

**Dated: April 25, 2016**

Purchasing Agent  
Lake County Purchasing  
Lake County  
18 North County Street - 8th Floor  
Waukegan, IL 60085-4334

**Subject: Proposal Lake County EAM Data Migration**

**Dear Purchasing Agent,**

Senryo Technologies (Senryo) is pleased to present this proposal with the purpose of assisting Lake County in its effort to migrate the residual asset list into Oracle EAM. We have assembled a team that is highly skilled in implementing, upgrading and converting data into your Oracle EAM platform. We present this proposal based on our discussions and information gathered in interviews with your team.

## Background

Lake County has implemented Oracle EAM, and migrated into its environment ½ of the assets. They would now like help migrating in the rest of the assets in a structured and methodical fashion. Without that data the Lake county operations department is somewhat hampered in its operations as it balances activities across multiple sources of information. The objective of this project is to successfully load the residual Lake County asset data into Oracle EAM in the production environment.

## The Scope

The scope of this project is to load approximately 40,000 Lake County assets onto Oracle EAM. The nature and volume of these assets is as follows.

- Asset Groups 5
- Attribute Groups 10
- Attribute Groups to Asset Groups Association 30
- Assets and Asset Attributes 40,000
- Activities 1,000
- Asset to Activity Association 40,000
- Activity Routings 1,000

- PM Schedules 40,000
- Resources 5
- Employees 50
- Resource and Employee Association to a Department 55

The Senryo Team will conduct this project by helping Lake County personnel gather the needed data into data conversion templates, load that data into the test environment and with Lake County personnel validate the loaded data. Once the project team of Senryo, Lake County IT and Lake County business personnel have approved and tested the data migration, it will be loaded onto a the production environment.

## Deliverables

The deliverables from this data migration effort will include:

- To assist Lake County personnel load the required data into the templates that Senryo personnel will provide,
- Documenting the eAM Business Processes that could be effected by these loads ,
- Create Test Plans
- Load the data into an Oracle EBS Test Instance
- Assist in validating Data in Test and Prod with Approval Signoffs
- Execution of Test Plans in Test and Prod with Approval Signoffs
- Loading the data into the Oracle EBS Production Instance

## Assumptions

Certain assumptions have been made in preparing this proposal. Changes to these assumptions may impact the estimate and would be addressed with Lake County to determine if the change is material and a change order is required. Should circumstances arise that could lead to changes to this Statement of Work and/or the proposed fees, Senryo representatives will meet with Lake County representatives to discuss the situation and, where appropriate, document potential changes in a Scope Change Request. All change orders must be reviewed and approved by the authorized representatives of both parties in writing, prior to proceeding with any changes to this Proposal/Statement of Work.

The Assumptions taken in preparing this proposal are as follows:

- Lake County will provide office space, LAN and VPN connections so the consultants may access the systems properly.

- Data Integrity will be provided by Lake County.
- Data volumes will not be sufficiently larger than as estimated above (20%).
- A test instance with a recent clone from the production instance will be available to do the initial load, data validation and regression testing.
- In preparing this proposal we assume that data conversion typically requires a test run to identify the issues that need to be addressed. For good measure we do an additional data conversion before the production conversion to confirm that all the data conversion scripts provide the desired results.
- Data will be loaded via an Oracle API for 500 records and above
- The decision to Load Data via an Oracle API, using Data Loader or manually will be made for record counts below 500 based on efficiency.
- Senryo consultants will have a direct working relationship with the Lake County's IT Oracle Support team.
- The project timeline is predicated based on having availability of TEST and PROD instances, as well as client participation in data mapping, testing and approving.
- Lake County's IT group will set up and maintain the Oracle environments and provide sufficient access and support (VPN access, normal DBA support including patching and SR resolution).
- The work performed will be billed on a time and material basis.
- The core consulting work will be conducted remotely. Our consultant will make two trips to Lake County for face to face meetings.
- This project does not include customization or development of reports for Oracle EAM.

## Project Plan

We expect that the project duration will be approximately 4 weeks and will have timelines and activities as depicted in the following chart:

Lake County, IL	2016			
Oracle eAM Data Loading	Week 1	Week 2	Week 3	Week 4
<b>Project Set Up &amp; Design</b>				
Map Data to Loading Templates	████████████████████			
Create Data Validation Plan	████████			
Create Business Process Test Plan		████████		
Create required Attribute Groups & Test		████████		
Load Data into TEST Instance		████████████████████		
Validate Data & Execute Test Plans			████████	
Obtain Approvals to move to PROD			████████	
Load Data into PROD Instance				████████
Validate Data & Execute Test Plans				████████
Obtain Project Completion Signoff				████████

We have agreed and expect that there will be a soft project launch a month early, before the main work begins. This provides Lake County personnel time to gather and populate the data on templates before the main work begins.

## Business Arrangement

To accomplish this work Senryo will provide the services of highly qualified Enterprise Architect with specialty in Oracle EAM and a Technical Lead skilled in Oracle EAM. We estimate this migration of asset data into Oracle EAM will take about 4 weeks. The fee arrangement for this project is Time and Materials with a Not to Exceed amount of \$58,659.20 based on our GSA rate schedule for the position of an Enterprise Architect and a Technical Lead with rates as show on the table below. The not to exceed amount can only be amended with a change order and the agreement of both parties before any work is initiated that would change the not to exceed amount.

Consultant Role	Estimated Hours	Hourly Rate	Estimated Investment
Enterprise Architect	160	\$ 272.50	\$ 43,600.00
Technical Lead	80	\$ 150.74	\$ 12,059.20
<b>Total Services</b>	<b>240</b>		<b>\$ 55,659.20</b>
<b>Travel Expense</b>			<b>\$ 3,000.00</b>
<b>Total Project Cost</b>			<b>\$ 58,659.20</b>

Travel Costs are separate and budgeted to allow for two trips for face to face meetings with Lake County.

Signature by the parties identified below will constitute our approval to proceed:

<b>Senryo Technologies:</b>	<b>Lake County Representative:</b>
<b>Name: Dinkar Karumuri</b>	<b>Name:</b>
<b>Title: President / CEO</b>	<b>Title:</b>
<b>Signature Date:</b>	<b>Signature Date:</b>