

CHERRYROAD PAYMENT SCHEDULE - ROSEVILLE ENTERPRISE RESOURCE PLANNING (ERP) IMPLEMENTATION

DELIVERABLE / TASK	PHASE	INVOICE PAYMENT	RETAINAGE *	TOTAL MILESTONE / DELIVERABLE
PROJECT PLANNING		\$	%	
Monthly SaaS Fee	N/A	\$43,112.58	N/A	N/A
Project Management (\$20,000/mo)	1 & 2	\$340,000	N/A	\$ 340,000
Project Plan/Charter (D)	1	\$60,800	\$ 3,200	\$ 64,000
<u>PHASE I - ERP FINANCIALS/PROCUREMENT *</u>				
PLANNING AND DISCOVERY				
Initial Discovery Questionnaires – Phase 1 each module (D)	1	\$66,500	\$ 3,500	\$ 70,000
Completed Foundation Team Training – Phase 1 each module	1	\$76,000	\$ 4,000	\$ 80,000
Initial Prototype – Phase I each module (M)	1	\$85,500	\$ 4,500	\$ 90,000
SOLUTION CONFIGURATION & PROTOTYPE(S)				
Gap Analysis – Phase I each Module (D)	1	\$85,500	\$ 4,500	\$ 90,000
Conference Room Pilots – Phase 1 each module or business area (M)				
- 1st Conference Room Pilot – Phase 1 each module or business area (M)	1	\$28,500	\$ 1,500	\$ 30,000
- 2nd Conference Room Pilot – Phase 1 each module or business area (M)	1	\$28,500	\$ 1,500	\$ 30,000
- 3rd Conference Room Pilot – Phase 1 each module or business area (M)	1	\$38,000	\$ 2,000	\$ 40,000
Final Configurations - Phase 1 each module (D)	1	\$108,300	\$ 5,700	\$ 114,000
SOLUTION DEPLOYMENT AND TESTING				
Conversion Process Templates – Phase 1 each module (D)	1	\$57,000	\$ 3,000	\$ 60,000
Interface Templates - Phase 1 each module (D)	1	\$57,000	\$ 3,000	\$ 60,000
Testing Plan - Phase 1 (D)	1	\$38,000	\$ 2,000	\$ 40,000
Tested Conversion Processes – Phase 1 (M)	1	\$52,250	\$ 2,750	\$ 55,000
Tested Interfaces and Integrations – Phase 1I (M)	1	\$42,750	\$ 2,250	\$ 45,000
Completed Acceptance Test - Phase 1 (M)	1	\$76,000	\$ 4,000	\$ 80,000
TRAINING & IMPLEMENTATION				
Training Plan - Phase 1 (M)	1	\$29,925	\$ 1,575	\$ 31,500
Training Material - Phase 1 (D)	1	\$71,250	\$ 3,750	\$ 75,000
Train the Trainer Training - Phase 1 (M)	1	\$80,750	\$ 4,250	\$ 85,000
Roll-Out Plan - Phase 1 (D)	1	\$29,925	\$ 1,575	\$ 31,500
PRODUCTION SUPPORT				

Completed Production System - Phase 1 (M)	1	\$66,500	\$ 3,500	\$ 70,000
Transition Plan - Phase 1 (D)	1	\$25,650	\$ 1,350	\$ 27,000
Completed Post Implementation Support -Phase 1 (M)	1	\$76,000	\$ 4,000	\$ 80,000
Phase 1 Retainage Payment	1	\$67,400	N/A	N/A
<u>PHASE 2a - HUMAN CAPITAL MANAGEMENT (HCM) *</u>				
PLANNING AND DISCOVERY				
Initial Discovery Questionnaires – Phase 2a each module (D)	2a	\$52,250	\$ 2,750	\$ 55,000
Completed Foundation Team Training – Phase 2a each module (M)	2a	\$57,000	\$ 3,000	\$ 60,000
Initial Prototype – Phase 2a each module (M)	2a	\$85,500	\$ 4,500	\$ 90,000
SOLUTION CONFIGURATION & PROTOTYPE(S)				
Gap Analysis – Phase 2a each module (D)	2a	\$71,250	\$ 3,750	\$ 75,000
Conference Room Pilot(s) – Phase 2a each module or business area (M)	2a			
- 1st Conference Room Pilot – Phase 2a each module or business area (M)	2a	\$28,500	\$ 1,500	\$ 30,000
- 2nd Conference Room Pilot – Phase 2a each module or business area (M)	2a	\$28,500	\$ 1,500	\$ 30,000
- 3rd Conference Room Pilot – Phase 2a each module or business area (M)	2a	\$38,000	\$ 2,000	\$ 40,000
Final Configurations - Phase 2a each module (D)	2a	\$104,500	\$ 5,500	\$ 110,000
SOLUTION DEPLOYMENT AND TESTING				
Conversion Process Templates – Phase 2a each module (D)	2a	\$66,500	\$ 3,500	\$ 70,000
Interface Templates - Phase 2a each module (D)	2a	\$57,000	\$ 3,000	\$ 60,000
Testing Plan - Phase 2a (D)	2a	\$38,000	\$ 2,000	\$ 40,000
Tested Conversion Processes – Phase 2a (M)	2a	\$52,250	\$ 2,750	\$ 55,000
Tested Interfaces and Integrations – Phase 2a (M)	2a	\$57,000	\$ 3,000	\$ 60,000
Completed Acceptance Test - Phase 2a (M)	2a	\$66,500	\$ 3,500	\$ 70,000
TRAINING & IMPLEMENTATION				
Training Plan - Phase 2a (M)	2a	\$29,450	\$ 1,550	\$ 31,000
Training Material - Phase 2a each module(D)	2a	\$85,500	\$ 4,500	\$ 90,000
Train the Trainer Training - Phase 2a (M)	2a	\$76,000	\$ 4,000	\$ 80,000
Roll-Out Plan - Phase 2a (D)	2a	\$29,450	\$ 1,550	\$ 31,000
PRODUCTION SUPPORT				
Completed Production System - Phase 2a (M)	2a	\$66,500	\$ 3,500	\$ 70,000
Transition Plan - Phase 2a (D)	2a	\$25,650	\$ 1,350	\$ 27,000
Completed Post Implementation Support - Phase 2a (M)	2a	\$76,000	\$ 4,000	\$ 80,000
Phase 2a Retainage Payment	2a	\$62,700	N/A	N/A
<u>PHASE 2b - BUDGETING*</u>				
Gap Analysis – Phase 2b (D)	2b	\$35,150	\$ 1,850	\$ 37,000
Application Design	2b	\$38,000	\$ 2,000	\$ 40,000
Creation of Application Plan Types and Dimensions	2b	\$38,000	\$ 2,000	\$ 40,000
Application Build	2b	\$47,500	\$ 2,500	\$ 50,000
Testing Complete	2b	\$33,250	\$ 1,750	\$ 35,000
Training Complete	2b	\$33,250	\$ 1,750	\$ 35,000
Move to Production	2b	\$42,750	\$ 2,250	\$ 45,000

Completed Production System – Phase II (M)	2b	\$38,190	\$ 2,010	\$ 40,200
Completed Post Implementation Support –Phase II (M)	2b	\$28,500	\$ 1,500	\$ 30,000
Phase 2b - Retainage Payment		\$17,610	N/A	N/A
Total Implementation. Does not include SaaS Fee		\$ 3,294,200	\$ 147,710	\$ 3,294,200
Total Yearly SaaS fee (years 1-5) (Does not include ADP)		\$ 517,351	---	\$ 517,351

* Retainage included at 5%, to be released upon successful completion of each phase.

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