



ANNEX 13

Total Cost of Ownership (TCO)

TOTAL COST OF OWNERSHIP (TCO)

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/MDL/USD)
1	Licenses for the offered IT solution * (including one year of manufacturer support)	€ 242,807.42	n/a	n/a	n/a	n/a	n/a	€ 242,807.42
2	Standard support from the manufacturer for offered software licenses, after the first year of warranty period**	n/a	€ 47,287.74	€ 51,070.76	€ 55,156.42	€ 59,568.93	€ 64,334.45	€ 277,418.31
3	Complementary licenses required to run the offered IT solution (including one year of support)	€ 817,734.30	n/a	n/a	n/a	n/a	n/a	€ 817,734.30
4	Support for complementary licenses required to run the offered IT solution after the first year of warranty**	n/a	€ 157,996.21	€ 170,300.80	€ 183,573.00	€ 197,889.38	€ 213,332.61	€ 923,092.00
5	Implementation services of the IT solution	€ 1,556,887.54	n/a	n/a	n/a	n/a	n/a	€ 1,556,887.54
6	Integration services	€ 93,179.08	n/a	n/a	n/a	n/a	n/a	€ 93,179.08
7	Warranty services related to implementation services of the offered software solution	As a special gesture and value-added commitment to the Bank, JMR shall provide one (1) year of	n/a	n/a	n/a	n/a	n/a	

No	Name	Period under contract	Year 2	Year 3	Year 4	Year 5	Year 6	TOTAL, without VAT (EUR/MDL/USD)
		warranty support from the Go-Live date at no additional cost.						
8	Services for additional developments and change requests during the implementation and warranty period (Lot I – 2000 man-hours; Lot II – 1000 man-hours)	€ 70,590.04	n/a	n/a	n/a	n/a	n/a	€ 70,590.04
9	Post-warranty services for implementation services, after expiry of warranty period	n/a	This is covered as part of Standard Oracle AMC/Support.					
10	Development services based on change requests, estimated at 1000 man-hours after the warranty period	n/a	€ 4,673.94	€ 4,673.94	€ 4,673.94	€ 4,673.94	€ 4,673.94	€ 23,369.68
TOTAL COSTS, without VAT		€ 2,781,198.38	€ 209,957.88	€ 226,045.49	€ 243,403.36	€ 262,132.26	€ 282,340.99	€ 4,005,078.337

Note: For item No. 9: Upon expiry of the warranty period, and subject to the Bank maintaining valid annual Oracle AMC/support coverage, product support shall be provided directly by Oracle through its standard support channels, including the Oracle My Oracle Support (MOS) portal. The Bank will be able to log service requests directly with Oracle, and Oracle will provide support, issue resolution, patches, updates, and product guidance in accordance with its standard support policies, service levels, and issue severity classifications.

As Oracle's standard support framework is generally sufficient to address the ongoing product support requirements of most customers, JMR has not included any additional post-warranty support services in the current commercial proposal.

However, should the Bank require dedicated post-Go-Live assistance from JMR beyond Oracle's standard support services, including operational support, application advisory services, knowledge transfer, issue coordination, stabilization support, enhancements, or other project-specific requirements, JMR

would be pleased to provide such services. The scope, duration, resource requirements, service levels, and associated commercial terms for any such optional services may be discussed and mutually agreed upon at a later stage based on the Bank's evolving operational needs and business requirements.

** For 10 years of use, if licenses are not perpetual.*

*** 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.*

TOTAL, without VAT, of which (total amount and % rate - 6 years):	_____EUR/MDL/USD	_____%
- Licenses for the offered IT solution (r1+2)	EUR/MDL/USD	n/a
- Complementary licenses required to run the offered IT solution (r3+4)	EUR/MDL/USD	n/a
- Implementation, training and warranty services (r5)+(r6)+(r7)+(r8)	EUR/MDL/USD	n/a
- Post-warranty services and development during the post-warranty period (r9)+(r10)	EUR/MDL/USD	n/a

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/MDL/USD, 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/MDL/USD)	TOTAL SUPPORT AND MAINTENANCE (EUR/MDL/USD)
					%	EUR/MDL/USD	%	EUR/MDL/USD	%	EUR/MDL/USD		
1. Licenses for software solution*												
CORE & Digital MODULES												
Oracle FLEXCUBE Development Workbench	1	Perpetual Licenses	n/a	€ 199,022.48	22 %	€ 43,784.95	License discounts, if any, are determined solely by Oracle in accordance with its commercial policies. Accordingly, JMR has quoted the license costs based on the Oracle quotation received and is	License discounts, if any, are determined solely by Oracle in accordance with its commercial policies. Accordingly, JMR has quoted the license costs based on the Oracle quotation received and is	€ 199,022.48	€ 43,784.95		
Oracle FLEXCUBE Universal Banking Base	5,000											
Oracle FLEXCUBE Universal Banking Current	5,000											

Goods	Q-ty	Period	Price per unit	License price	Support and maintenance		Discount for licenses		Discount for support and maintenance		TOTAL LICENCES (EUR/MDL/USD)	TOTAL SUPPORT AND MAINTENANCE (EUR/MDL/USD)
					%	EUR/MDL/USD	%	EUR/MDL/USD	%	EUR/MDL/USD		
Accounts and Savings Accounts							unable to separately disclose or commit to a specific discount percentage.	unable to separately disclose or commit to a specific discount percentage.				
Oracle FLEXCUBE Universal Banking Retail and Small and Medium Enterprise Loans	5,000						unable to separately disclose or commit to a specific discount percentage.	unable to separately disclose or commit to a specific discount percentage.				
Oracle Banking Branch	5,000						unable to separately disclose or commit to a specific discount percentage.	unable to separately disclose or commit to a specific discount percentage.				
Oracle FLEXCUBE Universal Banking Term Deposits	5,000						unable to separately disclose or commit to a specific discount percentage.	unable to separately disclose or commit to a specific discount percentage.				
Oracle FLEXCUBE Universal Banking	5,000						unable to separately disclose or commit to a specific discount percentage.	unable to separately disclose or commit to a specific discount percentage.				

Goods	Q-ty	Period	Price per unit	License price	Support and maintenance		Discount for licenses		Discount for support and maintenance		TOTAL LICENCES (EUR/MDL/USD)	TOTAL SUPPORT AND MAINTENANCE (EUR/MDL/USD)
					%	EUR/MDL/USD	%	EUR/MDL/USD	%	EUR/MDL/USD		
Standing Instructions												
Oracle FLEXCUBE Universal Banking Nostro Reconciliation	5,000											
Oracle FLEXCUBE Integration Gateway	5,000											
Oracle Banking Treasury Management	100											
Oracle Banking Extensibility Workbench	1											
Oracle Banking Enterprise	100											

Goods	Q-ty	Period	Price per unit	License price	Support and maintenance		Discount for licenses		Discount for support and maintenance		TOTAL LICENCES (EUR/MDL/USD)	TOTAL SUPPORT AND MAINTENANCE (EUR/MDL/USD)
					%	EUR/MDL/USD	%	EUR/MDL/USD	%	EUR/MDL/USD		
Limits Management												
Oracle Banking Enterprise Collateral Management	100											
Oracle Banking Corporate Lending Bilateral Loans	100											
ORACLE BANKING PAYMENTS												
Oracle Banking Payments Cross Border	1											
Banking Payments ACH	1											

Goods	Q-ty	Period	Price per unit	License price	Support and maintenance		Discount for licenses		Discount for support and maintenance		TOTAL LICENCES (EUR/MDL/USD)	TOTAL SUPPORT AND MAINTENANCE (EUR/MDL/USD)
					%	EUR/MDL/USD	%	EUR/MDL/USD	%	EUR/MDL/USD		
Banking Payments Book Transfers	10											
Banking Payments RTGS	1											
Oracle Banking Digital Experience (OBDx)												
Banking Digital Experience Base	1											
Oracle Banking Digital Experience UX Extension Kit	1											
Banking Digital Experience	30											

Goods	Q-ty	Period	Price per unit	License price	Support and maintenance		Discount for licenses		Discount for support and maintenance		TOTAL LICENCES (EUR/MDL/USD)	TOTAL SUPPORT AND MAINTENANCE (EUR/MDL/USD)
					%	EUR/MDL/USD	%	EUR/MDL/USD	%	EUR/MDL/USD		
Corporate Servicing												
TOTAL				€ 199,022.48		€ 43,784.95		0.00		0.00	€ 199,022.48	€ 43,784.95

* For 10 years of use, if licenses are not perpetual.

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/MDL/USD, 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/MDL/USD)	TOTAL SUPPORT AND MAINTENANCE (EUR/MDL/USD)
					%	EUR/MDL/USD	%	EUR/MDL/USD	%	EUR/MDL/USD		
Complementary licenses required to run the IT solution*												
Licenses for the production environment												
Oracle Database EE - PROD + DR	9	Perpetual Licenses	n/a	€ 617,954.52	22 %	€135,949.99	License discounts,	License discounts, if			€ 617,954.52	€ 135,949.99

Specifying the name, type, purpose of the complementary license	Qty	Period	Price per unit	License price	Support and maintenance		Discount for licenses		Discount for support and maintenance		TOTAL LICENCES (EUR/MDL/USD)	TOTAL SUPPORT AND MAINTENANCE
					(EUR/MDL/USD)							
					%	EUR/ MDL/ USD	%	EUR/ MDL/ USD	%	EUR/ MDL/ USD		
Add On: Real Application Cluster - PROD	9											
Add On: Diagnostics & Tuning Pack - PROD + DR	9											
Add On: Partitioning - PROD + DR	9											
Oracle Database EE - DEV+MIG+TESTING	25											
Add On: Real Application Cluster - DEV+MIG+TESTING	0											
Add On: Diagnostics & Tuning Pack - DEV+MIG+TESTING	0											
Add On: Partitioning - DEV+MIG+TESTING	0											

Specifying the name, type, purpose of the complementary license	Qty	Period	Price per unit	License price	Support and maintenance		Discount for licenses		Discount for support and maintenance		TOTAL LICENCES (EUR/MDL/USD)	TOTAL SUPPORT AND MAINTENANCE	
												(EUR/MDL/USD)	
					%	EUR/ MDL/ USD	%	EUR/ MDL/ USD	%	EUR/ MDL/ USD			
Oracle WebLogic Suite for Oracle Applications - PROD + DR	12							disclose or commit to a specific discount percentage.	specific discount percentage.				
Oracle WebLogic Suite for Oracle Applications - DEV+MIG+TESTING	10												
Oracle Web Tier	3												
Oracle Web Tier	2												
Oracle Enterprise Manager	1												
Oracle Analytical Publisher/Server	3												
Oracle Analytical Publisher/Server	5												
ESB	1	Perpetual Licenses	n/a	€ 53,191.49	20 %	€ 10,638.30					€ 53,191.49	€ 10,638.30	
TOTAL				0		0	0	0	0		€ 671,146.01	€ 146,588.29	

* 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/MDL/USD, excluding VAT.

Type of service	% in total services	Cost, EUR/MDL/USD
I. Implementation services		
Personnel Expenses (including FLEXCUBE Reports)	86.19%	€ 1,483,088.36
Expenses Related to Risk Provision (OOPs)	4.29%	€ 73,799.18
FLEXCUBE – Interfaces	5.42%	€ 93,179.08
II. Training services		
...	0%	Included in Implementation Services
III. Warranty services (12 months)		
Warranty services (maintenance and support)	0%	Complimentary
IV. Services for additional developments and change requests during the implementation and warranty period		
Lot I – 2000 man-hours	4.10%	€ 70,590.04
	100%	€ 1,720,656.66

Table 5: Requirements for infrastructure specifications [Infrastructure specifications will be indicated for each lot separately. *All amounts will be indicated in EUR/MDL/USD, 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)
Please refer to the attached annexure 34 & 35 for sizing details.		

*Note: 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:

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