Statement of Work (SOW), Pricing, & Payment Terms

FASTER Asset Solutions

100% Employee-Owned

Created For:	
Manitowoc, UT	
Date:	
February 20, 2019	
Re:	
Products & Services Quote	

Description

FASTER to conduct a conversion of Manitowoc FASTER Win Oracle database to a FASTER Win Microsoft SQL Database and test as detailed in the task plans below.

Task Name	FASTER Tasks (Hours)	Task Resource	Manitowoc Tasks (Hours)
Soft Go-Live Conversion			
Customer Uploads Copy of FASTER Win 6.9.11 Oracle Database to FASTER fileshare		Manitowoc	1
FASTER Stands up Environments in FASTER Datacenter			
Development Environment	1	FASTER	
Oracle QA Environments			
App/DB Server	1	FASTER	
QA Client 1	1	FASTER	
QA Client 2	1	FASTER	
QA Client 3	1	FASTER	
QA Client 4	1	FASTER	
QA Client 5	1	FASTER	
SQL QA Environments			
App/DB Server	1	FASTER	
QA Client 1	1	FASTER	
QA Client 2	1	FASTER	
QA Client 3	1	FASTER	
QA Client 4	1	FASTER	
QA Client 5	1	FASTER	
FASTER performs Conversion from Oracle to SQL for Soft go live	80	FASTER	
FASTER conducts Functional Stability testing	56	FASTER	
FASTER conducts UI-UI (ORA-SQL) testing	56	FASTER	

FASTER defect fixing	16	FASTER	
FASTER defect fix validation	10	FASTER	
Customer Review of Soft Go-Live Database			
Customer to stand up FASTER Win 6.9.11 SQL environment for App/DB server(s) (We recommend the App server be separate from the DB server. And the App server must be dedicated to FASTER Win app. You can have DB on dedicated server or a shared DB server. If on shared DB server, we recommend that you have plenty of head-room. Fleet operations are data intensive and FASTER Users will put a heavy load of a DB server.)		Manitowoc	40
Customer to install FASTER Win 6.9.11 SQL to App/DB Server(s)		Manitowoc	2
Customer to install FASTER Win 6.9.11 SQL clients for review of Soft Go-Live Database (These are client machines that Manitowoc will use to review/test the data.)		Manitowoc	8
Customer to download Soft Go-Live Database and restore to FASTER Win SQL Environment		Manitowoc	2
Customer review data and reports any issues to FASTER		Manitowoc	TBD
Limited Data Update			
Customer Uploads Copy of FASTER Win 6.9.11 Oracle Database to FASTER Fileshare. From this point forward all data entered into FASTER Win Oracle will need to be manually input into FASTER Win SQL after the go-live.		Manitowoc	4
FASTER to complete limited data update Soft Go-Live Conversion from Oracle to SQL	16	FASTER	
FASTER conducts limited Functional Stability testing	28	FASTER	
FASTER conducts limited UI-UI (ORA-SQL) testing	28	FASTER	
FASTER Data Defect Fixing	8	FASTER	
FASTER Defect Verification	4	FASTER	
Deployment			
Customer to install FASTER Win 6.9.11 SQL clients to all end clients		Manitowoc	8
Customer to restore go-live database to production environment		Manitowoc	1
Customer to confirm connectivity to all FASTER Win clients		Manitowoc	4
Customer Go-Live on FASTER Win SQL		Manitowoc	TBD
Customer to manually enter any transaction data input into FASTER Win Oracle after the limited data update backup was taken		Manitowoc	TBD

	Total Hours:	Cost
Total using a blended hourly rate of $180 per hour:	315	$56,700
Discount: As a long-time customer, FASTER is providing the following discount. The blended hourly rate provided to the customer will be reduced from $180 per hour to blended hourly rate of $150 per hour.		-$9,450
Services Total		**$47,250**

Pricing in this proposal is valid for 60 days.

Payment Schedule	
Milestone	**Percent Due**
Start of Project	**50%**
Delivery of Go-Live Database	**50%**

Note

In fairness to other customers our work must be planned out in advance. Therefore, please understand that unless specifically noted above, this quote does not include any consulting services such as requirement's analysis, requirements writing, gap analysis, or discussion meetings. If you find it of value to engage with FASTER Development Staff, Consultants or Trainers in meetings, analysis or planning related to the this work, we can provide a resource to do so at an hourly rate.

Given that our Development Staff, Consultants and Trainers are often assigned to customer projects weeks in advance, please provide as much notice as possible that you desire the above services or if you desire to hire FASTER Staff for additional services. We require a purchase order confirming engagement prior to engagement.

Once you provide a PO, FASTER will schedule the work with our staff. Depending on other customer work, we may need a week or several weeks lead-time prior to FASTER Staff beginning work.