any duplication of individual price components.

**Schedule F-1 (Extended Term Price Summary - Termination Under Paragraph 75 (Termination Related to DCFS Systems and DCFS Programs))**

1. Enter Management and Operations Services Price by Category by Contract Year for each of the twelve (12) month periods for Contract Years 12 through 14 utilizing the appropriate categories under the Management and Operations Services Price by Category by Contract Year heading on Schedule F-1, excluding the Work related to DCFS Systems and DCFS Programs. The Management and Operations Services Price by Category by Contract Year shall include all prices to provide Management and Operations Services for any Extended Term, excluding the Work related to DCFS Systems and DCFS Programs, and such prices shall be set forth in the categories shown on Schedule F-1, and shall exclude all prices for COUNTY-requested Application Software Modifications and/or Enhancements pursuant to COUNTY-approved M&E Proposals.

2. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by CONTRACTOR Key Staff (i.e., CONTRACTOR Project Executive, CONTRACTOR Project Director, System Architect, Technical Manager, Functional Manager, Implementation Manager, Conversion and Archive Manager, and Project Controller), under the CONTRACTOR Key Staff Labor heading, excluding the Work related to DCFS Systems and DCFS Programs.

3. Enter the Price by Category by Contract Year for goods and services that enable the transmission of electronic data, information, and/or signals over distances to support communications between facilities or Local Area Networks (LANs), under the Telecommunications heading, excluding the Work related to DCFS Systems and DCFS Programs.

4. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Central Sites and physically accommodate and support staff resources, equipment, and supplies, at the Central Sites, under the Central Sites Real Property heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, for the Central Sites, under the Central Sites Hardware heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Central Sites under the Central Sites Software heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, at the Central Sites, under the Central Sites Labor heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for consumable goods, including paper and toner cartridges, for the Central Sites, under the Central Sites Supplies heading, excluding the Work related to DCFS Systems and DCFS Programs.

5. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Print Facility Sites and physically accommodate and support staff resources, equipment, and supplies, at the Print Facility Sites, under the Print Facility Sites Real Property heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches,



**Los Angeles COUNTY**  
**Department of Public Social Services**  
**LEADER Replacement System (LRS)**

routers, personal computers, peripherals, and related cables, for the Print Facility Sites, under the Print Facility Sites Hardware heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Print Facility Sites, under the Print Facility Sites Software heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, at the Print Facility Sites, under the Print Facility Sites Labor heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for consumable goods, including paper and toner cartridges, for the Print Facility Sites, under the Print Facility Sites Supplies heading, excluding the Work related to DCFS Systems and DCFS Programs.

6. Enter the Price by Category by Contract Year for real property, including buildings, structures, land, and related utilities, that comprise the Project Office and physically accommodate and support staff resources, equipment, and supplies, at the Project Office, under the Project Office Real Property heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, for the Project Office, under the Project Office Hardware heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, for the Project Office, under the Project Office Software heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, at the Project Office, under the Project Office Labor heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for consumable goods, including paper and toner cartridges, for the Project Office, under the Project Office Supplies heading, excluding the Work related to DCFS Systems and DCFS Programs.

7. Enter the Price by Category by Contract Year for other real property, including buildings, structures, land, and related utilities, that physically accommodate and support staff resources, equipment, and supplies, other than the Central Sites Real Property, Print Facility Sites Real Property, and Project Office Real Property, under the Other Facilities heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for other electronic goods, including computer devices or components, servers, switches, routers, personal computers, peripherals, and related cables, other than Central Sites Hardware, Print Facility Sites Hardware, and Project Office Hardware, under the Other Hardware heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for other commercially available software, including computer instructions, program, or code that controls, executes, or instructs computer devices or components to perform tasks or provide certain functionality to Users, other than Central Sites Software, Print Facility Sites Software, and Project Office Software, under the Other Software heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for other wages, salaries, benefits, or other compensation for work performed by staff other than CONTRACTOR Key Staff, Central Sites Labor, Print Facility Sites Labor, and Project Office Labor, under the Other Labor heading, excluding the Work related to DCFS Systems and DCFS Programs. Enter the Price by Category by Contract Year for other consumable goods, including paper and toner cartridges, other than Central Sites Supplies, Print Facility Sites Supplies, and Project Office Supplies, under the Other Supplies heading, excluding the Work related to DCFS Systems and DCFS Programs. If needed, enter the Price by Category



**Los Angeles COUNTY**  
**Department of Public Social Services**  
**LEADER Replacement System (LRS)**

by Contract Year for up to three (3) other items under the Other (specify) headings, excluding the Work related to DCFS Systems and DCFS Programs, and describe each item.

8. Growth history and estimates for future growth are set forth in the Size and Growth Estimates section of the Diligence Library.

9. No information shall be entered by Proposer in the Blended Fully Loaded Hourly Labor Rate Price section of Schedule F-1. The prices in this section of Schedule E-1 are populated from the information entered on Schedule F (Phase 3 (Operational Phase) Price Summary).

10. Each price entered on Schedule F-1 shall not exceed the corresponding price entered on Schedule F (Extended Term Price Summary).



**INSTRUCTIONS FOR SCHEDULE G (EXCEPTIONS TO ATTACHMENT C (SAMPLE AGREEMENT)):**

**Schedule G (Exceptions to Attachment C (Sample Agreement))**

1. If Proposer submits and the COUNTY accepts any exceptions in Proposal Section 11 (Exceptions to Attachment C (Sample Agreement)) as to which the Proposer is offering a price reduction in one or more of its prices as shown on Schedules A (LRS Agreement Price Summary) through F-1 (Extended Term Price Summary – Termination Under Paragraph 75 (Termination Related to DCFS Systems and DCFS Programs)), then each such proposed exception shall be separately entered into Schedule G in the following manner:

(a) Exception Number in Proposal Section 11 (Exceptions to Attachment C (Sample Agreement)) - Enter the exception number as set forth in Proposal Section 11 (Exceptions to Attachment C (Sample Agreement)).

(b) Brief Description of the Exception - Enter a brief description of the exception.

(c) Prices Subject to Price Reduction – For each price, as shown on Schedules A (LRS Agreement Price Summary) through F-1 (Extended Term Price Summary– Termination Under Paragraph 75 (Termination Related to DCFS Systems and DCFS Programs)), as to which Proposer is offering a price reduction if the exception is accepted by COUNTY, enter: (i) the specific price as shown on Schedules A (LRS Agreement Price Summary) through F (Extended Term Price Summary) (e.g., Management and Operations Services Price by Category by Contract Year for Labor for Contract Year 6); and (ii) the total amount of the price reduction for such price.

(d) Total Proposal Price Reduction for Exception - Enter the total proposed price reduction for the exception, if the exception is accepted by COUNTY.

2. Additional lines may be added to Schedule G to include more entries.

3. If Proposer offers a price reduction for a price shown on Schedules B (Phase 1 (Design/Development/ Implementation Phase) Price Summary), C (Phase 1 (Design/Development/ Implementation Phase) Price by Deliverable), D (Phase 2 (Performance Verification Phase) Price Summary), E (Operational Phase) Price Summary), and F (Extended Term Price Summary), then Proposer shall offer a similar price reduction for its corresponding price shown on Schedules B-1 (Phase 1 (Design/Development/ Implementation Phase) Price Summary – Termination Under Paragraph 75 (Termination Related to DCFS Systems and DCFS Programs)), C-1 ((Phase 1 (Design/Development/ Implementation Phase) Price by Deliverable – Termination Under Paragraph 75 (Termination Related to DCFS Systems and DCFS Programs)), D-1 (Phase 2 (Performance Verification Phase) Price Summary – Termination Under Paragraph 75 (Termination Related to DCFS Systems and DCFS Programs)), E-1 (Phase 3 (Operational Phase) Price Summary – Termination Under Paragraph 75 (Termination Related to DCFS Systems and DCFS Programs)), and F-1 (Extended Term Price Summary – Termination Under Paragraph 75 (Termination Related to DCFS Systems and DCFS Programs)).

