

SIGNATURE PAGE

CC-10-2026

To the Monmouth County Board of County Commissioners:

**THE UNDERSIGNED HEREBY DECLARES THAT
I (WE) HAVE CAREFULLY EXAMINED THE SPECIFICATIONS.
I (WE) HEREBY CERTIFY PRICES QUOTED ARE IN ACCORDANCE
WITH YOUR REQUIREMENTS.**

Company Name: Primepoint, LLC
(PRINT)

Preparer's Name: Alexander Bothwell
(PRINT)

Signature: *A Bothwell* 4/9/2026
(DATE)

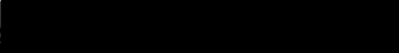
Address: 2 Springside Road
Westampton, NJ 08060

Telephone No.: 800-600-5257

Fax No.: 609-298-6742

E-Mail Address: abothwell@primepoint.com
*****(This should be the email where Contracts would be sent)*****

Contact Person: Jerry Hampton

FEIN: 
(Federal Employee ID)

BRC: 
(Business Registration Certificate)

(Revised 2/2017)

9.9 Pricing Proposal

Cost of Implementation

(for all software, hardware, training and/or services needed to bring the HRIS system online) \$ 121,000.00

Cost of SaaS Subscription and Payroll Support

Services

YEAR ONE (after "Go-Live") \$ 682,500.00

YEAR TWO (after "Go-Live") \$ 682,500.00

YEAR THREE (after "Go-Live") \$ 682,500.00

YEAR FOUR (after "Go-Live") \$ 682,500.00

Cost of Time Clocks \$ 4,090 */unit x 125 units = \$ 511,250

*Please be sure to state the unit cost on the line provided. Total number of units is currently estimated.

Cost of Time Clock Maintenance and Support

YEAR ONE (after "Go-Live") \$ 22,500

YEAR TWO (after "Go-Live") \$ 22,500

YEAR THREE (after "Go-Live") \$ 22,500

YEAR FOUR (after "Go-Live") \$ 22,500

Proposers are advised that the cost of any system customizations as may be required for Proposer to meet the requirements outlined in this RFP shall be built into the cost lines above.

The County will not pay separately for any such customizations by the vendor. The County will NOT pay for maintenance and service fees during the implementation period. Proposers are advised that any proposal seeking to charge separate implementation and maintenance fees for the initial implementation phase will be rejected for failure to comply with the County's required pricing structure.

Fee Schedule

The following fee schedule defines the milestones where, upon completion, implementation fees will be invoiced. Subscription fees will begin with the Go Live month, targeting January 2027, and will be invoiced at the end of each month.

Payroll Implementation

Milestone - Phase 2: Data Collection & Preparation

Initial Payroll Implementation Fee (50%) will be invoiced for \$5,000

Milestone - Phase 4: Parallel Testing & Validation

Final Payroll Implementation Fee (50%) will be invoiced for \$5,000

Time & Labor Implementation

Milestone - Phase 2: System Build-Out

Initial Time & Labor Implementation Fee (50%) will be invoiced for \$12,000

Milestone - Phase 4: Begin Time Collection

Final Time & Labor Implementation Fee (50%) will be invoiced for \$12,000

HRMS Implementation

Milestone - Phase 2: System Build

Partial HRMS Implementation Fee (10%) will be invoiced for \$1,500

Milestone - Phase 3: Training & Review

Partial HRMS Implementation Fee (10%) will be invoiced for \$1,500

Position Management Implementation

Milestone - Phase 2: System Build

Partial HRMS Implementation Fee (10%) will be invoiced for \$1,500

Milestone - Phase 3: Testing & Training

Partial HRMS Implementation Fee (20%) will be invoiced for \$3,000

Process Workflow Implementation

Milestone - Phase 3: Training & Go Live

Partial HRMS Implementation Fee (20%) will be invoiced for \$3,000

Recruitment Implementation

Milestone - Phase 2: Build & Test

Partial HRMS Implementation Fee (10%) will be invoiced for \$1,500

Milestone - Phase 3: Training & Launch

Partial HRMS Implementation Fee (20%) will be invoiced for \$3,000

Benefits Implementation

Milestone - Phase 2: System Setup

Partial Benefits Management Implementation Fee (50%) will be invoiced for \$3,500

Milestone - Phase 3: Training & Rollout

Final Benefits Management Implementation Fee (50%) will be invoiced for \$3,500

Previous Years Check History Import Project

Invoiced upon completion of each year of history at \$5000 per year. Thirteen (13) years of check history is in the plan.

Monthly Subscription Fees - Target start month January 2027

Year 1 – SaaS Subscription and Payroll Support Services Fee \$16.25 per employee paid each month

Year 2 – SaaS Subscription and Payroll Support Services Fee \$16.25 per employee paid each month

Year 3 – SaaS Subscription and Payroll Support Services Fee \$16.25 per employee paid each month

Year 4 – SaaS Subscription and Payroll Support Services Fee \$16.25 per employee paid each month

Timeclock Purchase

Down payment of 20% of total purchase price will be invoiced upon order placement. Remainder invoiced upon delivery.

I. Services & Pricing

A. HRMS Solutions

See "HRMS Solution Descriptions" section for product details.

HRMS SOLUTIONS

HR Essentials

Employee Onboarding, HR Profile, Change Management, Document Management, Events Management, Benefits Statements, OSHA Reporting, Background Check Connectivity, Role Based Security, Employee & Manager Self-Service

Position Management

Recruitment Management

Performance Management

Compensation Management

Learning Management

Workflow

Benefits Management

Online Benefits Election

Totals below are estimates based on quantities provided to Primepoint in the discovery process.

Billing will be based on the number of unique employees paid each month.

HRMS FEES FOR SOLUTIONS LISTED ABOVE	RATE	QTY	MONTHLY SUBTOTAL
Per Employee Per Month Fee	\$8.25	3500	\$28,875.00

Total Monthly HRMS Fee \$28,875.00

Go to our [Website](#) to learn more about Primepoint's HR Solutions.

BENEFIT MANAGEMENT INCLUDES

ACA Reporting & Compliance-1095C, Deduction Connection and Online Selection

B. Payroll Processing

PAYROLL SERVICES INCLUDED

Business Access Payroll System
 EmployeeeXperience® an Employee Self-service Portal
 Payroll Tax Service to Federal, State and additional Tax Jurisdictions as Needed During Contract Period
 Supply of Checks for Manual Check Processing
 Direct Deposit Service
 Pressure Sealed Check/Stub Service
 New Hire Reporting
 50+ Standard & Interactive Reports including PERS/PFRS IROC Reports
 Group Term Life
 Report Builder
 Garnishment Remittance Service
 W-2 Processing
 Agency Check Service
 Chapter 78 Calculations

Totals below are estimates based on quantities provided to Primepoint in the discovery process.
 Billing will be based on the number of unique employees paid each month.

PAYROLL PROCESSING	RATE	QTY	SUBTOTAL
Per Employee Per Month Fee	\$3.75	3500	\$13,125.00
Includes services listed above			

Total Monthly Processing Fee \$13,125.00

C. Time & Labor Management

TIME MANAGEMENT FEATURES INCLUDED

- Accurate and Efficient Cloud-based, Time and Labor Management Solution
 - Institution-wide time & attendance system
 - Employee time-worked tracking via web-enabled computer or smart phone application
 - Managers can conveniently view and and approve time sheets
 - Apply benefit-time/PTO policies to produce accurate time-off calculations for all employee groups
 - Load specific rules unique to both union and non-union employees
 - Employees can view their benefit-time/PTO activity & balances computer or smart phone application
 - Employees can request time-off via web-enabled computer or smart phone
 - Easy-to-use dashboard view configured for employees, managers and administrators
 - Worked-time information is automatically pushed into the payroll system
(a variety of time clock hardware options are available upon request)
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SCHEDULER MODULE FEATURES INCLUDED

- With your business metrics, this system can build and assign the schedule for you, using factors such as:
 - Employee Availability, Preferences, Seniority, Cost-center Budget, Skills, Trainings/Certifications
 - This system will help reduce labor costs (monitoring overtime), avoid over/under staffing as well as compliance risk.
 - Helps satisfy requirements by placing the properly credentialed person into the correct position.
 - This system will provide many helpful reports:
 - Open Shift. Scheduled to Actual, Schedule Summary by Department, Union, Employee, etc.
 - This system will enable employees to access and interact with their schedules through desktop or mobile device (deployed when ready). Employees can receive push notifications or email notifications when a new schedule is posted.
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LEAVE MANAGER MODULE FEATURES INCLUDED

- Improve efficiency with administrators initiating leave requests made by employees
 - Ensure fairness by accurately calculating and tracking leave eligibility, type, and duration
 - Increase transparency with instant visibility into each employee's current leave status, eligibility, and balances
 - Reduce the cost of unauthorized absences through flexible rules and automated notifications
 - Improve compliance by ensuring that leave policies are enforced consistently
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Totals below are estimates based on quantities provided to Primepoint in the discovery process.

Billing will be based on the number of unique employees paid each month

TIME & LABOR MANAGEMENT	RATE	QTY	SUBTOTAL
Per Employee Per Month Fee	\$4.25	3500	\$14,875.00

Total Monthly T&L Fee \$14,875.00

D. Summary of Annualized Fees - years 1 to 4

NAME	RATE	QTY	SUBTOTAL
Estimated HRMS Fee	\$28,875.00	12	\$346,500.00
Estimated Payroll Processing Fee	\$13,125.00	12	\$157,500.00
Estimated T&L Management Fee	\$14,875.00	12	\$178,500.00

Total Annualized Fee \$682,500.00

E. Service Implementation Fee - One time fee

IMPLEMENTATION	FEE
Customized HRMS Service and System Configuration including Standard Training Standard Training is defined as "training to competency".	\$15,000.00
Customized Benefit Management Service and System Configuration including Standard Training Standard Training is defined as "training to competency".	\$7,000.00
Customized Payroll Service and System Configuration including Standard Training Standard Training is defined as "training to competency".	\$10,000.00
Time & Labor Management System Configuration including Standard Training Standard Training is defined as "training to competency".	\$24,000.00
Check History Import • 13 years at \$5,000 per year	\$65,000.00

Total One Time Implementation Fee \$121,000.00

F. Time and Labor Hardware Purchase

PRODUCT	PRICE	QTY	SUBTOTAL
InTouch DX HID w/ Touchfree Facial	\$4,090.00	125	\$511,250.00

G. Time and Labor Hardware Annual Maintenance & Support - years 1 to 4

PRODUCT	PRICE	QTY	SUBTOTAL
InTouch DX HID w/ Touchfree Facial Annual Warranty	\$180.00	125	\$22,500.00