



## Appendix to Attachment C: Oracle NetSuite for Government SaaS Pricing

We propose our SaaS delivery model in which Oracle is the cloud provider, developing, and maintaining the cloud application software, providing automatic software updates, and making the software available via a current internet browser on a subscription basis. Oracle manages all the hardware and traditional software, including middleware, application software, and security. As such, software maintenance is included in the SaaS subscription. NetSuite for Government SaaS pricing offer is one 5-year term and an optional 5-year renewal term, with the annual amounts listed below. Net fees are billed quarterly in arrears.

Fee Description	Net Fee
Initial Term Year 1	\$80,371
Initial Term Year 2	\$80,371
Initial Term Year 3	\$80,371
Initial Term Year 4	\$80,371
Initial Term Year 5	\$80,371
Renewal Term Year 1*	\$93,261
Renewal Term Year 2*	\$93,261
Renewal Term Year 3*	\$93,261
Renewal Term Year 4*	\$93,261
Renewal Term Year 5*	\$93,261
<b>SaaS Fee Total:</b>	<b>\$868,162</b>

\*You will have an option to renew the same services listed above at the same usage limits for one (1) additional 60-month renewal period.

The fees above are for the following SaaS products.

Product Name	Qty	Metric
Oracle NetSuite for Government Cloud Service, Standard Edition	1	Hosted Environment
Oracle NetSuite for Government Cloud Service, Additional General User	44	Hosted Named User
Oracle NetSuite for Government Cloud Service, Enterprise Performance Management Premium, Additional User	14	Hosted Named User

Oracle NetSuite for Government Cloud Service, Additional Self Service Users	10	5 Employees
Oracle NetSuite for Government Cloud Service, Bill Capture	1	Each
Oracle NetSuite for Government Cloud Service, Sandbox Environment	1	Each

Oracle Consulting estimates fees for services are described in the following budgetary estimate, using a typical staffing mix:

**Indicative level of Fees: \$363,000 - \$505,000**

\*This budgetary estimate does not include travel expenses, taxes, or mobility costs if applicable. Based on a mix of on-site and remote services, an additional amount of approximately 10% of the total fees for services may be reasonable for you to budget for expenses.

Budgetary estimates can vary considerably. The estimate provided above is subject to revision based upon fluctuations in scope, timeframes, resources, etc.

Travel and living expenses are billed as incurred on an actual basis.

Please see the following pages *Oracle NetSuite for Government: Professional Services Budgetary Estimate for City of Superior*.



# Oracle NetSuite for Government: Professional Services Budgetary Estimate

City of Superior

March 2025

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Oracle Local Government Global Industry Unit



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# Services Scope

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# Assumed Services Scope

This budgetary estimate is based on the following assumed scope of consulting services to implement the following modules:

## Finance

- Fund Accounting
- Projects & Grants
- Procurement
- Purchase Orders
- Accounts Receivable
- Fixed Assets
- Banking Positive Pay
- Banking Reconciliation
- OCR Bill Capture
- P-Cards

### Data Conversion

- Up to five (5) fiscal years of GL/Journal data, and up to five (5) fiscal years of transactional data

### Integration

- Up to fourteen (14) automated flat file integrations
- Up to one (1) API integration

### User Enablement

- Up to fifty-six (56) hours of Train-the-Trainer training delivered remotely in two (2) to four (4) hour functional and technical training sessions

### Post Go-Live Assistance

- Up to twelve (12) person days of post Go-Live training and assistance delivered remotely within thirty (30) days of Go-Live

## Human Resources

- Not included in this estimate; functionality can be implemented for an additional cost.

## Enterprise Performance Management (“EPM”)

### User Enablement

- Up to two (2) hours of Train-the-Trainer training delivered remotely in two (2)-hour functional training sessions

### Post Go-Live Assistance

- Up to one (1) person day of post Go-Live training and assistance delivered remotely within thirty (30) days of Go-Live



# Financial Estimate

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# Implementation Services Financial Estimate

Oracle Local Government estimates that fees for services as described in this budgetary estimate, using a typical staffing mix, would require the following:

\$363,000 –  
\$505,000 USD\*

**This estimate is  
based upon**

- Oracle's understanding of Your Project requirements
- Proposed Scope and approach
- Level of effort estimated
- Assumes contracting on a Fixed Price basis
- Travel and living expenses are billed as incurred on an actual basis

*\*This budgetary estimate **does not include travel expenses**, taxes or mobility costs if applicable. Based on a mix of on-site and remote services, an additional amount of approximately 10% of the total fees for services may be reasonable for you to budget for expenses.*

**Budgetary estimates can vary considerably:** The estimate provided above is subject to revision based upon fluctuations in scope, timeframes, and resources.





## Financial Breakdown by Service Type

The level of effort necessary for implementation may vary depending on the scope of the project. The following is a breakdown of the services contained in the estimate which are based on the information provided in the solicitation. Oracle's level of effort is variable, depending on your ability to reduce go-live scope around data conversion and/or integration.

Foundation Services are inclusive of Project Management, Provisioning, Configuration, Development, Testing, Training (User Enablement), and Post Go-Live Assistance. Data Conversion and Integration can be optional, based on your requirements.

**51%**

Foundation Services

**16%**

Data Conversion\*

**33%**

Integration\*

\* Estimates are subject to assumptions as specified in this Budgetary Estimate and/or complexity levels associated to optional services. Please review Integration & Data Conversion Complexity Definitions in Appendix 2.



# Assumptions, Cooperation, and Exclusions

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# Assumptions, Cooperation, and Exclusions

This budgetary estimate is based on the limited information provided by You. Sufficient discovery will be required in order to validate and refine this estimate. Many factors will affect the ultimate cost of the project, and while we have documented what we believe to be the most important ones, not all of our estimating assumptions, your responsibilities, or exclusions are detailed below. Some unstated might have a significant impact on the required investment.

Key Assumptions	Your Cooperation	Exclusions
<div><div>1. A person day is defined as one (1) resource working up to eight (8) hours.</div><div>2. A legal entity is defined as a unique federally recognized agency with a unique entity identifier (an “FID”).</div><div>3. Effort exceeding the Services explicitly described on Slide 4 “Assumed Services Scope,” modifications to “Key Assumptions,” or adjustments to “Your Cooperation” may result in additional fees.</div><div>4. The implementation methodology for the Services is the Oracle True Cloud Method (“TCM”).</div><div>5. Standard functionality is defined as the functionality described in applicable documentation, for the NetSuite for Government application, provided by Oracle.</div><div>6. Hosted environment is defined as the combination of systems and supporting resources to which Oracle grants You access as part of the Services ordered by You, that are (i) configured for the Oracle Programs operating on it and for specific uses as part of the Services, and (ii) used by Oracle to perform the Services. The hosted environment consists of the production environment, and any non-production environment(s), as referenced in the applicable ordering document and Services policies.</div><div>7. The NetSuite for Government standard chart of accounts segmentation structure will be used as a default segmentation with localization as required.</div><div>8. Estimate assumes configuration for up to one (1) legal entity, and up to one (1) legacy third-party software provider.</div><div>9. Except to the extent expressly stated in the Description of Services section of this document, the use of the terms "integrate" and "integration" throughout this document is not intended to mean that Oracle will ensure (i) the physical or functional integration of Oracle products with external legacy systems, third party products and/or other software applications; (ii) the functioning of Oracle products as a coordinated whole with such external legacy systems, third party products and/or other software applications; or (iii) any non-standard integration between Oracle products. Rather, the terms are used to refer to the overall concept of data exchange between the Oracle products and other systems, products or applications identified in this document and may include interfacing and/or other methods of integration or interoperation as described in the Description of Services section of this document.</div></div>		



# Assumptions, Cooperation, and Exclusions

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Key Assumptions	Your Cooperation	Exclusions
<p><b>Data Conversion Assumptions:</b></p> <ol style="list-style-type: none"><li>1. Data migration is limited to the assistance described on Slide 4.</li><li>2. Data provided by Your organization will be validated by the Oracle Local Government implementation team before being loaded into NetSuite for Government. However, any discrepancies or inconsistencies will be returned to You for correction or clarification, up to three (3) revisions. It is recommended that data validation occur prior to submission of the finalized dataset for loading.</li><li>3. The amount of time required to import legacy transactions and associated detail is determined by Your ability to provide reconciled data in the format requested. Delays may impact key implementation dates, including Go-Live.</li><li>4. A finalized dataset for finance is defined as up to one (1) years' worth of historical data containing the required information that You wish to migrate, as validated by Your project team. Modifying the structure of the data can cause delays in the migration process and/or inconsistencies in the final result. This dataset should have all relevant details comprising the debits and credits against each accounting segment that impacts the general ledger. All transaction lines should be rounded to two (2) decimal places while maintaining balanced debits and credits and aligning with balances for each fiscal year. All transaction detail records (e.g. vendor bills, checks, accounts receivable invoices, cash receipts, etc.) must include an associating reference to the general ledger impacting transaction as well its relationship with other detail transactions such as bills-to-purchase orders or checks-to-bills. Subledger transactions details (i.e., subledger project transaction details) should be free of conflicts from their associated general ledger impact transaction.</li></ol> <p><b>Enterprise Performance Management Assumptions:</b></p> <ol style="list-style-type: none"><li>1. Prior to the commencement of the EPM implementation, the NetSuite for Government production instance must be established as follows:<ol style="list-style-type: none"><li>a. Chart of Accounts is finalized;</li><li>b. Segments are finalized and populated with members;</li><li>c. Custom Segments are finalized and populated with members;</li><li>d. Transactional or historical data is loaded; and</li><li>e. Any additional information, segmentation, etc. that You will need for EPM is finalized and loaded.</li></ol></li></ol>		



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Key Assumptions	Your Cooperation	Exclusions
<div><div>1. Prior to the commencement of Services, designate and identify a project sponsor and a project manager that will be responsible for coordinating Your participation in this project and provide on-going support for Your implementation of NetSuite for Government. Responsibilities include but are not limited to:<div><div>a. Providing user feedback during configuration and validation</div><div>b. Being available as needed during the project to answer Oracle’s questions and provide business decisions</div><div>c. Providing on-going support to internal users following performance of the Services.</div></div></div></div> <div>2. Enable administrator access to allow provisioning of Your Oracle NetSuite for Government environment prior to the commencement of Services.</div> <div>3. Modify your processes as necessary to allow NetSuite for Government to work optimally for your organization.</div> <div>4. Ensure that Your technical and functional resources have the necessary internal process knowledge and are empowered to make decisions.</div> <div>5. Ensure that Your team members are dedicated to completing their tasks related to these Services.</div> <div>6. Be responsible for planning, executing, and managing all aspects of end-to-end and final reviews, including customizing the Oracle provided templates to prepare and execute test cases and plans and reviewing test results.</div> <div>7. You will accept Oracle NetSuite for Government release upgrades.</div> <div>8. You will not film or record Oracle’s delivery of Services, Oracle resources, or any Oracle materials.</div> <div>9. Make Your existing procedure and business process documentation available to Oracle at least two (2) weeks prior to the Configuration Workshop.</div> <div>10. Notify Oracle within two (2) business days regarding any inaccuracies or incomplete information in project documentation provided by Oracle to You.</div> <div>11. Ensure that Your designated Learning Cloud Support passholder training attendee(s) are completing any implementation training courses assigned to them by the Oracle team in the timeline specified as mutually agreed by You and received from the Oracle at the start of the implementation.</div> <div>12. Develop any necessary end-user documentation, including, but not limited to, documenting specific business practices, data examples and organization/end-user specific policies and procedures.</div> <div>13. Manage the post-production maintenance and support of Your Oracle NetSuite for Government hosted environment.</div>		



# Assumptions, Cooperation, and Exclusions

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Key Assumptions	Your Cooperation	Exclusions
<p><b>EPM Cooperation:</b></p> <ol style="list-style-type: none"><li>1. Make the position data from Your third-party payroll system available to Oracle within two (2) weeks of the business process review session.</li><li>2. Be responsible for ensuring that common, consistent EPM processes exist across Your organization.</li><li>3. Be responsible for performing a production refresh of the NetSuite for Government test environment at the EPM kick-off.</li><li>4. Be responsible for client-led data load validation for actual trial balances in the EPM instance to NetSuite for Government saved search results at the G/L journal entry level.</li></ol> <p><b>Integration Cooperation:</b></p> <ol style="list-style-type: none"><li>1. For each third-party integration you must provide integration specifications, third-party requirements, and have a live operating environment in place at least six (6) months prior to the planned Go-Live date of this implementation. .</li><li>2. Implement and maintain the production and consumption of the file-based interfaces with Your existing systems.</li></ol> <p><b>Data Conversion Cooperation:</b></p> <ol style="list-style-type: none"><li>1. Be responsible for extracting the data from Your legacy system(s), providing it in the format specified by Oracle, and providing the Oracle team will all necessary context related to establishing the data migration process.</li><li>2. Audit your data for data migration, including historical years up through the current fiscal year.</li><li>3. Financial data to be migrated must include the following:<ol style="list-style-type: none"><li>a. Balances of fully qualified accounts (e.g., Fund-Dept-Obj, and other segments);</li><li>b. All general ledger impacting transactions (trial balance details), summed and compared by each fully qualified account to the provided balances; no transactions are omitted.</li><li>c. Transaction details such as purchase orders, bills, invoices, credits, voids, adjustments, payments, checks, wires, etc. must identify which general ledger impacting transaction it is associated with. The values of these details are compared to the general ledger impacting transaction totals to validate that no details are omitted.</li></ol></li><li>4. Validate the final list data and transactional data within two (2) weeks from data upload.</li></ol>		





# Assumptions, Cooperation, and Exclusions

This budgetary estimate is based on the limited information provided by You. Sufficient discovery will be required in order to validate and refine this estimate. Many factors will affect the ultimate cost of the project, and while we have documented what we believe to be the most important ones, not all of our estimating assumptions, your responsibilities, or exclusions are detailed below. Some unstated might have a significant impact on the required investment.

Key Assumptions	Your Cooperation	Exclusions
<p>The following, among other items not set forth herein and without limitation, are not included within the scope of, or estimated fees for, the Services to be performed under this order:</p> <ol style="list-style-type: none"><li>1. Testing beyond the validation review sessions included in the standard work plan.</li><li>2. Customizations to Oracle NetSuite for Government other than Local Government Extensions.</li><li>3. Oracle Cloud subscription services.</li><li>4. Languages other than U.S. English.</li><li>5. Integrations or data conversions beyond what is explicitly described in the Assumed Services Scope on Slide 4.</li><li>6. Cloud middleware, database, operating system, and other hardware activities.</li><li>7. Oracle transactional business intelligence training.</li><li>8. Complex business processing or orchestration related to integrations.</li><li>9. Transformations or data mapping of elements.</li><li>10. Creation of Capital Improvement Program Budget, Budget Book, or Personnel Budget.</li><li>11. Additional workforce structures for future use, expansion, or acquisitions.</li><li>12. Extensions, customizations, or custom reports.</li><li>13. Localizations other than those made to the chart of accounts structure.</li><li>14. Post-production Services exceeding the Assumed Services Scope described on Slide 4.</li><li>15. Performance testing, tuning, or any management of performance.</li><li>16. Any kind of data cleansing activities.</li><li>17. Anything not expressly listed in the Description of Services.</li></ol>		



# Disclaimers

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# This Budgetary Estimate is not a Proposal

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We are very pleased to have this opportunity to provide input to your planning process.

Please understand however that this document is not an offer or contract to perform services. It is a budgetary estimate only, provided to help you understand the level of investment that might be needed for services like those you are considering.

Estimates provided in this budgetary estimate are based on preliminary estimate of effort to be performed by a typical mix of Oracle resources, are based on Oracle standard pricing currently in effect as of the date of this document, and assume standard Oracle contract terms and conditions. The estimates are based on Oracle's current understanding of the scope of services and complexity, the above assumptions and expected cooperation from You, and assumptions Oracle has made including how your company will share in the services to be performed.

Many factors may affect the total amount that you pay for the services. Fees typically increase as items are added to the scope, whereas controlling and limiting the scope can help contain fees.



## **Confidentiality and Segmentation**

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The information contained in this budgetary estimate is Oracle proprietary and confidential information. You agree that the information in this budgetary estimate shall not be disclosed to any third party, and shall not be duplicated, used, or disclosed for any purpose other than to evaluate this budgetary estimate.

This budgetary estimate is not an offer and is intended for information purposes only which is separate from, and not related with, any Oracle product or services offer.

## **RFP Response**

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The scope of services and responsibilities assumed by Oracle for this budgetary estimate are limited to those described in this budgetary estimate.

Any specific customer requirements included in the RFP any Oracle compliance responses, and any other statements or information provided by Oracle in the RFP response outside of this budgetary estimate do not alter, extend or otherwise amend the scope of services and responsibilities described in this budgetary estimate.



# Next Steps

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# Next Steps

## YOUR ORACLE CONTACT

**Matt Sorrell**

Oracle Industries Oracle Local Government,  
Application Sales Representative  
[matt.sorrell@oracle.com](mailto:matt.sorrell@oracle.com)

- 1 Prepare contract & finalize terms and conditions
- 2 Sign agreement and provide purchase order
- 3 Schedule start date



# Appendix 1

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## True Cloud Method



# True Cloud Method

Oracle True Cloud Method is Oracle's method used when implementing Cloud solutions. It is focused on customer success:

*TCM is a **collaborative approach** to deliver **business outcomes**, building quality solutions based on Oracle's recommended **best practices** and on guiding the customer through to **adoption and ownership** of the Cloud solution.*

# True Cloud Method

What's in TCM?



## Concepts & Frameworks

The method contains a number of frameworks and concepts that are used to ensure that not only the solution is taken live, but the full business benefit is realized and the solution is adopted and operated well.



## Phases, activities and guides

A structured approach to Cloud delivery. Flexible and adaptable to allow applicability to all customer projects, whether agile or solution-led, and guides to project participants.



## Best practice solutions and blueprints

Pre-built best-practices for specific solutions or architecture blueprints for complex solutions. This allows customers to learn from the best, as well as early solution visualization and informed decision making.



## Accelerators and tools

2000+ assets, including set of tools to support enablement and adoption of the method.

Assets accelerate both sales and project delivery.



# Appendix 2

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## Integration & Data Conversion Complexity Definitions



# Integration Complexity Definitions

## Parameters for build, test, and deploy for flat file integrations

EXTENSIBILITY TYPE	PARAMETERS / EFFORT TYPE	INTEGRATION(S) - MANUAL FLAT FILE	INTEGRATION(S) - AUTOMATED FLAT FILE
<b>Inbound flat file integration</b>	<ul style="list-style-type: none"> <li>Number of record types (e.g., Journal Entries, Pay records, Payments) to be loaded</li> <li>Number of files to process</li> <li>Import process used to perform action</li> <li>File Transfer process               <ul style="list-style-type: none"> <li>Automation of file transfer can be accomplished by a custom script</li> <li>Manually copying a file into the File Cabinet is an option</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Using standard NetSuite for Government tools</li> <li>One (1) record type</li> <li>One (1) file to be imported</li> <li>Manual file copy into the NetSuite for Government File Cabinet</li> <li>Manual process to perform import process</li> <li>May take up to fifteen (15) hours</li> </ul>	<ul style="list-style-type: none"> <li>Automated flat file</li> <li>Multiple record types</li> <li>One (1) to many files to be imported</li> <li>Automated file processing using SFTP methods</li> <li>Scheduled or scripted process to import data</li> <li>May take forty (40) hours or more</li> </ul>
<b>Outbound flat file integration</b>	<ul style="list-style-type: none"> <li>Number of record types (e.g., Journal Entries, Pay records, Payments) to be loaded</li> <li>Number of files to process</li> <li>Import process used to perform action</li> <li>File Transfer process               <ul style="list-style-type: none"> <li>Automation of file transfer can be accomplished by a custom script</li> <li>Manually copying a file into the File Cabinet is an option</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Standard NetSuite for Government Tools</li> <li>One (1) record type</li> <li>One (1) file to be exported</li> <li>Manual process to run report of data to be exported into the NetSuite for Government File Cabinet</li> <li>Manual process to perform export process</li> <li>May take up to fifteen (15) hours</li> </ul>	<ul style="list-style-type: none"> <li>Automated flat file</li> <li>Multiple record types</li> <li>One (1) to many file to be exported</li> <li>Manual or automated process to create flat file to be exported</li> <li>Scheduled or scripted process to export data</li> <li>May take forty (40) hours or more</li> </ul>

## Parameters for build, test, and deploy for Application Programming Interface (“API”) integrations:

EXTENSIBILITY TYPE	PARAMETERS/ EFFORT TYPE	MODERATE
<b>Inbound Integration (Representational State Transfer (“REST”) API)</b>	<ul style="list-style-type: none"> <li>REST operations</li> <li>Number of entities</li> <li>REST API call is third-party responsibility for point-to- point Integrations</li> <li>For Oracle NetSuite for Government integrations, REST API calls are Oracle’s responsibility</li> </ul>	<ul style="list-style-type: none"> <li>GET and POST HTTPS work structure</li> <li>Up to seven (7) entities</li> <li>Postman collection creation</li> <li>Third-party API call setup</li> <li>May take up to one hundred twenty (120) hours</li> </ul>



# Data Conversion Complexity Definitions

## Parameters for Simple/Moderate/Complex Data Conversion for Finance Transactional Data

EXTENSIBILITY TYPE	PARAMETERS/ EFFORT TYPE	SIMPLE	MODERATE	COMPLEX
Data Conversion	<ul style="list-style-type: none"><li>• Number of record types selected for data migration</li><li>• Number of historical years to be migrated</li></ul>	<ul style="list-style-type: none"><li>• Journal Entries</li><li>• Current/in-progress fiscal year transactional data</li><li>• May take one hundred sixty-five (165) hours or more</li></ul>	<ul style="list-style-type: none"><li>• Journal Entries for the current/in-progress fiscal year</li><li>• Accounts Receivable or Accounts Payable for current/in-progress fiscal year</li><li>• May take one hundred ninety-three (193) hours or more</li></ul>	<ul style="list-style-type: none"><li>• Additional record types</li><li>• Additional historical years per module</li><li>• May take two hundred ninety-two (292) hours or more</li></ul>



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