

VERTEXONE COST JUSTIFICATION
GAINESVILLE REGIONAL UTILITIES

VERTEXONE CIS SOLUTION COST	Implementation										TOTAL	% of TOTAL	
	YEAR01	YEAR02	YEAR03	YEAR04	YEAR05	YEAR06	YEAR07	YEAR08	YEAR09	YEAR10			
CAPITAL													
IMPLEMENTATION (Includes AMI integration)	3,937,320.44	1,968,660.22	-	-	-	-	-	-	-	-	-	5,905,980.66	-19.19%
LICENSE & MAINTENANCE	836,500.00											836,500.00	
HOSTING FEES	-	675,918.50	1,372,114.56	1,413,278.00	1,455,676.34	1,499,346.63	1,544,327.03	1,590,656.84	1,638,376.54	1,687,527.84	12,877,222.26	41.83%	
AMI SUPPORT	-	68,750.00	139,562.50	143,749.38	148,061.86	152,503.71	157,078.82	161,791.19	166,644.92	171,644.27	1,309,786.65	4.25%	
ADDITIONAL CIS SOLUTION IMPLEMENTATION COSTS													
AAC PROFESSIONAL SERVICES	1,796,345.50	762,048.50	-	-	-	-	-	-	-	-	-	2,558,394.00	-8.31%
DATA CONVERSION	125,000.00	75,000.00	-	-	-	-	-	-	-	-	-	200,000.00	-0.65%
INTERNAL LABOR*	1,370,600.00	945,000.00	-	-	-	-	-	-	-	-	-	2,315,600.00	-7.52%
CONTINGENCY*	585,866.59	280,570.87	-	-	-	-	-	-	-	-	-	866,437.47	-2.81%
CAPITAL SUB TOTAL	(8,651,632.53)	(4,775,948.09)	(1,511,677.06)	(1,557,027.37)	(1,603,738.19)	(1,651,850.34)	(1,701,405.85)	(1,752,448.02)	(1,805,021.47)	(1,859,172.11)	(26,869,921.04)	87.29%	
Debt Service / UPIF Withdrawal Requirement													
Annual Debt Service	(1,545,025.00)	(1,514,796.00)	(1,484,567.00)	(1,588,689.00)	(1,555,101.00)	(1,521,514.00)	(1,487,926.00)	(1,588,689.00)	(1,551,742.00)	(1,514,796.00)	(15,352,845.00)		
Annual UPIF Replacement	(1,545,025.00)	(1,514,796.00)	(1,484,567.00)	(1,588,689.00)	(1,555,101.00)	(1,521,514.00)	(1,487,926.00)	(1,588,689.00)	(1,551,742.00)	(1,514,796.00)	(15,352,845.00)		
Net Capital Out	(3,090,050.00)	(3,029,592.00)	(2,969,134.00)	(3,177,378.00)	(3,110,202.00)	(3,043,028.00)	(2,975,852.00)	(3,177,378.00)	(3,103,484.00)	(3,029,592.00)	(30,705,690.00)		
O & M													
LICENSE & MAINTENANCE		(379,778.00)	(379,778.00)	(379,778.00)	(379,778.00)	(379,778.00)	(379,778.00)	(379,778.00)	(379,778.00)	(379,778.00)	(3,418,002.00)	11.10%	
DATA CLEANSING	(100,000.00)										(100,000.00)		
IDENTIFIED BACKFILL LABOR	(198,000.00)	(198,000.00)									(396,000.00)	1.29%	
O & M SUB TOTAL	(298,000.00)	(577,778.00)	(379,778.00)	(379,778.00)	(379,778.00)	(379,778.00)	(379,778.00)	(379,778.00)	(379,778.00)	(379,778.00)	(3,914,002.00)	12.71%	
TOTAL VERTEXONE SOLUTION	(8,949,632.53)	(5,353,726.09)	(1,891,455.06)	(1,936,805.37)	(1,983,516.19)	(2,031,628.34)	(2,081,183.85)	(2,132,226.02)	(2,184,799.47)	(2,238,950.11)	(30,783,923.04)	100.00%	
PROJECTED COST AVOIDANCE / BENEFITS													
PROJECTED COST AVOIDANCE													
3RD PARTY SERVICES (MOBILE APP SUPPORT)	60,000.00	61,800.00	63,654.00	65,563.62	67,530.53	69,556.44	71,643.14	73,792.43	76,006.20	78,286.39	687,832.76	4.91%	
DATABASE SUPPORT (HANA SIDECAR)	-	-	-	600,000.00	-	-	618,000.00	-	-	636,540.00	1,854,540.00	13.24%	
CRM ENHANCEMENTS	-	1,350,000.00	-	-	-	-	1,485,000.00	-	-	-	2,835,000.00	20.23%	
SOLUTION SUPPORT (IT)	-	-	550,000.00	566,500.00	583,495.00	600,999.85	619,029.85	637,600.74	656,728.76	676,430.63	4,890,784.83	34.91%	
PROJECTED BENEFITS													
WORKFORCE OPTIMIZATION**	-	-	-	-	85,667.00	226,583.00	281,833.00	290,287.99	298,996.63	307,966.53	1,491,334.15	10.64%	
OT REDUCTIONS	-	-	55,000.00	56,100.00	57,222.00	58,366.44	59,533.77	60,724.44	61,938.93	63,177.71	472,063.30	3.37%	
REDUCED TRUCK ROLLS	-	-	-	21,266.00	21,266.00	21,266.00	21,266.00	21,266.00	21,266.00	21,266.00	148,862.00	1.06%	
BAD DEBT***	-	-	-	146,112.00	146,112.00	146,112.00	146,112.00	146,112.00	146,112.00	146,112.00		0.00%	
EBILL ADOPTION	-	-	-	215,820.00	215,820.00	215,820.00	215,820.00	215,820.00	215,820.00	215,820.00	1,510,740.00	10.78%	
REDUCTION IN ERROR/ REREADS	-	-	-	17,160.00	17,160.00	17,160.00	17,160.00	17,160.00	17,160.00	17,160.00	120,120.00	0.86%	
												0.00%	
PROJECTED COST SAVINGS/BENEFITS	60,000.00	1,411,800.00	668,654.00	1,542,409.62	1,048,160.53	1,209,751.73	3,389,285.75	1,316,651.61	1,347,916.53	2,016,647.26	14,011,277.03	100.00%	

Net Annual Cost of CCS Solution (3,328,050.00) (2,195,570.00) (2,680,258.00) (2,014,746.38) (2,441,819.47) (2,213,054.27) 33,655.75 (2,240,504.39) (2,135,345.47) (1,392,722.74) (20,608,414.97)

Implementation Cost	(\$14,303,359)
Ten Year Cost of CCS Project	(\$34,619,692)
Total 10 Yr Cost Avoidance / Benefits	\$14,011,277
Net 10 Year Cost of CCS Project	(\$20,608,415)

**Workforce Optimization Assumptions

2 Temp Force Resources 2 more Temp Force Resources 2nd Billing Specialist

***Bad Debt Potential savings realized with full AMI and Pre-Pay implementation. Not included with CCS project totals.