

TES Staffing Web/Mobile App Re-Build

PROJECT OUTLINE

The goal here will be to keep this entire outline/agreement as simple as possible by using your current system as the “benchmark for what’s included” as in, the new system must put you at “status quo, plus” meaning the new system must do all the current system can do, and we’ll make improvements along the way.

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Overview

The goal of this project is to rebuild TES Staffing's entire web application, top to bottom, updating the system to use a MySQL database, and whatever we decide together is the most appropriate platform & technology. This will more than likely end up involve hosting the platform, database and other components in a linux environment while using either PHP or Ruby as the programming language. As part, we will also re-build the Android and IOS apps after completing the web application.

Discovery & Inventory

Phase 1 is "discovery & inventory" where we will pour through your database as well as your system's front end and map out everything that needs to be done. Put simply, we will come to understand your system inside and out during phase 1, and will develop an outline that we can all review, and add to over this phase to the point we know with 97% certainty our outline/map includes every aspect of the system build.

This will include continuing to pour through and test your development site, using the various user levels and types you sent, as well as pouring through the database, working directly with you and your staff on workflow and so on.

Time Estimate:

35 to 50 hours of the overall system build.

User Interface Design & Build

Phase 2 will be to actually build the new pages that make up the system one by one by one until we have a polished mock up of every page or report that makes up your system. I estimate there are probably between 60 to 120 or so pages and scripts, could be more, could be less that will all be re-built as part of this phase. By the time we're done with Phase 1, we won't have to guess at that any longer and we'll know exactly how many different pages/reports/scripts we have to get set up in this phase.

Time Estimate:

50 to 75 hours of the overall system build.

Programming, Polish & Initial Testing

Phase 3 usually involves attacking three aspects of the project all at the same time...

- 1. Programming/Coding**

The most important, the actual programming and connecting of the dots between the newly coded and approved user interface, and the actual database, and reports and so on.

2. Front End Polish & Continued Development

So while Josh is working away at getting the system coded, programmed and functioning, I will begin the process of working with you to polish and perfect the front end/admin and all front facing pages of the system.

3. Testing, and early debugging

It only makes sense that as Josh get's systems working one by one by one (by systems I mean each individual page of the system that does something specific), he'll ask me, and I'll in turn ask you and designated members of your staff to also go in and test and report back any issues. Each time I need you to test something and provide feedback, I'll do a video walk through that everyone will get access to showing what I need you to do and how to report issues. It's super simple and every time I ask you to test something, you always get it explained in "video form" to help minimize time spend from your side.

Time Estimate:

140 to 200 hours of the overall system build

Mobile App Build & First Wave of Full Testing

Phase 4 will see us once again attack two very important aspects of this project...

1. Testing, Testing & More Testing

We will involve you and your staff testing, testing, beating up, testing and providing us feedback on final changes, tweaks and additions that need to be made to the system. I will assist as well, but this testing and feedback part is the first time during this project where we are forced to lean really, really heavily on you.

2. Mobile App Build

By this time, we'll have pretty much finalized the API and web app build and while those are being tested over and over, we'll begin the Mobile App build. We wait to do this mobile app aspect late into this project as it will really just mirror the web app, so it's better to complete one prior to moving on to the other.

Time Estimate:

125 to 150 hours of the overall system build

Final Debugging & Launch

Phase 5, we make all final updates per your request, we debug per your request, and once everything is good to go and you sign off on launch, we launch. The "launch" for this system should be pretty simple. We do one final sync of the data where we replace our test data with your currently live data as of the end of day on the evening of launch, and when you roll into work the next morning, you're using the new system, and we'll be available around the clock in the week or two following launch to help handle any issues that pop up, any bugs that present themselves and so on.

Time Estimate:

50 to 100 hours of the overall system build

Total Time/Spend Estimate

The above estimated hours total a price range between 400 and 575 hours. Our hourly rate for this type of build is a flat \$100 per hour. So my low end estimate for both the web app and the mobile app is 400 hours for a total of \$40,000, and my high end comes in at \$57,500.

Monthly Hosting & Platform Support

I recommend a dedicated server for this sort of application. And the server will have to be maintained, and it will need multiple backup locations, and backups at least on the hour if not every 15 minutes (we can even do backups ever 1 to 5 minutes depending on your DB size). The application and database will be set up on a cloud platform that will easily allow us to scale up resources with nothing but a “server restart” and in the unlikely event of a total server melt-down, we can simply spin up a new server and move all data to the new server within 20 to 30 minutes of deciding that’s needed (this is a worst case scenario to put your mind at ease).

Your platform will be hosted in a state-of-the-art data center based on your location to optimize speed, using nothing but the highest end hardware and technology and backed by both our own support staff as well as the staffs of our upstream partners.

Hosting & Platform Support are two separate services. Here’s how they break down...

WEB HOSTING:

\$100 PER MONTH, includes your server, backups and making sure it is running at all times. Our server uptime over the last 365 days sits at 99.9975% which is 0.0075% better than what most all hosting companies offer for an actual target.

PLATFORM SUPPORT:

\$100 PER HOUR, billed down into increments of 1-minute, and only as needed.

Turnaround & Payment Terms

I honestly don’t see this taking a full year, not unless you want it to, but I feel like “planning for it to” from a scheduling perspective, and payout perspective makes the most sense. That doesn’t mean that we can’t get the bulk of this done over 4 to 6 months, because that’s very possible if things go smoothly and the stars align between your staff and us in terms of our back and forth. Or, maybe you prefer to purposely cap our time spend each month and really try to spread this out over a year as maybe that’s easier for you to plan the time we’ll need from you for feedback, testing and other direction.

THE POINT, I’m going to “propose” some payment terms and an overall turnaround time below, as well as propose some options for working more quickly. A project like this I would normally put a 4 to 6 month scope on it. I believe in this case that would very well could knock this out in 4 to 6 months. Only kicker, I’m not sure

you'd want us to, as that would require a good chunk of you and your staffs time to help us test and tweak and so on. So here goes...

Assumed Total Cost: \$42,000

This number is what we will go with for the “assumed” cost of the system to start, basing it off my low estimates for the web app and the mobile app (\$30,000 and \$10,000 respectively) and throwing an extra 20 hours of time on top as a buffer.

Monthly Time & Spend Spread Out Over 12 Months

35 hours

\$3,500 Per Month, over a 12 month period, with the project closing/launching by the end of the 12th month.

Allowance For Quicker Turnaround

The option to have us knock this out more quickly than 1 year exists, and we can make that happen without either side having to commit fully to that. But the reality, there is nothing stopping us from putting as much as 45 to 50 hours per month towards this if needed. On month's where we're able, we would simply invoicing you the following month for the normal 35, plus the overage that month, WITH A CAP of 10 additional billable hours. So if we decide in the first month to go really hard, and do 60 hours, only 10 of the hours above the monthly 35 hour allowance would be billed to you the following month, and the 15 hours over the monthly cap we worked gets taken off the end. Does that make sense?

Hours beyond The Assumed Cost of \$42,000

Any hours we end up needing to spend beyond the assumed lower end estimate of 420 hours will be presented to you and approved by you as we become aware we're going to go beyond this price. As outlined above, I'm estimating this out between \$40,000 and \$57,500, but per our discussions I feel confident we'll end up somewhere in the area of \$40,000 to \$50,000. All time beyond 420 hours will be billed as part of the final contract payment along with any “pushed time” as will be outlined below...

Example...

1. **Month 1**, you pay the normal \$3,500, that covers 35 hours of development time over the next 30 day period.
2. **Month 2**, about 3 days in, I tell you, hey we finished a project early and we can do 45 hours this month to expedite things and get ahead of schedule. You approve. When you're invoiced for your 3rd month of service, that invoice will include a line item for the 10 additional hours worked over the 2nd month.
3. **Month 3**, you're busy, you tell us, let's stick to 35 this month, so we do so.
4. **Month 4**, we're both feeling cocky, and we decide to put in 60 hours which is 25 hours above the budgeted time spend. So on the following month's invoice, you would have just 10 of the 25 added hours invoiced, and the remaining time falls off the back.
5. **Following this logic**, if everything goes great and we only hit a couple of hiccups, and our end of the project time spend ends up being 425 hours, then after launch and making the final payment, your payment schedule “could have looked like this”.....

Month 1: \$3500 (35 hours spent)

Month 2: \$3500 (45 hours spent, 10 billed next month)

Month 3: \$4500 (55 hours spent, 10 billed next month, **10 pushed**)

Month 4: \$4500 (55 hours spent, 10 billed next month, **10 pushed**)
Month 5: \$4500 (35 hours spent)
Month 6: \$3500 (40 hours spent, 5 billed next month)
Month 7: \$4000 (60 hours spent, **15 hours pushed**)
Month 8: \$4500 (65 hours spent, 10 billable next month, **20 hours pushed**)
Month 9: \$4500 (35 hours billable)
TOTAL TIME PUSHED: 55 Hours (invoiced upon launch of system)

BY THE BEGINNING OF MONTH 9, YOU WILL HAVE PAID:
\$37,000

ON DAY OF LAUNCH, AFTER THE FINAL MONTH OF WORK IS COMPLETE YOU WILL BE INVOICED FOR THE PUSHED TIME, PLUS ALL TIME SPENT BEYOND THE ASSUMED TIME AMOUNT OF 420 HOURS (in the example above, that would equal out to):
\$5,500

FOR A TOTAL PROJECT COST OF:
\$42,500

NOTE this is just a “proposed” payment schedule. It seems the most logical way I could see doing this. It would allow us freedom to get down and boogy on this project hard, but would also protect you from us deciding to try and finish this off “too quickly” (a) sticking you with a larger bill on any given month than you may plan for and (b) from going too quickly to the point you don’t have the available time/bandwidth to keep up regardless of our pace.

We will more than likely end up finishing this off in 6 to 8 months unless you end up wanting a slower pace by design, or need more time to review, test and test some more. How much time and care you take testing is up to you. You **HAVE** to do it to a degree as in the end you are the one that signs off on things “being good”, but you may decide to go bonkers and take 3 months to test. You get to decide that from your end.

So I’m flexible on the payment schedule and would like to hear your thoughts. You can either say, “this sounds good” or you can follow up to propose adjustments.

Ownership Of All Work

This isn’t normally part of my normal outline (as it’s part of our basic terms of service), but I know your current situation is odd and you don’t dig it. You own EVERYTHING. You’re pre-paying for the bulk of this work, so “technically” the only work you don’t own, is whatever work we “haven’t been paid for yet”. Per the above payment schedule, that would only account for a small portion of work at any given point. And per our terms of service (which I’ll present to you below), upon making final payment for all work completed, IT’S YOURS. Everything. Everything that makes up your system, the code, the data and the entire file structure...yours.

How Our Contracts Work

We keep it simple. This document acts as our outline of what's included. And what's included is simply "status quo plus". The system we build you will do everything the current system does, plus, it will be fresh, new, have improved layout and usability built in and a new mobile app to boot.

So once I invoice you, by paying that first invoice, and by paying each invoice thereafter, you are agreeing to our TERMS OF SERVICE which can be found here...

<https://www.aarcmediagroup.com/contract-terms/>

QUESTIONS

If you have any questions, don't hesitate to ask. Just use the contact information below and we can further our discussion about your project.

Thanks,

A handwritten signature in black ink that reads "Ted Hust". The signature is fluid and cursive, with a long horizontal stroke at the end.

Ted Hust

President & Project Manager

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