

**From:** Ian Ericson <ian@justiceworks.com>

**Sent:** Thursday, February 16, 2023 5:21 PM

**To:** Kristi J. Egger <KEgger@lancaster.ne.gov>

**Cc:** Abe Raigne <abe@justiceworks.com>; Gordon Kerr <gordon@justiceworks.com>

**Subject:** RE: dD7 Upgrade Proposal

Good Afternoon Kristi Egger,

I hope this message finds you well. There are two main reasons that the cost is greater than what we had sent the County Attorney's Office. First is the contract had 2 options and I believe the County Attorney's Office had selected the Firm Fixed Price option. The second reason is we have increased custom development rates since we had sent the County Attorney's Office a proposal.

1. Two options for contract types. Option 1 was a firm fixed price that includes a higher confidence interval of project completion. Due to this higher confidence level of project completion JusticeWorks assumes the risk considering the scope and deliverables do not deviate considerably from the project plan. Option 2 was for a Time and Materials pricing model where we advise that the price is likely to achieve deliverables with a lower confidence interval and JusticeWorks does not manage the project tightly this allows the client team to manage the timeline using a monthly dedicated developer rate. There is more risk for clients in choosing option 2, and we have found using this option projects do tend to run over previously anticipated schedule and budget. With all of that being said, if you would like we could draft a proposal for the Time and Materials contract option if you would prefer this, but please take into consideration that the project budget is flexible with this option and may go over the original estimate.
2. Increased custom development rates. Our Rates have increased last year from the proposal we had sent to the County Attorney's Office from 125 per hour to 150 per hour. And Monthly dedicated development rates have gone from 12K per month to 14K per month.

Please let me know if you have any other questions or would like to arrange a call to go over any specific areas of this proposal or email.

Thank You!



**Ian Ericson**

**Director of Operations**

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