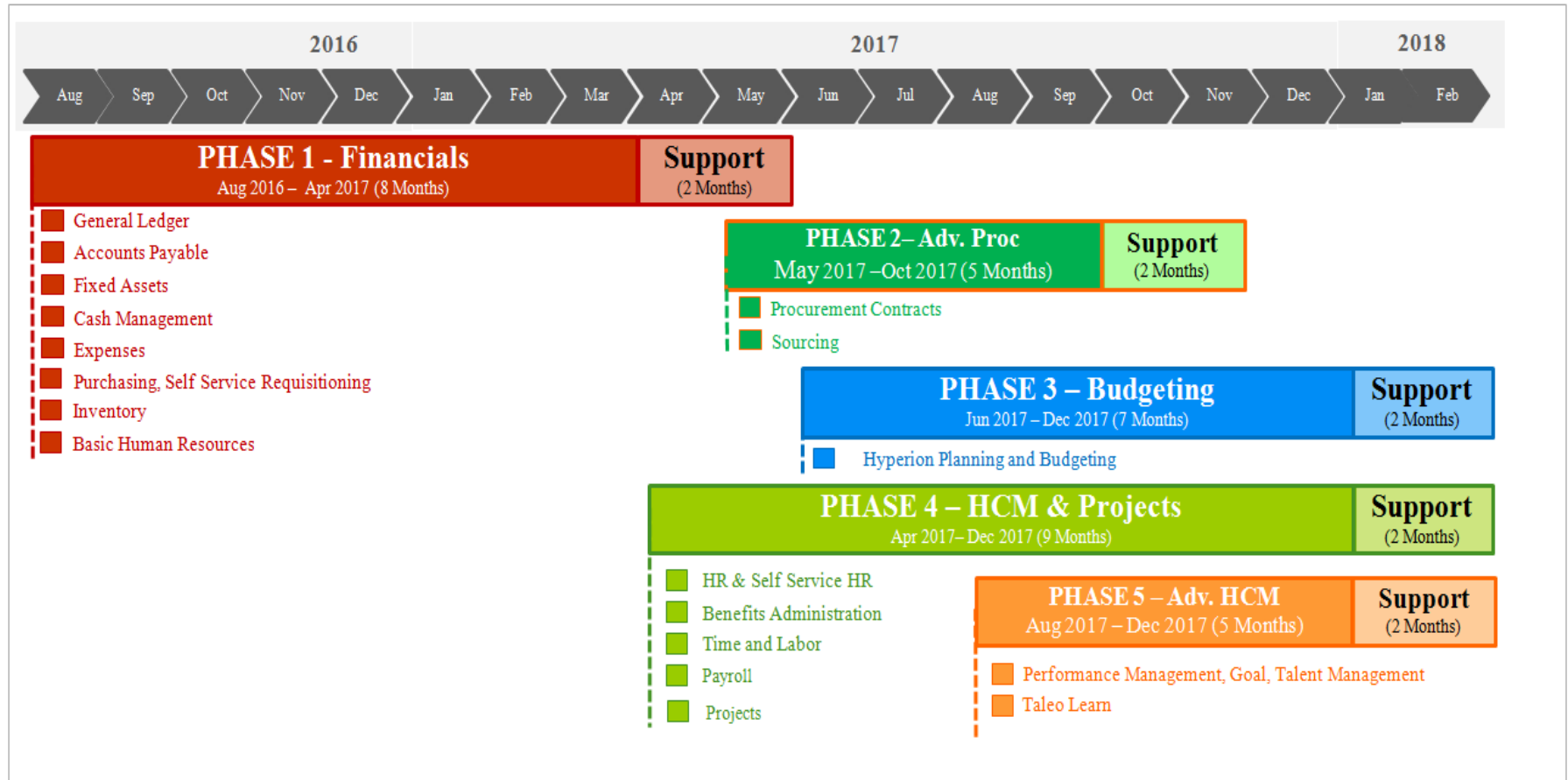


Integrated ERP Solution: Program Update

- **Implementation – Five Phases**
 - AST on site since August 1st ; joint Program Kick-off held 08.09.16
 - Discovery, Planning, Process Modeling thru September 2016
 - Weekly recurring discovery/planning sessions for functions in Phase 1 Financials, Procurement
 - GL, AP, PO, expenses, fixed assets, data conversion/integrations, cash management, HR
 - OCM (Organizational Change Management) strategy drafted for approval
 - Gap analysis/confirmation of integration and data conversion requirements
 - IT impact assessment
 - Data conversion strategy and Cloud protocol
 - Integration strategy and Cloud protocol
 - IT security assessment and user access protocol
 - Finalize Phase 1 schedule
 - Projected key milestones:
 - Configuration/development Sprints 1 and 2: October - December 2016
 - Testing and Training: January February 2017
 - Phase 1 Go-live: April 2017

Integrated ERP Solution: Projected Milestones*



* Projected dates are preliminary and will be firmed up at the start of each phase

Integrated ERP Solution: Approved Action Item

Software Subscription Contract

- Subscription Services \$4,528,865
- Software Licenses 195,682
- Contingency for additional subscriptions 452,887

Total Costs for 10 years \$5,177,434

Implementation Services Contract

- Implementation Services \$6,586,200
- Training Credits 40,320
- Contingency for change orders 1,656,630

Total Costs for 10 years \$8,283,150

Legacy Systems Consulting Services

\$150,000

Total Expenditures for 10 Years

\$13,610,584

Integrated ERP Solution: Projected Implementation Spend

	as of 8.22.16		Projections by Quarter thru Implementation								Total for Years 1-3
	Approved Spend	YTD Actuals	Q3 '16	Q4 '16	Q1 '17	Q2 '17	Q3 '17	Q4 '17	Q1 '18	Q3 '18	
Software Subscription Contract											
Subscription Services	\$ 4,528,865	0	321,335	0	0	0	446,989	0	0	448,059	1,216,383
Software Licenses	\$ 195,682	0	68,747	0	0	0	13,637	0	0	13,637	96,021
Contingency: additional subscriptions	\$ 452,887	0	49 *								
Total Costs for 10 years	\$ 5,177,434	0	390,131	0	0	0	460,626	0	0	461,696	1,312,453
Implementation Services Contract											
Implementation Services	\$ 6,586,200	179,500	733,300	1,081,200	628,200	1,341,000	1,151,400	920,700	730,400	0	6,586,200
Training Credits	\$ 40,320	0				20,160	20,160				40,320
Contingency: change orders	\$ 1,656,630	0		552,210		552,210		552,210			1,656,630
Total Costs for 10 years	\$ 8,283,150	179,500	733,300	1,633,410	628,200	1,913,370	1,171,560	1,472,910	730,400	0	8,283,150
Legacy Systems Consulting Services	\$ 150,000	0		60,000		90,000					150,000
Total Expenditure for 10 Years	\$ 13,610,584	179,500	1,123,431	1,693,410	628,200	2,003,370	1,632,186	1,472,910	730,400	461,696	9,745,603

* Contract Ordering Document detail is \$49 greater than approved spend.

Integrated ERP Solution: Projected Spend , Post Implementation

Software Subscription Contract	as of 8.22.16		<i>Total for</i>							
	<i>Approved Spend</i>	YTD Actuals	<i>Years 4-10</i>	<i>Q3 '19</i>	<i>Q3 '20</i>	<i>Q3 '21</i>	<i>Q3 '22</i>	<i>Q3 '23</i>	<i>Q3 '24</i>	<i>Q3 '25</i>
Subscription Services	\$ 4,528,865	0	3,312,482	449,229	450,519	461,966	471,173	481,921	493,075	504,599
Software Licenses	\$ 195,682	0	99,661	\$13,637	\$13,637	\$13,910	\$14,188	\$14,472	\$14,761	\$15,056
Contingency: additional subscriptions	\$ 452,887	0		64,698	64,698	64,698	64,698	64,698	64,698	64,649
Total Costs for 10 years	\$ 5,177,434	0	3,864,981	527,564	528,854	540,574	550,059	561,091	572,534	584,304
Implementation Services Contract										
Implementation Services	\$ 6,586,200	179,500								
Training Credits	\$ 40,320	0								
Contingency: change orders	\$ 1,656,630	0								
Total Costs for 10 years	\$ 8,283,150	179,500		0	0	0	0	0	0	0
Legacy Systems Consulting Services	\$ 150,000	0		-	-	-	-	-	-	-
Total Expenditure for 10 Years	\$ 13,610,584	179,500	3,864,981	527,564	528,854	540,574	550,059	561,091	572,534	584,304