

Enterprise Resource Planning Collaborative Telepresence Consulting Fixed Fee Schedule

Industry	10 Users or fewer	11-25 Users	26-45 Users	46-80 Users	81-124 Users	125-300 Users
Wholesale Distribution (incl minor assembly)	\$5,900	\$7,900	\$9,900	\$13,900	\$15,900	\$17,900
Discrete Manufacturing (or *PSA or *PLM)	\$7,900	\$9,900	\$12,900	\$15,900	\$18,900	\$20,900
Process Manufacturing (incl. food & pharma)	\$9,900	\$12,900	\$15,900	\$18,900	\$22,900	\$25,900

Project Milestones	Amount
Agreement	20%
Software Requirements Analysis	20%
Vendor Research & "Long List"	20%
Vendor Analysis & "Short List"	20%
Final Recommendation	20%

*** Notes:**

- "Users" refers to "named" users
- Selection for more than 300 users will be priced individually
- PSA is Professional Services Automation
- PLM is Product Lifecycle Management