



Pringle, Mike <mike.pringle@iowa.gov>

KOMAND V730

Don <Dcarlson@pace.us.com>
To: Pringle <mike.pringle@iowa.gov>

Wed, Apr 18, 2018 at 2:18 PM

Hi Mike,

I've been reviewing the SOW you sent and came up with the following ideas for us to work on.

1. Like the last upgrade, 2 weeks on site, separate trips, \$21,650.
2. All work remotely performed about the same amount of time, \$13,500.
3. Most work remotely performed and a 3 day onsite visit, estimated \$17,635.

I'm not in favor of #1 as I don't see the need for all on-site work. I don't like the second as I do believe we need some on-site effort with the exits.

#3 is the best for us both. I can get most of the testing done for you to review remotely, and make time for exits and your custom work there. This way we can handle any changes you require together.

If we go with the third option and keep it to a 3-day on-site visit, I'll state "not to exceed" the \$17,635 expense.

There are a few questions to your SOW but I do not see them as damaging the plan. I know we have some time with this, I can start as soon as you get the approval.

Thanks

Don Carlson

Director Consulting Services

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