

**TOTAL COST OF OWNERSHIP (TCO)**

The form is dedicated to the Tenderer's response to the financial offer requirements as described in Annex no. 5 (Requirements) of The Specifications, being intended to describe the components of the Total Cost of Ownership (TCO). The form is structured as follows:

**Table 1: TCO summary** – [the table that aggregates the cost components, detailed in the other tables below in this form, including for a period of 5 years after the warranty period (one-time and recurring costs).]

Note: This table will be completed by the Tenderer separately for each lot and the indicated amounts will be without VAT

**Total cost of ownership (TCO)**

| No                              | Name  | Period under contract               | Year 2           | Year 3           | Year 4           | Year 5           | Year 6           | TOTAL, without VAT (EUR) |
|---------------------------------|---|-------------------------------------|------------------|------------------|------------------|------------------|------------------|--------------------------|
| 1                               | Licenses for the offered IT solution * (including one year of manufacturer support) <sup>1</sup>  | € 390,639                           | n/a              | n/a              | n/a              | n/a              | n/a              | € 390,639                |
| 2                               | Standard support from the manufacturer for offered software licenses, after the first year of warranty period** <sup>2</sup>  | n/a                                 | € 52,077         | € 52,077         | € 52,077         | € 52,077         | € 52,077         | € 260,385                |
| 3                               | Complementary licenses required to run the offered IT solution (including one year of support)  | € 75,600                            | n/a              | n/a              | n/a              | n/a              | n/a              | € 75,600                 |
| 4                               | Support for complementary licenses required to run the offered IT solution after the first year of warranty**   | n/a                                 | n/a              | n/a              | n/a              | n/a              | n/a              | n/a                      |
| 5                               | Implementation services of the IT solution  | € 279,000                           | n/a              | n/a              | n/a              | n/a              | n/a              | € 279,000                |
| 6                               | Training services <sup>3</sup>  | Included in implementation services | n/a              | n/a              | n/a              | n/a              | n/a              | n/a                      |
| 7                               | Warranty services related to implementation services of the offered software solution   | € 59,000                            | n/a              | n/a              | n/a              | n/a              | n/a              | € 59,000                 |
| 8                               | Services for additional developments and change requests during the implementation and warranty period (Lot I – 2000 man-hours; Lot II – 1000 man-hours) <sup>4</sup> | € 90,000                            | n/a              | n/a              | n/a              | n/a              | n/a              | € 90,000                 |
| 9                               | Post-warranty services for implementation services, after expiry of warranty period   | n/a                                 | € 55,000         | € 55,000         | € 50,000         | € 50,000         | € 50,000         | € 260,000                |
| 10                              | Development services based on change requests, estimated at 1000 man-hours after the warranty period  | n/a                                 | n/a              | n/a              | n/a              | n/a              | n/a              | n/a                      |
| <b>TOTAL COSTS, without VAT</b> |   | <b>€ 894,239</b>                    | <b>€ 107,077</b> | <b>€ 107,077</b> | <b>€ 102,077</b> | <b>€ 102,077</b> | <b>€ 102,077</b> | <b>€ 1,414,624</b>       |

<sup>1</sup> The amount includes perpetual Microsoft Dynamics 365 and a-Finteg licenses, together with the corresponding manufacturer support (BREP) applicable during the implementation period (maximum 18 months) and the warranty period (12 months). Manufacturer support fees applicable after the warranty period are presented separately under Item No. 2.

<sup>2</sup> The annual support amount includes manufacturer support (BREP) for both Microsoft Dynamics 365 and a-Finteg licenses and is applicable from Year 2 onwards, following the expiry of the warranty period

<sup>3</sup> The cost of training services is included in the implementation services.

<sup>4</sup> The Change Request allocation includes a provision for potential on-site implementation activities and accommodation in accordance with Annex 3, Table 3.

\* *The licences offered must be perpetual licences.*

\*\* *If the Tenderer is unable to specify the cost of the support offered by the manufacturer at the time of submission of the tender, he shall indicate the cost/percentage value to be applied annually for the next 5 years to the list cost of the licenses offered by the Manufacturer.*

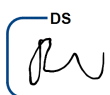
|   |                    |             |
|---|--------------------|-------------|
| <b>TOTAL, without VAT, of which (total amount and % rate - 6 years):</b>            | <b>€ 1,414,624</b> | <b>100%</b> |
| - Licenses for the offered IT solution (r1+2)                                       | € 726,624          | 51.37%      |
| - Complementary licenses required to run the offered IT solution (r3+4)             | 0.00               | 0%          |
| - Implementation, training and warranty services (r5)+(r6)+(r7)+(r8)                | € 428,000          | 30.25%      |
| - Post-warranty services and development during the post-warranty period (r9)+(r10) | € 260,000          | 18.38%      |

**Table 2: Licenses for the offered software solution**

*[All licenses delivered will include in their cost one year of support and maintenance]*

**Note: The Tenderer must present the cost of the licenses related to the solution in a licensing agreement model, which provides the applicable price for a license offered in this tender. When changing the number of licenses, caused by changes in the NBM activity (+/-10% of the licenses), the same unit price will be applied for new users (if the number increases) and remaining users (if the number decreases). The licensing agreement will be valid for the entire period indicated in the TCO (the 6-year period after the final acceptance of the solution). All amounts will be indicated in EUR, excluding VAT.**

| Goods  | Q-ty | Period    | Price per unit | License price | Support and maintenance |          | Discount for licenses |      | Discount for support and maintenance |      | TOTAL LICENCES (EUR) | TOTAL SUPPORT AND MAINTENANCE (EUR) |
|--|------|-----------|----------------|---------------|-------------------------|----------|-----------------------|------|--------------------------------------|------|----------------------|-------------------------------------|
|  |      |           |                |               | %                       | EUR      | %                     | EUR  | %                                    | EUR  |                      |                                     |
| <b>1. Licenses for software solution*</b>      |      |           |                |               |                         |          |                       |      |                                      |      |                      |                                     |
| <b>Licenses for the production environment</b> |      |           |                |               |                         |          |                       |      |                                      |      |                      |                                     |
| Microsoft Dynamics 365 Finance Full User       | 30   | Perpetual | € 4,346        | € 130,380     | 20%                     | € 26,076 | 0%                    | 0.00 | 0%                                   | 0.00 | € 130,380            | € 26,076                            |
| Microsoft Dynamics 365 Activity User           | 7    | Perpetual | € 984          | € 6,888       | 20%                     | € 1,378  | 0%                    | 0.00 | 0%                                   | 0.00 | € 6,888              | € 1,378                             |
| Microsoft Dynamics 365 Team Member             | 20   | Perpetual | € 155.80       | € 3,116       | 20%                     | € 623    | 0%                    | 0.00 | 0%                                   | 0.00 | € 3,116              | € 623                               |
| <b>Licenses for the testing environment</b>    | N/A  | N/A       | N/A            | N/A           | N/A                     | N/A      | N/A                   | N/A  | N/A                                  | N/A  | N/A                  | N/A                                 |



|   |     |           |           |                |     |               |     |             |     |             |                |               |
|---|-----|-----------|-----------|----------------|-----|---------------|-----|-------------|-----|-------------|----------------|---------------|
| <b>a-Finteg Integration Framework</b>       | 1   | Perpetual | € 120,000 | € 120,000      | 20% | € 24,000      | n/a | n/a         | n/a | n/a         | € 120,000      | € 24,000      |
| ...   |     |           |           |                |     |               |     |             |     |             |                |               |
| <b>Licenses for the back-up environment</b> | N/A | N/A       | N/A       | N/A            | N/A | N/A           | N/A | N/A         | N/A | N/A         | N/A            | N/A           |
| ....  |     |           |           |                |     |               |     |             |     |             |                |               |
| <b>TOTAL</b>                                |     |           |           | <b>260,384</b> |     | <b>52,077</b> |     | <b>0.00</b> |     | <b>0.00</b> | <b>260,384</b> | <b>52,077</b> |

\* The licences offered must be perpetual licences..

**Table 3: Complementary licenses required to run the offered IT solution**

[The Tenderer will include in the tender price all the costs of the licenses necessary to run the offered IT solution, except for the licenses necessary for the operating systems. All amounts will be indicated in EUR, excluding VAT.]

| Specifying the name, type, purpose of the complementary license | Q-ty | Period    | Price per unit                                    | License price  | Support and maintenance |     | Discount for licenses |     | Discount for support and maintenance |     | TOTAL LICENCES (EUR) | TOTAL SUPPORT AND MAINTENANCE (EUR) |
|---|------|-----------|---|--|-------------------------|-----|-----------------------|-----|--------------------------------------|-----|----------------------|-------------------------------------|
|   |      |           |   |  | %                       | EUR | %                     | EUR | %                                    | EUR |                      |                                     |
| <b>Complementary licenses required to run the IT solution*</b>  |      |           |   |  |                         |     |                       |     |                                      |     |                      |                                     |
| E.g. Application Server Licenses                                | n/a  | n/a       | In case of applying licensing per CPU / user etc. | In case of applying another licensing model, the licensing conditions will be additionally described | n/a                     | n/a | n/a                   | n/a | n/a                                  | n/a | n/a                  | n/a                                 |
| E.g. Application Server Licenses                                | n/a  | n/a       | In case of applying licensing per CPU / user etc. | In case of applying another licensing model, the licensing conditions will be additionally described | n/a                     | n/a | n/a                   | n/a | n/a                                  | n/a | n/a                  | n/a                                 |
| <b>Microsoft SQL Server 2022 Standard 2-Core Pack</b>           | 18   | Perpetual | € 4,200   | € 75,600   | n/a                     | n/a | n/a                   | n/a | n/a                                  | n/a | € 75,600             | n/a                                 |

|   |           |                  |                |          |     |     |     |     |     |     |                 |     |
|---|-----------|------------------|----------------|----------|-----|-----|-----|-----|-----|-----|-----------------|-----|
| ...   |           |                  |                |          |     |     |     |     |     |     |                 |     |
| <b>Licenses for development and testing environment</b> | n/a       | n/a              | n/a            | n/a      | n/a | n/a | n/a | n/a | n/a | n/a | n/a             | n/a |
| ....  |           |                  |                |          |     |     |     |     |     |     |                 |     |
| <b>Licenses for the back-up environment</b>             | n/a       | n/a              | n/a            | n/a      | n/a | n/a | n/a | n/a | n/a | n/a | n/a             | n/a |
| ....  |           |                  |                |          |     |     |     |     |     |     |                 |     |
| <b>TOTAL</b>  | <b>18</b> | <b>Perpetual</b> | <b>€ 4,200</b> | € 75,600 | n/a | n/a | n/a | n/a | n/a | n/a | <b>€ 75,600</b> | n/a |

\* All licenses delivered will include in their cost one year of support and maintenance.

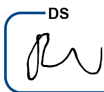
**Table 4: Implementation services and warranty services (for 12 months)**  
 All amounts will be indicated in EUR, excluding VAT.

| Type of service   | % in total services | Cost, EUR                                  |
|---|---------------------|--|
| <b>I. Implementation services</b>   |                     |  |
| Finance Management  | 27.34%              | <b>€ 117,000</b>                           |
| Supply Chain Management   | 23.13%              | <b>€ 99,000</b>                            |
| Integration – Core system and H2H, mentioned in the RFP   | 14.72%              | <b>€ 63,000</b>                            |
|   |                     |  |
| <b>II. Training services</b>  |                     | <b>Included in Implementation services</b> |
| ...   | %                   |  |
| <b>III. Warranty services (12 months))</b>  |                     |  |
| Warranty services (maintenance and support)   | 13.79%              | <b>€ 59,000</b>                            |
| <b>IV. Services for additional developments and change requests during the implementation and warranty period</b>   |                     |  |
| Lot I – 2000 man-hours  | %                   | N/A  |
| Lot II – Additional hours for CR's- 1000 (The Change Request allocation includes a provision for potential on-site implementation activities and accommodation in accordance with Annex 3, Table 3) | 21.02%              | <b>€ 90,000</b>                            |
|   | <b>Total</b>        | <b>€ 428,000</b>                           |

**Table 5: Requirements for infrastructure specifications** [Infrastructure specifications will be indicated for each lot separately. All amounts will be indicated in EUR, excluding VAT]

| The component   | Recommended   | Suggested quantity                                     |
|---|---|--|
| Name and description of the required infrastructure component | Recommended model for the component, recommended features | Suggested quantity for the component (number of units) |
| See below tables for all components required                  |   |  |


| Production Server - Hardware requirements |                            |           |          |                 |                     |
|---|----------------------------|-----------|----------|-----------------|---------------------|
| Node type                                 | Service Fabric Node type   | CPU cores | RAM (GB) | Disk space      | OS                  |
| AOS 1                                     | BatchOnlyAOSNodeType       | 8         | 24       | 120Gb           | Windows Server 2022 |
| AOS 2                                     | BatchOnlyAOSNodeType       | 8         | 24       | 120Gb           | Windows Server 2022 |
| AOS 3                                     | InteractiveOnlyAOSNodeType | 8         | 24       | 120Gb           | Windows Server 2022 |
| AOS 4                                     | InteractiveOnlyAOSNodeType | 8         | 24       | 120Gb           | Windows Server 2022 |
| MR  | MRTYPE                     | 4         | 16       | 120Gb           | Windows Server 2022 |
| MR  | MRTYPE                     | 4         | 16       | 120Gb           | Windows Server 2022 |
| ORCH 1+ File server                       | OrchestratorType           | 4         | 16       | 120Gb +500GB    | Windows Server 2022 |
| ORCH 2                                    | OrchestratorType           | 4         | 16       | 120Gb           | Windows Server 2022 |
| ORCH 3                                    | OrchestratorType           | 4         | 16       | 120Gb           | Windows Server 2022 |
| SSRS                                      | ReportServerType           | 4         | 16       | 120Gb           | Windows Server 2022 |
| SQL                                       |                            | 16        | 32       | 120Gb + 1.15 TB | Windows Server 2022 |
| SQL                                       |                            | 16        | 32       | 120Gb + 1.15 TB | Windows Server 2022 |



| DR Production Server - Hardware requirements |                            |           |          |                 |                     |
|--|----------------------------|-----------|----------|-----------------|---------------------|
| Node type                                    | Service Fabric Node type   | CPU cores | RAM (GB) | Disk space      | OS                  |
| AOS  | BatchOnlyAOSNodeType       | 8         | 24       | 120Gb           | Windows Server 2022 |
| AOS  | InteractiveOnlyAOSNodeType | 8         | 24       | 120Gb           | Windows Server 2022 |
| AOS  | InteractiveOnlyAOSNodeType | 8         | 24       | 120Gb           | Windows Server 2022 |
| MR   | MRTYPE                     | 4         | 16       | 120Gb           | Windows Server 2022 |
| MR   | MRTYPE                     | 4         | 16       | 120Gb           | Windows Server 2022 |
| ORCH + File server                           | OrchestratorType           | 4         | 16       | 120Gb +500GB    | Windows Server 2022 |
| ORCH   | OrchestratorType           | 4         | 16       | 120Gb           | Windows Server 2022 |
| ORCH   | OrchestratorType           | 4         | 16       | 120Gb           | Windows Server 2022 |
| SSRS   | ReportServerType           | 4         | 16       | 120Gb           | Windows Server 2022 |
| SQL  |                            | 16        | 32       | 120Gb + 1.15 TB | Windows Server 2022 |
| SQL  |                            | 16        | 32       | 120Gb + 1.15 TB | Windows Server 2022 |

| UAT Server - Hardware requirements |           |          |              |                     |
|------------------------------------|-----------|----------|--------------|---------------------|
| Node type                          | CPU cores | RAM (GB) | Disk space   | OS                  |
| AD FS                              | 4         | 16       | 120Gb        | Windows Server 2022 |
| AOS                                | 4         | 24       | 120Gb        | Windows Server 2022 |
| AOS                                | 4         | 24       | 120Gb        | Windows Server 2022 |
| MR                                 | 8         | 24       | 120Gb        | Windows Server 2022 |
| ORCH + File server                 | 8         | 24       | 120Gb+500GB  | Windows Server 2022 |
| ORCH                               | 4         | 16       | 120Gb        | Windows Server 2022 |
| ORCH                               | 4         | 16       | 120Gb        | Windows Server 2022 |
| SQL                                | 16        | 32       | 120Gb + 1 TB | Windows Server 2022 |
| SSRS                               | 4         | 16       | 120Gb        | Windows Server 2022 |

**!!!Important:** *If the Tenderer considers it necessary to present its offer in another structure, it will **additionally** present another table with the structure it considers representative. At the same time, the tables presented in Annex no. 3 „Details of the financial tender for implementation services” of „The Specifications” are to be completed in **fully on a mandatory manner**.*

Signed:  DocuSigned by: Peter Weiss Name: Peter Weiss Position: CEO  
578F00AFCE03430...  
Tenderer: a-Solutions Address: Unit No: 2507, Tiffany Towers, JLT, Dubai UAE

