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CYTE LLC – HGACBUY AI02-26 PRICING CATALOG

This Pricing Catalog represents Cyte LLC’s official list pricing for all consulting services, platform offerings, and optional services proposed under Solicitation AI02-26. All pricing reflects Cyte LLC’s standard commercial rates in effect at the time of proposal submission and is inclusive of all costs required to deliver the listed services, excluding freight where applicable. All pricing is:

- Inclusive of the complete scope of services
- Transparent and easily understandable
- Built to support multi-year cooperative purchasing
- Sustainable for long-term service delivery

Cyte’s pricing structure enables HGACBuy members to select services based on agency size, maturity, and risk profile while ensuring consistent governance outcomes across jurisdictions. Our pricing is fair, reasonable, and competitive.

Furthermore, Cyte’s pricing was validated against scope, complexity and risk associated with the required services in this solicitation, reflects our level expertise required for these services. Hence, our pricing is fair, reasonable, and comparable to industry norms.

Pricing Structure

Our pricing model is designed to provide HGACBuy members with maximum flexibility, transparency, and procurement efficiency, while ensuring predictable costs and scalable service delivery.

Our pricing is organized into four clearly defined billing categories, consistent with HGAC best practices. Our pricing structure all agencies to convert variables workloads into predictable costs, scale services without renegotiation, and more importantly, maintain budget clarity and procurement efficiency.

Pricing is structured as:

1. Fixed-Fee Tiered Engagement Bundles (Primary purchasing mechanism for agencies).
The tiered bundle packages below are pre-scoped engagement packages composed exclusively of the individual consulting service categories listed elsewhere in the pricing workbook. These packages are offered for purchasing convenience and cost predictability. HGACBuy members may alternatively procure any individual service category separately.

The bundles are as follows:

AI Governance Foundation Bundle	AI Governance + Automation Bundle	AI Governance + Automation Bundle
<ul style="list-style-type: none">• AI Readiness Assessment• Governance Framework & Policy Suite• Initial Risk Register	<ul style="list-style-type: none">• AI Readiness Assessment• Governance Framework & Policies• Workflow Automation Consulting• Executive Briefings	<ul style="list-style-type: none">• AI Readiness Assessment• Governance Framework & Policies• Workflow Automation Consulting• Executive Briefings

1. Individual Service Line Pricing
Each consulting service category is priced independently to allow HGACBuy members to procure only the specific services required, based on agency maturity, scope, and budget.
2. Professional Services (Hourly / Not-to-Exceed): This is used only when scope exceeds packaged services
3. Optional GovernAI Platform Subscription: Optional but strongly recommended.

Agency Categorization

Cyte categorizes agencies based on organizational scale, AI exposure, and governance complexity, and not just population. This is reflective of our fair, reasonable, and risk-aligned pricing policy.

Small Agency

- Fewer than 250 employees
- Limited or emerging AI usage
- 1–2 departments using AI tools
- Minimal automation or pilot-only use cases
- No formal AI governance in place

Example: Small cities or towns, Special districts, independent school districts (small), Boards, authorities, or commissions

Typical Use Case: Initial AI exploration, pilot programs, or policy foundation development.

Medium Agency

- 250–1,500 employees
- AI in multiple departments
- Mix of operational, analytical, and generative AI use
- Some informal controls, but no centralized governance
- Higher data sensitivity (PII, internal systems)

Example: Mid-size municipalities, Counties, Regional authorities, Medium ISDs or higher-ed institutions

Typical Use Case: Agencies operationalizing AI with governance, controls, and early automation.

Large Agency

- 1,500+ employees
- Enterprise-scale AI usage
- Multiple vendors, tools, and models
- AI embedded in mission-critical workflows
- High regulatory, reputational, and operational risk.

Example: Large cities or counties, State agencies, large school districts or university systems, multi-agency consortiums

Typical Use Case: Enterprise AI governance, compliance, automation, and lifecycle management

Training Services

Cyte LLC provides structured, clearly defined training services as an add component of its AI consulting and governance offerings under Solicitation AI02-26. Training services are priced transparently and offered as standalone, fixed-price services enabling HGACBuy members to procure training in a predictable and budget-aligned manner.

These services include instructor-led workshops, executive briefings, role-based departmental training, and GovernAI platform enablement sessions. Each training service includes curriculum development, instructional delivery, training materials, and post-session documentation.

Where agencies require customized curriculum development, extended sessions, or specialized instruction, Cyte also offers professional training support on an hourly basis. These services are listed in Tab 3 – Other Services Pricing and are utilized only at the request of the participating agency. Hourly training services are not required for standard training delivery and are not bundled into fixed-price offerings.

This pricing structure ensures:

- Clear separation between fixed-price training services and optional hourly support
- Predictable costs for HGACBuy members

- Flexibility to scale training based on agency size, maturity, and workforce needs
- Consistent application of the HGACBuy contract discount across all training services

Cyte's training pricing approach supports transparency, cost control, and compliance with HGACBuy procurement requirements while enabling agencies to build internal AI governance capability and long-term operational readiness.

Price Book Directory

Tab 1 – Respondent

Tab 2 - Main service bundle tiered price

Tab 3 - Individual service tiered price

Tab 4 – Professional services hourly rate

Tab 5 – Training fee

Tab 6 – GovernAI platform annual subscription.

List Price Book & HGAC Discount

Cyte provides a custom HGACBuy-specific list price catalog for all services included in this contract. A single, uniform 10% HGACBuy administrative discount is applied across all listed services. This pricing allows for consistency in all purchase orders, ensures compliance with HGAC pricing requirements, eliminates hidden fees, and accommodates the required 2% HGAC administrative fee.

Staggered Services Compliance

All recurring services (platform subscriptions, managed services, and monitoring) are priced as annual listed fees, in full compliance with HGAC solicitation requirements.

Pricing Compliance Certification

Cyte certifies that:

- All pricing is current, complete, and accurate
- Pricing represents the total cost to acquire services under this contract
- Pricing complies with all HGACBuy administrative fee requirements
- No additional undisclosed fees will be charged