



# MT Mobility software product sell sheet

## Services

### Section 1: Discovery

- **Project technical scope**
  - On-site visit to customer business location(s) by MARSHALLTOWN Software engineer to identify and confirm customer's business process requirements for the project.
- **Project blueprint and sales proposal**
  - Functional and technical scope document for the project provided to customer.
  - Sales proposal document for the project provided to customer.

### Section 2: Development, Configuration & Implementation

- **Development**
  - MARSHALLTOWN Software engineer development and testing to address customer's business process requirements for the project. Development begins with MARSHALLTOWN Software's base product functionality and enhancements to the base product are developed to meet the necessary requirements.
    - Development and testing by MARSHALLTOWN Software engineer completed within Dynamics development or Azure environment.
- **Configuration**
  - MARSHALLTOWN Software engineer configuration and testing of customer's business process requirements for the project to ensure product development interacts with customer's Dynamics ERP system efficiently.
  - MARSHALLTOWN Software engineer user acceptance testing (UAT) with customer to ensure acceptance from customer on product development and configuration.
    - UAT completed within customer's Dynamics test environment.
- **Implementation**
  - Upon approval (via UAT) on product development and configuration from customer, MARSHALLTOWN Software engineer will deploy development and configuration of customer's business process requirements to customer's Dynamics production environment.
    - Deployment to customer's Dynamics production environment represents "go live".

### Section 3: Support

- **Product support**
  - Annual support provided to customer for implemented product.
  - Basic support provided M-F, 7a-5p CST; After business hours support provided when basic support is not available.





## MARSHALLTOWN Software

### Pricing

#### Section 1: Discovery

- **Project technical scope**
  - Travel expenses related to on-site visit to customer business location(s) by MARSHALLTOWN Software engineer.
    - Airfare, vehicle, hotel & meal expenses.
      - Expenses presented to customer within sales proposal document at a fixed cost.
      - Payment due to MARSHALLTOWN Software thirty (30) days after sales proposal document is signed by customer.
- **Project blueprint**
  - Functional and technical scope document design hourly work by MARSHALLTOWN Software engineer.
    - **\$250.00/hour**
      - Expenses presented to customer within sales proposal document at a fixed cost.
      - Payment due to MARSHALLTOWN Software thirty (30) days after sales proposal document is signed by customer.

#### Section 2: Development, Configuration & Implementation

- **Development**
  - MARSHALLTOWN Software engineer development and testing hourly work to address customer's business process requirements for the project.
    - **\$250.00/hour**
      - Price presented to customer within sales proposal document at an estimated cost.
      - Payment due to MARSHALLTOWN Software thirty (30) days after completion of project.
- **Configuration & Implementation**
  - MARSHALLTOWN Software engineer development and testing hourly work to configure development of customer's business process requirements to customer's Dynamics ERP system.
  - MARSHALLTOWN Software engineer user acceptance training (UAT) with customer to confirm acceptance of business process requirements development and configuration.
  - MARSHALLTOWN Software engineer hourly work to deploy development and configuration to customer's Dynamics ERP system.
    - **\$250.00/hour**
      - Price presented to customer within sales proposal document at an estimated cost.
      - Payment due to MARSHALLTOWN Software thirty (30) days after completion of project.

#### Section 3: Support

- **Product support**
  - Annual support plans (**Note:** There is no limit on the quantity of support plans a customer may purchase annually.)
    - Plan 1: 10 hours; **\$1,875.00**
    - Plan 2: 20 hours; **\$3,500.00**
    - Plan 3: 40 hours; **\$6,200.00**
    - Plan 4: Unlimited hours; **Invoiced monthly when support hours are used**
      - **\*Payment due to MARSHALLTOWN Software thirty (30) days after purchase by customer.**