

SAAQ TCO Calculation	IBM/LGS/SAP Proposal		Deloitte	CGI
	IBM/LGS Pricing	SAAQ Efforts		
Final Adjusted Quality Score	85%		80%	75%
Revised Pricing				
IBM Implementation Efforts	\$ 250 512 790		\$ 230 000 000	\$ 120 000 000
IBM Maintenance Efforts	\$ 44 000 000		\$ 35 000 000	\$ 20 000 000
SAAQ Efforts		\$ 128 162 400	\$ 120 000 000	\$ 80 000 000
Hardware	\$ 37 046 555		\$ 40 000 000	\$ 40 000 000
Software (SAP/IBM)	\$ 83 782 512		\$ 79 000 000	\$ 35 000 000
Financial Reserve ROM (CoE / ALM)	\$ 5 305 000		\$ 3 000 000	\$ 15 000 000
Contingencies	\$ 22 355 000	\$ 8 365 008	\$ 15 000 000	\$ 10 000 000
Total Pricing	\$ 443 001 857	\$ 136 527 408		
Grand Total Pricing		\$ 579 529 265	\$ 522 000 000	\$ 320 000 000
(Minus Calculated Benefits)		\$ 300 000 000	\$ 320 000 000	\$ 150 000 000
Calculated TCO		\$ 279 529 265	\$ 202 000 000	\$ 170 000 000
Adjustment Factor				
1+0.5[Quality Score-70/30]		1,25	1,17	1,08
Adjusted TCO		\$ 223 623 412	\$ 173 142 857	\$ 156 923 077
Alliance with lowest adjusted TCO wins				

SAAQ TCO Calculation	IBM/LGS/SAP Proposal		Deloitte	CGI
	IBM/LGS Pricing	SAAQ Efforts		
Final Adjusted Quality Score	82%		80%	76%
Revised Pricing				
IBM Implementation Efforts	\$ 196 000 000		\$ 199 920 000	\$ 168 560 000
IBM Maintenance Efforts	\$ 30 000 000		\$ 30 600 000	\$ 25 800 000
SAAQ Efforts		\$ -	\$ -	\$ -
Hardware	\$ 30 046 555		\$ 38 000 000	\$ 38 000 000
Software (SAP/IBM)	\$ 35 000 000		\$ 35 000 000	\$ 35 000 000
Financial Reserve ROM (CoE / ALM)	\$ 4 244 000		\$ 4 328 880	\$ 3 649 840
Contingencies	\$ -			
Total Pricing	\$ 295 290 555	\$ -		
Grand Total Pricing		\$ 295 290 555	\$ 307 848 880	\$ 271 009 840
(Minus Calculated Benefits)		\$ -	\$ -	\$ -
Calculated TCO		\$ 295 290 555	\$ 307 848 880	\$ 271 009 840
Adjustment Factor				
1+0.5[Quality Score-70/30]		1,20	1,17	1,10
Adjusted TCO		\$ 246 075 463	\$ 263 870 469	\$ 246 372 582

14% CGI (En moins)
2% Deloitte (En plus)

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SAAQ TCO Calculation	IBM/LGS/SAP Proposal		Deloitte	CGI
	IBM/LGS Pricing	SAAQ Efforts		
Final Adjusted Quality Score	85%		80%	71%
Revised Pricing				
IBM Implementation Efforts	\$ 240 000 000		\$ 220 000 000	\$ 120 000 000
IBM Maintenance Efforts	\$ 40 000 000		\$ 35 000 000	\$ 20 000 000
SAAQ Efforts		\$ 128 162 400	\$ 100 000 000	\$ 80 000 000
Hardware	\$ 37 046 555		\$ 40 000 000	\$ 40 000 000
Software (SAP/IBM)	\$ 83 782 512		\$ 79 000 000	\$ 35 000 000
Financial Reserve ROM (CoE / ALM)	\$ 5 305 000		\$ 3 000 000	\$ 15 000 000
Contingencies	\$ 15 000 000	\$ 8 365 008	\$ 15 000 000	\$ 10 000 000
Total Pricing	\$ 421 134 067	\$ 136 527 408		
Grand Total Pricing		\$ 557 661 475	\$ 492 000 000	\$ 320 000 000
(Minus Calculated Benefits)		\$ 300 000 000	\$ 350 000 000	\$ 150 000 000
Calculated TCO		\$ 257 661 475	\$ 142 000 000	\$ 170 000 000
Adjustment Factor				
1+0.5[Quality Score-70/30]		1,25	1,17	1,02
Adjusted TCO		\$ 206 129 180	\$ 121 714 286	\$ 167 213 115
Alliance with lowest adjusted TCO wins				