



Representative Dynamics Price Proposal, Discrete Manufacturing

Dynamics: 20 Users	GP & SL BE w/ISV	GP & NAV Adv. Mngt.
• Foundation Pack: w/1 User	\$2,250	\$3,980
• Add 19 Full Access Users	30,275	68,020
• ISV Production Modules	7,500	Inc.
• SQL Server	<u>3,800</u>	<u>3,800</u>
Software Sub-Total	\$48,825	\$75,800
Implementation Estimate		
• Setup & FinApps @ 60 Hours	~\$10,500	~\$10,500
• Distribution @ 80 Hours	~14,000	~14,000
• Operations @ 120 – 180 Hours	~21,000	~31,500
• Reports @ 24 Hours	~4,200	~4,200
• Data Conversion	<u>TBD</u>	<u>TBD</u>
Total Implementation Estimate	\$49,700	\$60,200
Software & Implementation Total	\$98,525	\$136,000
Annual Software Service Plan	~\$7,800	~\$12,120
Total	\$106,325	\$148,120

Notes:

- GP & SL with ISV is based upon Dynamics Business Essentials (BE), whereas GP/NAV is based upon Advanced Management (AM) module packaging.
- Advanced Management software provides more software modules (which may or may not be required). See BE to AM comparison list for complete details. Base BE includes:
 - Financials: GL, AP, AR, Bank Rec., FA
 - Distribution: SOP, POP, Inventory
 - ATP, Automated Processes, Multi-Site, Item Cross Reference
 - Operations: Work Order, BOM, Routing, MRP
- Features not included, but available (contact ASC for prices):
 - CRP, MPS, Engineering Change, Time Clock, Payroll/HR
 - Process Modules, i.e. formula management
 - Barcoding, Manifesting and EDI (See Distribution quote.)
- Full Access users are available from ISV's, and are included above.
- NAV implementations often include customer requested customizations. This increases implementation fees.
- Dynamics AX is approximately 20% more expensive, overall.
- Data Conversion for Items, Customer, Vendors, and GL = ~\$4K. Open data and Historical data require additional quote.
- Implementation fees do not include customized processes or business process reengineering.
- Annual Software Service Plan @ 16%.