

DETAILED FINANCIAL TENDER FOR IMPLEMENTATION SERVICES

!!!IMPORTANT: The pricing structure of the tender must be proportional and justified in relation to the technical complexity, workload, and resources required for each project phase/task. The Tenderer shall mandatorily provide a detailed price breakdown by phases/modules, in accordance with the tables below, including a description of activities, an estimate of the workload, and the justification of the price corresponding to each phase/module.

If the price breakdown indicates a disproportionate or economically unjustified distribution in relation to the actual complexity of the phases/tasks/modules, and the Tenderer does not provide convincing clarifications, the tender may be deemed non-compliant and shall be rejected.

The cumulative value of the analysis and design phases may not exceed 20% of the total value of the implementation services (disproportionate distribution), unless the Tenderer demonstrates, through detailed technical and economic justifications, the objective necessity of such a weighting.

1. Table: Cost by personnel category

[Cost by personnel category – includes the effort and fees related to the personnel categories in the team proposed by the Tenderer, according to the proposed grouping by the Tenderer. One category must be project management. Please indicate the personnel categories and the effort/fees related to each category, including the proportion related to on-site work (at the NBM headquarters). All amounts will be expressed in EUR/MDL/USD, depending on the currency of the submitted tender, excluding VAT.]

Personnel category	Estimated man-hours (total)	Estimated number of man-hours of on-site work	Rate per man-hour (fees, EUR)	Total amount price (fees, EUR)
E.g. program and project manager, technician, etc.				
...				
Project Manager	465h	h	€ 90	€ 41,850
Functional Consultant	1,085h	h	€ 90	€ 97,650

Developer	1,085h	h	€ 90	€ 97,650
Trainer	465h	h	€ 90	€ 41,850
Total	3,100 H			€ 279,000

2. Table: Cost per tasks

[Cost per task – includes the fees related to the personnel categories and the project tasks (project phases as described by the Tenderer – e.g. Analysis and design, Construction, Testing, Migration, etc.). It is necessary to specify the corresponding fees for each category of personnel and the main project tasks, as well as the proportion of on-site work (at the NBM headquarters). **All amounts will be expressed in EUR/MDL/USD, depending on the currency of the submitted tender, excluding VAT. *If the Tenderer applies the Agile implementation method, it will include in the respective table, the costs related to the tasks per modules/groups of modules to be implemented.**

Task	Total number of man-hours	Estimated total man-hours on site per task/module	Personnel category										Total amount fees, EUR
			e.g. Project Manager		Functional Consultant		Developer		Trainer		...		
			man-hours	EUR	man-hour	EUR	man-hour	EUR	man-hour	EUR	man-hour	EUR	
Project Planning (M01) 20%	620h	h	93h	€ 8,370	217h	€ 19,530	217h	€ 19,530	93h	€ 8,370	h	0.00	€ 55,800
Project Kick-off (M02) 10%	310h	h	46.50h	€ 4,185	108.50h	€ 9,765	108.50h	€ 9,765	46.50h	€ 4,185	h	0.00	€ 27,900
Requirements Sign-off (FRD) (M03) 20%	620h	h	93h	€ 8,370	217h	€ 19,530	217h	€ 19,530	93h	€ 8,370	h	0.00	€ 55,800
Solution Core Design	620h	h	93h	€ 8,370	217h	€ 19,530	217h	€ 19,530	93h	€ 8,370	h	0.00	€ 55,800

(SDD) (M04) 20%													
Training (M05) 10%	310h	h	46.50h	€ 4,185	108.50h	€ 9,765	108.50h	€ 9,765	46.50h	€ 4,185	h	0.00	€ 27,900
UAT Sign- off (M06) 15%	465h	h	69.75h	€ 6,277.50	162.75h	€ 14,647.50	162.75h	€ 14,647.50	69.75h	€ 6,277.50	h	0.00	€ 41,850
Transition & Hypercare (M07) 5%	155h	h	23.25h	€ 2,092.50	54.25h	€ 4,882.50	54.25h	€ 4,882.50	23.25h	€ 2,092.50	h	0.00	€ 13,950
Total	3,100 H		465 H	€ 41,850	1,085 H	€ 97,650	1,085 H	€ 97,650	465 H	€ 41,850			€ 279,000

3.

Table: Other costs

[Structure of other costs – includes all costs except personnel costs and costs per tasks. Please indicate all cost components and their associated value. All amounts will be expressed in EUR/MDL/USD, depending on the currency of the submitted offer, excluding VAT.]

***Note:** The structure indicated in the table below is indicative and illustrates the minimum information to be provided. The Tenderer may adjust/complete/develop this structure to illustrate the costs corresponding to the elements of the technical offer.*

Elements	Cost (EUR)	Estimated quantity	Remarks	Total amount (EUR/MDL/USD)
Logistics				
E.g. Transportation				
Accommodation	€ 25,000	1	Included provision for on-site implementation activities.	€ 25,000
Per diem				
Provision for risk				
...				
Expenses, taxes, duties, excise duties				
...				

Other expenses				
...				
Total	€ 25,000			€ 25,000

4. Table: Cost per deliverables

*[Cost per deliverables – includes the cost per main deliverables of the project mentioned in Annex no. 5 of The Specifications. Please indicate the corresponding fees per each main deliverable. The list of deliverables can be completed according to the technical offer of the Tenderer. **If the Tenderer applies the Agile implementation method, it will include in the respective table, the costs related to the deliverables for modules/groups of modules to be implemented. All amounts will be expressed in EUR/MDL/USD, depending on the currency of the submitted offer, excluding VAT.]***

Deliverable/module (groups of modules)	Cost per deliverable/module (module groups) (EUR fees)
Project Plan Sign-off (M01) 20%	€ 55,800
Project Kick-off Sign-off (M02) 10%	€ 27,900
Solution Requirements Sign-off [FRD] (M03) 20%	€ 55,800
Solution Core Design Sign-off [SDD] (M04) 20%	€ 55,800
Solution Training Sign-off (M05) 10%	€ 27,900
Solution UAT Sign-off (M06) 15%	€ 41,850
Solution Transition and Completion of 1 month Hypercare (M07) 5%	€ 13,950
.....	
Total	€ 279,000

5. Table: Cost of integration services

[Cost of integration services – includes the costs incurred by the Tenderer for integrating the offered solution with the solution from the other lot. All amounts will be expressed in EUR/MDL/USD, depending on the currency of the submitted offer.]

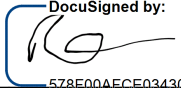
Lot I: Services for the implementation of the IT solution for banking operations (licenses, implementation services, and warranty services)		Lot II: Services for the implementation of the IT solution for enterprise resource management (licenses, implementation services, and warranty services)		Total cost of integration services (EUR/MDL/USD)
Integration with the solution offered in Lot 2	Integration with third-party solutions	Integration with the solution offered in Lot 1	Integration with third-party solutions	

Not applicable – Tenderer participates in Lot 2 only	Not applicable – Tenderer participates in Lot 2 only	Included in implementation services; subject to availability of interfaces and cooperation from the selected Lot 1 supplier.	Included in implementation services; subject to availability of required interfaces and technical documentation.	0.00
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6. Table: Cost of implementation per module

[Cost per module – includes the costs incurred by the Tenderer for the implementation of each module of the offered solution. All amounts will be expressed in EUR/MDL/USD, depending on the currency of the submitted offer.]

Name of the module part of the offered solution	Cost (EUR)
Dynamics 365 Finance	€ 117,000
Dynamics 365 Supply Chain Management	€ 99,000
Integrations & Reporting	€ 63,000
Total cost modules:	€ 279,000

Signed:  Name: Peter Weiss Position: CEO

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