

The envelope marked "Proposed Cost", which will remain sealed until a qualifications-based selection is complete, must include the following pricing information:

4. PRICING AND CONTRACT - All stakeholders

4.1. Please provide the name, title and appropriate contact information of the authorized negotiator or contract-signing agent

Authorized Negotiator:

SaiRatnakar Karumuri (RK)
Director
Wave Solutions Inc
1444 N. Farnsworth Ave, Suite #303, Aurora, IL-60505
Direct: 630-883-5296; Cell:630-520-5573
Email: srk@wavsols.com

Authorized Signor:

Madhu Kotamarthi
Director
Wave Solutions Inc
1444 N. Farnsworth Ave, Suite # 303, Aurora, IL -60505
Direct: 630-313-4033; Cell: 630-659-8023
Email: madhu@wavsols.com

4.2. Indicate and describe the pricing model(s) for your professional services offering.

Suggested Approach:

We would like to offer T&M model for our professional services not to exceed \$126,000. Also, we are going to provide a senior executive spending 5 hours a week for ensuring the overall delivery at our cost.

The entire project will be completed in a 10-12-week duration from start to finish

We will staff the project with two SMEs fulltime who will be on site and providing a combined expertise in cybersecurity as well as Business Analysis.

Additionally, part-time remote PM support will be utilized. We have been able to decompose the Work Breakdown Structure in a way that for the Testing and QA step, automation will be leveraged, and this will require the Test/QA staff only for a duration of 4 to 6 weeks towards the end of the project.

Wave Solutions is an active and thriving technology business in Aurora. So, in the spirit of contributing to building a stronger and securer City of Aurora, we will provide an executive oversight on the project for no cost to the city.

Following pricing is based on the work effort level required to do a thorough high-quality job within the duration and not on standard hours per week.

Area	Cost
Cyber Security Experts	\$ 95,000.00
Remote PM	\$ 12,000.00
Testing and QA	\$ 16,000.00
Tools/Equipment/General	\$ 3,000.00
Total	\$ 126,000.00

4.3. Is there a minimum commitment for usage, total volume, and individual spend or aggregate spend to receive the rates and terms provided in the proposal? If so, explain.

Yes, the minimum spend on this project is USD 126K for supporting the T&C. Refer 4.2 for detailed explanation

4.4. How long will the proposal remain in force from the date of submission?

Our proposal will remain active for 90 days from May 10th, 2019 and upon a written request from the city based on the progress will extend the same for another 90 days. After such time our pricing proposal will be subject to change and can be extended by another 90 days upon a written request from City of Aurora Purchasing Department.

4.5. Indicate the discounts available, based on the public sector, volume of services and contract length.

At this stage, we have not anticipated any discounts, however Wave Solutions during the discussion stage on pricing will provide suitable discounts and accommodate any such requests if it makes a good business decision for both Wave Solutions and City of Aurora.

4.6. Please explain in detail your contract liability limitations — is this limited by the price of the paid contract?

Our contract liability limitations are limited by the price of the paid contract.