

# Attachment B – Pricing Proposal

Our secure software solution will provide Livingston County with integrated features that streamline your billing processes, enhance data accuracy, and improve overall efficiency – all at a sustainable cost. Our completed Pricing Proposal is included in the following pages.

*Billing*

## Completed Attachment B Form

Please see the following pages for our completed pricing proposal using the RFP's ATTACHMENT B forms.

**Note:** We have modeled our pricing based on up to 30,000 claims and provided both on-prem and cloud/hosted solution options for your consideration.



**EMS Billing Software Pricing Proposal  
ATTACHMENT B**

**Please complete either Option 1 or Option 2.**

VENDOR NAME: ESO Solutions, Inc. (ESO)

**OPTION 1 – ON-PREMISE**

Please complete this pricing sheet and return with your submittal. Include pricing for other available options that are not specifically itemized in the area provided.

VENDOR NAME: ESO Solutions, Inc. (ESO)

<b>Description</b>	<b>Price (based on up to 30,000 claims)</b>
Cost of application (On-Premise)	\$ N/A
# of licenses needed (for bid purposes)	15 (ESO offers unlimited licenses)
Training costs if not included in base price	\$ 4,975 (five days, remote)
Annual Maintenance/Support for 1 <sup>st</sup> year	\$ 184,604
<b>Total Cost for Software</b>	<b>\$ 189,579</b>
<b>Options</b>	
Costs for On-Premise solution	\$ Included
Recurring costs for annual support/maintenance	\$ 184,604
Hardware solution and cost	\$ N/A
<i>List other available options here</i>	
Clearinghouse integration*	Included
Solutions Group integration*	Included
Professional services hourly rates	\$ 250 / hour
Assist with database setup/installation:	\$ Included

\*ESO includes the integration only; direct costs from Clearinghouse and/or Solutions Group are borne by Livingston County.

Data conversion from existing database (if applicable)	\$ Included (reference data only)
Costs for customized reports/letters if not included	\$
Costs for customized exports if not included	\$
Volume discounts on licensing (provide details)	\$

**EMS Billing Software Pricing Proposal  
ATTACHMENT B**

Please complete either Option 1 or Option 2.

VENDOR NAME: **ESO Solutions, Inc. (ESO)**

**OPTION 2 – HOSTED SOLUTION**

Please complete this pricing sheet and return with your submittal. Include pricing for other available options that are not specifically itemized in the area provided.

VENDOR NAME: **ESO Solutions, Inc. (ESO)**

<b>Description</b>	<b>Price (based on up to 30,000 claims)</b>
Cost of application (Hosted Solution)	\$ N/A
# of licenses needed (for bid purposes)	15 (ESO offers unlimited licenses)
Training costs if not included in base price	\$ 4,975 (five days, remote)
Annual Maintenance/Support for 1 <sup>st</sup> year	\$ 60,665
<b>Total Cost for Software</b>	<b>\$ 65,640</b>
<b>Options</b>	
Costs for Hosted Solution	\$ Included
Recurring costs for annual support/maintenance	\$ 60,665
<i>List other available options here</i>	
<b>Clearinghouse integration*</b>	Included
<b>Solutions Group integration*</b>	Included
Professional services hourly rates	\$ 250 / hour
Assist with database setup/installation:	\$ Included
Data conversion from existing database (if applicable)	\$ Included (reference data only)

\*ESO includes the integration only; direct costs from Clearinghouse and/or Solutions Group are borne by Livingston County.

Costs for customized reports/letters if not included	\$
Costs for customized exports if not included	\$
Volume discounts on licensing (provide details)	\$