

## Pricing MH Pro!™ in 2015

### **Summary**

**MH Pro!** is leased by FBE Associates, Inc. (FBE) to precast producers in Canada and the United States on a month-to-month basis. The lease rate is determined by the number of structures produced in a year and ranges from \$300 to over \$3,000 per month (Pricing Tables on Pages 6-8). A Trial Project version of MH Pro! is provided at no cost to potential customers. This Trial Project version is then transformed into a Production Version of MH Pro! when the precast producer decides that MH Pro! should be implemented for production use.

FBE Associates, Inc. also leases **MH Lite** (starting at \$180/month) to precast producers who make a limited set of round structures in low volumes. (Pricing Table on Page 10)

In addition to the software that can be leased, FBE will also create drawing sets for precast producers on a fee per structure basis.

**Contract Services – MH Pro!** is a service where FBE produces drawing sets for individual structures from MH Pro! after creating a limited version of MH Pro! for an individual precast company.

**Contract Services – MH Rebar** is a service where FBE produces drawing sets that include rebar for individual structures using MH Pro! and the Rebar Add-on.

This document describes in detail all aspects of the pricing of the products and services that FBE provides. There is a one page summary of each of the products and services in the Appendix.

## Table of Contents

Section 1. Your Business Relationship with FBE Associates	3
Section 2. MH Pro!™	3
<i>Lease Pricing – Core Deliverables</i>	4
<i>Lease Pricing – Add-on Deliverables</i>	4, 5, 6
<i>MH Pro! Pricing Tables</i>	6
Table 1 MH Pro!	6
Table 2 MH Pro! Multi-user	7
Table 3 Quotation, Pipe and Pricing Plus Add-ons	7
Table 4 Part Number Add-on	7, 8
Table 5 Rebar Add-on	8
Table 6 Lifter Add-on	8
<i>Lease Payments</i>	9
<i>Lease Payment Increases</i>	9
Section 3. MH Lite	9
Table 7 MH Lite	9, 10
Section 4. MH Rebar	10
Table 8 MH Rebar	10
Section 5. Contract Services	11, 12
Section 5. Consulting Engagements	12

## Appendix

<i>Attachment A – Steps of an MH Pro! Implementation</i>	14
<i>Attachment B – Core MH Pro! Functionality</i>	15
<i>Attachment C – MH Pro! Description and Price</i>	16, 17
<i>Attachment D – MH Pro! Add-ons</i>	18, 19
<i>Attachment E – MH Lite Description and Price</i>	20
<i>Attachment F – MH Rebar</i>	21
<i>Attachment G – Contract Services – (MH Pro! Customers)</i>	22
<i>Attachment H – Contract Services – (Non MH Pro! Customers)</i>	23
<i>Attachment I – Contract Services – Rebar (MH Pro! Customers)</i>	24
<i>Attachment J – Contract Services – Rebar (Non MH Pro! Customers)</i>	25
<i>Attachment K – Calculation of the Dollars/Structure Comparison</i>	26

MH Pro!™ is a trademark of FBE Associates, Inc.

## **Section 1 Your Business Relationship with FBE Associates**

FBE Associates, Inc. (FBE) provides MH Pro!, a comprehensive and flexible software application for precast producers of sanitary and storm drainage structures. MH Pro! automatically produces shop and submittal drawings for structures based on the standard input data that is provided on the engineering drawings for sewage and storm water drainage systems. MH Pro! also produces accurate Bill-of-material reports to aid in the manufacture of precast structures.

In addition, FBE provides several other products derived from MH Pro! to assist with the design and manufacture of precast structures. This document presents short descriptions of each product and service. It also describes (Appendix A) the implementation steps needed for a successful installation, as well as the pricing for each product.

FBE invests considerable time in defining and customizing your system before it is installed and expects no payment for the core functions until the Trial Project has been completed (See Step #5 in Attachment A –Steps of an MH Pro! Implementation). Once a customized version of MH Pro! is accepted by your company, a monthly Regular Lease Rate is paid as long as you are using MH Pro! While you may end your use of MH Pro! at any time without penalty, you cannot pick and choose months. This document describes how FBE determines the price for your monthly lease. Separate documents (Trial Project Business Document, Business Agreement or Informal Business Agreement) outline the business relationship that is needed for FBE to begin to customize MH Pro! for your company.

## **Section 2 MH Pro!**

Since MH Pro! is customized for your company there are several initial steps that must be completed for MH Pro! to function properly for your site. A database containing each type of precast piece you make must be created and the format for your drawings and reports must be determined.

### **Definitions – Deliverables**

MH Pro! Functionality Description (more detail in Attachment B)

- Core functionality consists of a database, screens and functions, and producer specific reports
- Add-ons are any additional functionality outside the core that you request which can be provided by FBE.

As we work to create a specification document for your system, we will define three sets of deliverables. They are:

- Initial Core Deliverables – this is a list of the deliverables for the Trial Project.
- Required Core Deliverables – this is a list of the core deliverables your implementation requires for production use.
- Add-on Deliverables – these are deliverables outside the core that require FBE to do additional development work for their completion.

## **Definitions – Lease Rates**

The business agreements for the use of MH Pro! contain two lease rates.

- Monthly Initial Lease Rate – this is 50% of the monthly Regular Lease Rate and begins (Step #5 in the Implementation Steps) with the month that you agree that your Trial Project is completed.
- Monthly Regular Lease Rate – this is the Lease Rate for most deliverables and begins when you have agreed that the Required Core Deliverables (and in some cases Add-on Deliverables) are working to your satisfaction to provide the required drawings and reports for structures.

## **Lease Pricing – Core Deliverables**

The core monthly lease rate for MH Pro! is determined by two factors as described below:

**#1 Average yearly production of structures** – FBE works with you to develop an estimate of the average for manhole and drainage structure production in a calendar year. We provide two spreadsheets to help determine the estimate if needed. Once the production level is determined the core lease rate is selected from Pricing Tables 1 or 2 below.

**#2 Type of core system desired** – The tables below supply the core lease rate for your company based on the following question:

Will the implementation be for SINGLE stand-alone systems or will a MULTI-USER network be used?

All implementations begin as SINGLE stand-alone (Table 1), and when all technical elements are working, a MULTI-USER system can be implemented. If, or when, you decide that MULTI-USER is the mode you wish to operate in, then Table 2 gives the core lease rate.

## **Lease Pricing – Add-on Deliverables**

In addition to the core functions above, your company may desire Add-on modules (Quotation, Pricing Plus, Pipe, Product Number, Rebar and Lifters). The additions to the monthly core lease rate for each Add-on are presented in Tables 3, 4, 5 and 6 below.

### Quotation Add-on

The Quotation Add-on gives the precast producer the ability to generate reports with pricing included. These reports could be Quotes, Invoices or Sales Orders (or any other report type that includes the price of individual pieces). One individual quote for a straight forward quotation form is the standard deliverable for the Quotation Add-on. Multiple quote formats and complex quote processes and formats require detailed specification and are delivered as Consulting Engagements with the price determined based on the requirements.

### Pricing Plus Add-on

The Pricing Plus Add-on captures pricing and cost data for the precast pieces and incidental data that a precaster can use for several processes. It produces digital data in several formats.

### Pipe Add-on

The Pipe Add-on allows reports that provide the complete description of all pipe pieces in a job and a summary report of all the pipe and pipe fixtures in a job or a subset of a job.

Table 3 below gives the addition to the core Lease Rate for both the Quotation and Pipe Add-ons. The increase in the Lease Rate usually comes after you request that Add-on and it is added to the version of MH Pro! you are using.

### Part Number Add-on and Data Upload

FBE will provide at no additional cost a file of MH Pro! data to upload to another system as long as there is no Part Number or Product ID that is part of the data to be uploaded.

Part Numbers and/or Product IDs are often very difficult to handle and FBE has created a Part Number Add-on to systematically handle the various aspects of part numbers or product IDs. Table 4 below presents the additional amount to be added to the Lease Rate associated with the use of part numbers in MH Pro! Precast producers will also be offered the option of a one time consulting fee to create the Part Number Add-on.

### Rebar Add-on

The Rebar Add-on is priced on a per structure basis. A structure is created in MH Pro! and then rebar is placed in the base, walls and top slab. Reports are generated that show rebar related information. There are two levels of rebar functionality available. Type I Rebar creates drawings and reports for a structure without any subtraction of rebar due to holes.

Type II Rebar is custom work to create rebar drawings and reports that have more rebar details included than Type I drawings and reports.

The pricing for the Rebar Add-on is in Table 5 below.

Lifter Add-on

Precast producers that determine that the placing of lifters in precast pieces is time consuming may integrate the Lifter Add-on to MH Pro! so that the determination of lifter locations can be defined in the required drawings. Table 6 below contains the pricing for the Lifter Add-on.

If there are no Add-on functions needed for your implementation, then Tables 1 or 2 below provide the monthly Regular Lease Rate for your use of MH Pro! If you have selected Add-ons, then Tables 3, 4, 5 or 6 may provide the additional amounts that would be added for the Add-ons you chose.

**MH Pro! Pricing Tables**

The Tables below present the monthly Regular Lease Rate in US dollars for increasing production levels for precast producers in the U.S.A. and Canada. The Dollars/Structure column is for illustrative purposes only.

**Table 1 MH Pro! Stand Alone Users Pricing**

You only pay the lease amount in the Single User column for the Production Range you have determined for you company. The Dollars/Structures column is for comparison purposes only.

<b>Production Range/Year</b>	<b>Single User \$/ Month</b>	<b>*Dollars/ Structure</b>
400 or less	\$300	\$10.29
450 – 700	\$420	\$8.77
750 – 1050	\$600	\$8.00
1150 – 1500	\$750	\$6.79
1600 – 2000	\$1,020	\$6.80
2100 – 2800	\$1,180	\$5.78
3000 – 5000	\$1,470	\$4.41
6000 – 8000	\$2,000	\$3.43
9000 – 12000	\$2,400	\$2.74
12500 & Up	TBD	TBD

\*See Attachment K

Precast producers sign an Informal Business Agreement describing the customization required and the monthly Regular Lease Rate for their version of MH Pro!

**Table 2 MH Pro! Multi-User Pricing**

MH Pro! provides a limited ability for users to share libraries (pipe, connectors and contractors) within the Regular Lease Rate. A Multi-User environment option has the following pricing for your Production Range. The Dollars/Structures column is for comparison purposes only.

<b>Production Range/Year</b>	<b>Multi-User Core/ Month</b>	<b>*Dollars/ Structure</b>
400 or less	\$315	\$10.80
450 – 700	\$440	\$9.18
750 – 1050	\$625	\$8.33
1150 – 1500	\$770	\$6.97
1600 – 2000	\$1,045	\$6.97
2100 – 2800	\$1,210	\$5.93
3000 – 5000	\$1,515	\$4.55
6000 – 8000	\$2,070	\$3.55
9000 – 12000	\$2,500	\$2.86
12500 & Up	TBD	TBD

\* See Attachment K

Precast producers sign an Informal Business Agreement describing the customization required and the monthly Regular Lease Rate for their version of MH Pro!

***Lease Pricing – Add-on Deliverables***

Any Add-on modules your company requires will increase the monthly Lease Rates by the amount in Tables 1 or 2 above. If there are large, complex Add-on modules needed, the increase in the monthly lease rate could be considerable. Since FBE requires no payment for the core functions of MH Pro! until the software is in use, we require an up-front payment of 50% before we begin any development of large Add-on modules that are to be included as deliverables for your MH Pro! implementation. Each Add-on will need definition before its price and implementation schedule can be determined.

**Table 3 MH Pro! Add-on Pricing – Pipe and Quotation**

Your monthly Regular Lease Rate will be increased by the amount in Table 3 associated with the Production Range of your company for each Add-on you request.

<b>Production Range/Year</b>	<b>Pipe Add/Mon.</b>	<b>Simple Quote Add/Mon.</b>	<b>Complex or Multiple Quotes</b>	<b>Pricing Plus Add/Mon.</b>
700 or less	\$80	\$60	TBD	\$35
750 – 1050	\$80	\$80	TBD	\$48
1150 – 1500	\$80	\$100	TBD	\$60
1600 – 2000	\$80	\$120	TBD	\$70
2100 – 2800	\$100	\$140	TBD	\$80
3000 – 5000	\$100	\$180	TBD	\$95
6000 – 8000	\$100	TBD	TBD	TBD
9000 – 12000	\$150	TBD	TBD	TBD
12500 & Up	TBD	TBD	TBD	TBD

**Table 4 MH Pro! Add-on Pricing – Product Number**

The core lease rate (or your Regular Lease Rate, minus the amount of any Add-ons you may have) is increased by one of the percentages in the Table 4 for the Product Number Add-on. The

Pricing Document Final 2015

determination of which column is to be used occurs after the work to produce the Product Number Add-on for your company is completed.

<b>Production Range/Year</b>	<b>Basic</b>	<b>Moderately Complex</b>	<b>Complex</b>	<b>Very Complex.</b>
All Ranges	5%	7%	9%	11%

Precast producers have the option to select a one-time consulting fee for the development of a Product Number Add-on for their implementation of MH Pro! instead of the monthly increase in Table 4.

**Table 5 MH Pro! Add-on Pricing – Rebar**

MH Rebar provides two types of modeling, Type I and Type II.

Type I Rebar provides the ability to place rebar in bases, walls and top slabs without any subtraction of rebar or other accommodation for holes.

Type II Rebar provides the ability to place rebar in bases, walls and top slabs and where there is accommodation for additional custom modifications to the rebar.

<b>Rebar Type</b>	<b>1 - 6 Structures per month</b>	<b>7 – 20 Structures per month</b>	<b>20 Plus Structures per month</b>
Type I	\$14/month/structure	\$9/month/structure	TBD
Type II	TBD	TBD	TBD

As the requirements for rebar placement around holes and for other custom modifications will vary for individual precast producers, the Type II Rebar charge per structure is To Be Determined (TBD) when those requirements are specified for a precast producer.

**Table 6 MH Pro! Add-on Pricing – Lifters**

The core lease rate (or your Regular Lease Rate, minus the amount of any Add-ons you may have) is increased by one of the percentages in the Table 6 for the Lifter Add-on. The determination of which column is to be used occurs after the work to produce the Lifter Add-on for your company is completed.

<b>Production Range/Year</b>	<b>Basic</b>	<b>Moderately Complex</b>	<b>Complex</b>	<b>Very Complex.</b>
All Ranges	5%	7%	9%	11%

Precast producers have the option to select a one-time consulting fee for the development of a Lifter Add-on for their implementation of MH Pro! instead of the monthly increase in Table 6.

## ***Lease Payments***

When the Required Core Deliverables and the Add-on Deliverables are defined and an implementation schedule is created, the monthly Regular Lease Rate will be determined by increasing the amount from the Pricing Tables 1 or 2 by the amount for each additional Add-on module you require.

When the required minimum of the Initial Core Deliverables are installed (usually the Trial Project version), and you decide to implement MH Pro! (See Step #5 in Attachment A) the monthly Initial Lease Rate (which is 50% of the monthly Regular Lease Rate) is due for the month of your decision.

### **Monthly Initial Lease Rate**

The monthly Initial Lease Rate is 50% of the Regular Lease Rate. It is payable for the month that the Trial Project ends. Initial Lease payments will be on the 1<sup>st</sup> of each month until the monthly Regular Lease Rate is due.

### **Monthly Regular Lease Rate**

The monthly Regular Lease Rate will become due on the 1<sup>st</sup> of the month after the Required Deliverables are judged acceptable by the precast producer. This usually means that 60% or more of the structures can be successfully completed by at least one of the precast company's employees. The monthly Regular Lease Rate is, thereafter, due on the 1<sup>st</sup> of each month of use. Once MH Pro! is assisting your company with complete satisfaction, quarterly or yearly invoicing and payment plans can be put in place.

## ***Lease Payment Increases***

FBE increased the rates in the Pricing Tables for 2013 and will not increase these rates before 2017. 2017 will be the last year at the current rates will be in effect. No more than a 10% increase is forecast for 2018.

## ***Section 3 MH Lite***

MH Lite is a limited functionality version of MH Pro! for low volume precast producers who make simple round structures and require very limited customization. MH Lite precast producers sign a one year Business Agreement for 12 payments of \$180 or \$260 to use MH Lite for the first year. After the first year MH Lite can be leased at the same monthly rate and the lease can be ended at any time.

For MH Lite users who also make simple box structures there is an additional increment in the Regular Lease Rate for each type of box.

Pricing Document Final 2015

**Table 7 MH Lite Pricing**

MH Lite is for low volume precast producers who make simple round structures. You pay the lease amount in the Single User column. For precast producers who also make simple box structures there is an additional increment in the Lease Rate for each type of box. For example, if you made 380 structures a year and you made two different box types, as well as round structures, the monthly Lease Rate would be \$228 (\$180 plus 2 times \$24).

<b>Production Range/Yr</b>	<b>Single User \$/Month</b>	<b>Additional Box Type</b>
400 or less	\$180.00	\$24.00
401 to 750	\$260.00	\$36.00

The lease for MH Lite can be invoiced monthly, quarterly semi-annually or yearly and can be paid in a similar manner.

**Section 4 MH Rebar**

MH Rebar is for precast producers who want to design structures with unique rebar designs. MH Rebar allows the rebar requirements for a structure to be easily input and then automatically places the rebar in shop or submittal drawings. In addition, Graphic and Textual Reports show the shapes and sizes of the individual bar types, as well as the number of each type of bar required for each structure in a job.

MH Rebar is paid for by adding to the Regular lease Rate from Table 7 below. There is a minimum setup fee which covers the first 20 structures that MH Rebar provides reports for.

**Table 8 MH Rebar Pricing**

MH Rebar provides two types of modeling, Type I and Type II.

Type I Rebar provides the ability to place rebar in bases, walls and top slabs without any subtraction of rebar or other accommodation for holes.

Type II Rebar provides the ability to place rebar in bases, walls and top slabs where there is accommodation for holes and additional custom modifications to the rebar.

<b>Rebar Type</b>	<b>1 - 6 Structures per month</b>	<b>7 - 20 Structures per month</b>	<b>20 Plus Structures per month</b>
Type I	\$29/month/structure	\$19/month/structure	TBD
Type II	TBD	TBD	TBD

As the requirements for rebar placement around holes and for other custom modifications will vary for individual precast producers, the Type II Rebar charge per structure is To Be Determined (TBD) when those requirements are specified for a precast producer.

## **Section 5 Contract Services**

FBE will produce drawing sets for precast producers through a Contract Services program. There are two different Contract Services available, one for drawing sets from MH Pro! and another for drawing sets from MH Pro! and the Rebar Add-on.

### **Contract Services – MH Pro!**

FBE creates a limited version of MH Pro! for an individual precast company and does the take-off and drawing generation for selected structures within jobs that the precast producer authorizes. There is an initial set-up fee that each precast producer that is not a regular lessee of MH Pro! pays which is used to pay for up to 10 drawing sets.

Drawing sets for one or two individual structures will be quoted at \$30 or more per structure depending on completeness of the data and complexity of features.

The price for the third and all subsequent structures in a job is \$18/structure. The \$18/structure fee is for jobs with multiple structures that use the existing Reference Structures and for which individual structure data is delivered within an FBE defined template.

FBE will attempt to create drawing sets for complex or difficult structures on a Time and Materials basis. Existing MH Pro! customers will receive a 50% discount from the rates above. See Attachments G and H for details about Contract Services.

### **Contract Services – Rebar**

FBE will provide drawings that include rebar placement and bar count reports. The pricing will be different for current MH Pro! customers and those who are not MH Pro! customers.

**For MH Pro! Customers** - FBE uses MH Pro! and the Rebar Add-on to generate drawings for selected structures needing rebar reports within jobs that the precast producer authorizes.

There is an up-front Fee per Reference Structure is \$240 and it provides for setting up your company and for the delivery of up to six MH Pro! drawing sets with rebar. Additional Reference Structures will cost \$120 each. The price for a drawing set starts at \$20 and goes up based on several factors (the number of similar structures to be completed, the ease of data acquisition and the complexity of the structures).

The \$20/structure fee is for jobs with multiple structures that use the same Reference Structure, and have well behaved rebar and for which individual structure data is delivered within an FBE defined template.

## Pricing Document Final 2015

Requests for drawing sets for individual structures without Reference Structures will start at \$29 per structure depending on completeness of the data provided and the complexity of features.

FBE will attempt to create drawing sets for complex or difficult structures on a Time and Materials basis.

See Attachments I for details about Contract Services – Rebar for existing MH Pro! customers.

**For non MH Pro! Customers** - FBE creates a limited version of MH Pro! and the Rebar Add-on for an individual precast company and does the take-off and drawing generation for selected structures within jobs that the precast producer authorizes. There is an initial set-up fee of \$240 that each precast producer that is not an MH Pro! lessee pays which is used to pay for one to six drawing sets.

The price for a drawing set starts at \$40 and goes up based on several factors (the number of similar structures to be completed, the ease of data acquisition and the complexity of the structures).

The \$40/structure fee is for jobs with multiple structures that use existing FBE Reference Structures, and have well behaved rebar and for which individual structure data is delivered within an FBE defined template.

Requests for drawing sets for individual structures without existing Reference Structures will be quoted at \$45 (or more) per structure depending on completeness of the data provided and the complexity of features.

FBE will attempt to create drawing sets for complex or difficult structures on a Time and Materials basis.

See Attachment J for details about Contract Services – Rebar for precast producers that do not use MH Pro!

## **Section 6 Consulting Engagements**

Many MH Pro! customers have suggestions and additional requirements for additional functionality that might be added to MH Pro! We encourage our customers to tell us how to make MH Pro! more useful. Many ideas from our customers are now in MH Pro! However, sometimes there are suggestions that cannot be implemented at all, and others that are too expensive to be developed without additional revenue to support them. This is especially true for suggestions that only benefit one or two of our customers. These are items that fall outside of the modifications that are continually made to get the regular functions of MH Pro! functioning as robustly and accurately as possible.

### **Handling Requests For New Functionality**

Here is a description of how we handle suggestions from our customers:

First, we attempt to understand the suggestion or requirement. Then we see what magnitude of modification to MH Pro! is needed. Depending upon this early, quick assessment there are two paths forward: Relatively Easy and Large Consulting Projects.

#### *Relatively Easy*

Class 1. Small, helpful and easy to implement. If a change can be made within two hours and has no negative affects elsewhere in MH Pro!, it will be done and included in subsequent versions of MH Pro! with no discussion of an increase in the Regular Lease Rate or a Consulting Fee. (Sometimes FBE can do amazing things with the existing code and much can be accomplished in two hours).

Class 2. Stretching the limit. As the discussion of the suggestion stretches out so that the definition and implementation takes more than a day and one half of FBE engineering and project management time, there will be a discussion of how valuable this is to the customer and to FBE. If the work takes two days total, has value to FBE, and there are no connections with other MH Pro! functions, then the work will be done at with no additional costs associated.

#### *Large Consulting Project*

Class 3. Consulting Engagement. If the new requirement or requested suggestion takes more than two days (16 hours) then there will be a discussion of how a Consulting Engagement can be structured to provide the new requirement with compensation to FBE at the Consulting Rate (\$r/day) that is in your Informal Business Agreement with FBE. The form of the agreement for inclusion on a Purchase Order (PO) is :

For Project X the quote is for x days of FBE Consulting at \$r/day, or  $\$ x*r$ , with a not to exceed figure of  $\$2*x*r$ . The actual invoiced amount for the project will be for days actually worked up to the limit. If the project cannot be finished within the  $2*x$  period of time then FBE will finish it without additional cost.

### **Consulting Rate**

For 2015 the Consulting Rate is \$700/day.

## ***Attachment A –Steps of an MH Pro! Implementation***

### **Steps of an MH Pro! Implementation**

FBE uses the following steps to ensure that each implementation of MH Pro! is a success and that the risk and investment of time by our customers is minimal.

Step #1 Discussion of the what and how of MH Pro!

Question #1. Can MH Pro! do what I need?

Question #2. What will it cost?

Question #3. Will MH Pro! pay for itself?

Step #2 Decision to do an Initial or Trial Project/Provide data

Step #3 Configuration of your Initial or Trial Version of MH Pro! by FBE

Step #4 Initial training and use of the Initial or Trial Version

Are the answers to Question 1 and Question 3 “yes”?

Step #5A Decision to implement MH Pro!

5B Signing of the Informal Business Agreement

5C Begin expansion to a Production Version

5D Initial Monthly Payment for month of decision

Step #6 Use, revision and acceptance of the Production Version

Step #7 Monthly payment of the Regular Monthly Lease payment

In addition to these Implementation Steps we have the following two safeguards for our customers:

**Customer Protection Note #1** Potential customers for leasing MH Pro! commit themselves no financial liability for FBE activity to create and install MH Pro! at their sites. The obligation to pay the Initial Lease Rate for MH Pro! occurs when you decide that your Initial or Trial Project Version should be expanded to the Production Version. The Regular Lease Rate begins on the first of the month after the Production Version is producing value for your organization. You may stop using MH Pro! at any time and the obligation to pay the monthly lease payment also stops.

**Customer Protection Note #2** Should FBE cease to provide MH Pro! to the public marketplace, precast producers that lease MH Pro! may purchase the right to continually use and modify their version of MH Pro! for a one-time sales price of 12 times their monthly lease rate.

## **Attachment B – MH Pro!™ Functionality**

MH Pro! has four areas of core functionality: Database, Screens, Functions, and User Specific Reports. Each of these areas is subject to customization activity.

### *Drainage Structures Stacking Database*

- Precast and Incidental Data
- Rules Data
- Job Data
- Structure Data

### *Functions, including*

- Flow Tree & Site Plan
- Access
- Automatic Stacking
  - Data Upload or Export
  - Status Reporting
  - Archiving & Migration
  - Plan, Elevation, Rollout & Butterfly Views

### *User Input Screens*

- Fabricated Steel, Pipe & Pipe Fixtures
- Job, Job Data, Job Edit, Notes, Pricing
- Miscellaneous Items, Platforms
- Structure Design & Structure
- Stack Editor & Link Data

### *User Defined Reports*

- Summary BOM
- Structure BOM
- Elevation Shop Drawing
- Custom Shop Drawing
- Rollout & Butterfly Drawings

## **Core Deliverables Options**

The core of MH Pro! is designed to support several implementation options, including: shop drawings, submittal and Bill-of-material (BOM) reports for structures or jobs.

## **Add-on Deliverables**

In addition to the functions that come standard with the Regular Lease of MH Pro! there are additional functions and reports called Add-ons that provide functionality specifically developed for individual customers. There are six Add-ons:

Quotation Add-on The Quotation Add-on gives the precast producer the ability to generate reports with pricing included. These reports could be Quotes, Invoices or Sales Orders (or any other report type that includes the price of individual pieces).

Pricing Plus Add-on The Pricing Plus Add-on provides data for the precast pieces and incidental data that can be sent to accounting programs to generate Quotes, Invoices or Sales Orders.

Pipe Add-on The Pipe Add-on allows reports that provide the complete description of all pipe pieces in a job and a summary report of all the pipe and pipe fixtures in a job or a subset of a job.

Product Number Add-on The Product Number Add-on allows for the systematic handling of part numbers so that they can be associated with precast pieces and incidental data within a structure .

Rebar Add-on The Rebar Add-on is priced on a per structure basis. A structure is created in MH Pro! and then rebar is placed in the base, walls and top slab. Reports are generated that show rebar related information.

Lifter Add-on The Lifter Add-on allows for the placing of lifters in drawings for precast pieces.

### **Attachment C – MH Pro!**

FBE Associates, Inc. (FBE) provides MH Pro!, a comprehensive and flexible software application for precast producers of sanitary and storm drainage structures. MH Pro! automatically produces shop and submittal drawings for structures based on the standard input data that is provided on the engineering drawings for sewage and storm water drainage systems. MH Pro! also produces accurate Bill-of-material reports to aid in the manufacture of precast structures.

MH Pro! is leased by the month and priced by the volume of the precast producer. FBE creates a database of a precast producer pieces and drawing formats to produce customized drawings for each customer and then delivers a custom version of MH Pro! for your company to use. Training is included in the monthly lease rate.

### **Pricing MH Pro!**

**Table 1 MH Pro! Stand Alone Users Pricing**

You only pay the lease amount in the Single User column for the Production Range you have determined for you company. The Dollars/Structures column is for comparison purposes only. Multi-User functionality adds about 5% per month.

<b>Production Range/Year</b>	<b>Single User \$/ Month</b>	<b>*Dollars/ Structure</b>
400 or less	\$300	\$10.29
450 – 700	\$430	\$9.00
750 – 1050	\$620	\$8.27
1150 – 1500	\$770	\$6.97
1600 – 2000	\$1,020	\$6.80
2100 – 2800	\$1,180	\$5.78
3000 – 5000	\$1,470	\$4.41
6000 – 8000	\$1,870	\$3.21
9000 – 12000	\$2,070	\$2.37
12500 & Up	TBD	TBD

**Table 1 MH Pro! Stand Alone Users Pricing**

\*See Attachment K

Precast producers sign an Informal Business Agreement describing the customization required and the monthly Regular Lease Rate for their version of MH Pro!

**Attachment C – MH Pro! (Continued)**

**Pricing MH Pro!**

**Table 2 MH Pro! Multi-User Pricing**

MH Pro! provides a limited ability for users to share libraries (pipe, connectors and contractors) within the Regular Lease Rate. A Multi-User environment option has the following pricing for your Production Range. The Dollars/Structures column is for comparison purposes only.

<b>Production Range/Year</b>	<b>Multi-User Core/ Month</b>	<b>*Dollars/ Structure</b>
400 or less	\$315	\$10.80
450 – 700	\$440	\$9.18
750 – 1050	\$625	\$8.33
1150 – 1500	\$770	\$6.97
1600 – 2000	\$1,045	\$6.97
2100 – 2800	\$1,210	\$5.93
3000 – 5000	\$1,515	\$4.55
6000 – 8000	\$2,070	\$3.55
9000 – 12000	\$2,500	\$2.86
12500 & Up	TBD	TBD

\* See Attachment K

Precast producers sign an Informal Business Agreement describing the customization required and the monthly Regular Lease Rate for their version of MH Pro!

**More Information**

More information, including examples of submittal and shop drawings can be found at [www.fbe-inc.com](http://www.fbe-inc.com).

## Attachment D – MH Pro! Add-ons

In addition to the base functions of MH Pro! there are Add-ons which provide additional functions or features for an addition increment to the Regular Monthly Lease Rate. They are described below:

The **Pipe Add-on** allows for the take-off and reporting of all pipe and pipe fixtures in a job. The **Quotation Add-on** allows for pricing information to be used so that Quotes, Invoices and Sales Orders can be generated for a job or subset of a job. The **Price Plus Add-on** allows for pricing and cost data be stored and reported in a digital format. Your monthly Regular Lease Rate will be increased by the amount in Table 3 associated with the Production Range of your company for each Add-on you request.

**Table 3 MH Pro! Add-on Pricing – Pipe and Quotation**

Production Range/Year	Pipe Add/Mon.	Simple Quote Add/Mon.	Complex or Multiple Quotes	Pricing Plus Add/Mon.
700 or less	\$80	\$60	TBD	\$35
750 – 1050	\$80	\$80	TBD	\$48
1150 – 1500	\$80	\$100	TBD	\$60
1600 – 2000	\$80	\$120	TBD	\$70
2100 – 2800	\$100	\$140	TBD	\$80
3000 – 5000	\$100	\$180	TBD	\$95
6000 – 8000	\$100	TBD	TBD	TBD
9000 – 12000	\$150	TBD	TBD	TBD
12500 & Up	TBD	TBD	TBD	TBD

The **Product Number Add-on** is used to handle product number data so that product numbers can be placed in the database for use within MH Pro! and for export to accounting systems. The core lease rate (or your Regular Lease Rate, minus the amount of any Add-ons you may have) is increased by one of the percentages in the Table 4 for the Product Number Add-on.

**Table 4 MH Pro! Add-on Pricing – Product Number**

Production Range/Year	Basic	Moderately Complex	Complex	Very Complex.
All Ranges	5%	7%	9%	11%

The **MH Rebar Add-on** allows for the placement of rebar into a structure and creates drawings showing rebar and reports of the number and types of rebar in a piece or structure. Type I Rebar provides the ability to place rebar in bases, walls and top slabs without any subtraction of rebar or other accommodation for holes. Type II Rebar provides the ability to place rebar in bases, walls and top slabs and additional custom modifications to the rebar.

**Table 5 MH Pro! Add-on Pricing – Rebar**

Rebar Type	1 - 6 Structures per month	7 – 20 Structures per month	20 Plus Structures per month
Type I	\$14/month/ structure	\$9/month/structure	TBD
Type II	TBD	TBD	TBD

**Table 6 MH Pro! Add-on Pricing – Lifters**

The core lease rate (or your Regular Lease Rate, minus the amount of any Add-ons you may have) is increased by one of the percentages in the Table 6 for the Lifter Add-on. The determination of which column is to be used occurs after the work to produce the Lifter Add-on for your company is completed.

<b>Production Range/Year</b>	<b>Basic</b>	<b>Moderately Complex</b>	<b>Complex</b>	<b>Very Complex.</b>
All Ranges	5%	7%	9%	11%

Precast producers have the option to select a one-time consulting fee for the development of a Lifter Add-on for their implementation of MH Pro! instead of the monthly increase in Table 6.

## **Attachment E – MH Lite**

MH Lite is a limited functionality version of MH Pro! for low volume precast producers who make simple round structures and require very limited customization. MH Lite precast producers sign a one year Business Agreement for 12 payments of \$180 (under 400 structures produced per year) or \$260 (400 to 750 structures per year) to use MH Lite for the first year. After the first year MH Lite can be leased at the same monthly rate and the lease can be ended at any time.

For MH Lite users who also make simple box structures there is an additional increment in the Regular Lease Rate for each type of box

### **Table 6 MH Lite Pricing**

MH Lite is for low volume precast producers who make simple round structures. You pay the lease amount in the Single User column. For precast producers who also make simple box structures there is an additional increment in the Lease Rate for each type of box. For example, if you made 380 structures a year and you made two different box types, as well as round structures; the monthly Lease Rate would be \$228 (\$180 plus 2 times \$24).

<b>Production Range/Yr</b>	<b>Single User \$/Month</b>	<b>Additional Box Type</b>
400 or less	\$180.00	\$24.00
401 to 750	\$260.00	\$36.00

The lease for MH Lite, after the first twelve months, can be invoiced monthly, quarterly semi-annually or yearly and can be paid in a similar manner.

To inquire about MH Lite call 866-894-2785 and ask for Pat Race or Tom Goodman.

## **Attachment F – MH Rebar**

MH Rebar is a limited functionality version of MH Pro! for precast producers who do not use MH Pro! for their regular operations, but want to use the Rebar-Add-on and MH Pro! to design structures with unique rebar designs. MH Rebar allows the rebar requirements for a structure to be easily input and then automatically places the rebar in shop or submittal drawings. In addition, Graphic and Textual Reports show the shapes and sizes of the individual bar types, as well as the number of each type of bar required for each structure in a job.

Precast producers that wish to use MH Rebar sign a Business Agreement for monthly, quarterly or yearly payments based on Table 7 below. There is a minimum setup fee which covers the first 20 structures that MH Rebar provides reports for.

**Table 7 MH Rebar**

MH Rebar provides two types of modeling, Type I and Type II.

Type I Rebar provides the ability to place rebar in bases, walls and top slabs without any subtraction of rebar or other accommodation for holes.

Type II Rebar provides the ability to place rebar in bases, walls and top slabs where there is accommodation for holes and additional custom modifications to the rebar.

<b>Rebar Type</b>	<b>1 - 6 Structures per month</b>	<b>7 – 20 Structures per month</b>	<b>20 Plus Structures per month</b>
Type I	\$29/month/structure	\$19/month/structure	TBD
Type II	TBD	TBD	TBD

As the requirements for rebar placement around holes and for other custom modifications will vary for individual precast producers, the Type II Rebar charge per structure is To Be Determined (TBD) when those requirements are specified for a precast producer.

To inquire about MH Rebar call 866-894-2785 and ask for Pat Race or Tom Goodman.

## ***Attachment G – Contract Services for MH Pro! Customers***

**Summary:** From engineering drawings (or FBE Data Template) you provide, FBE engineers and technicians will create MH Pro! reports for individual structures and e-mail them to you. Drawings will be sent according to an agreed upon schedule in 5 or more business days of the receipt of the job data. Earlier delivery as described below.

#1. Drawing Sets The following set of MH Pro! Reports will be delivered for each structure: Submittal Drawing, Shop Drawing, and Bill-of-Material Report.

#2. Set Up for MH Pro! Users FBE will create drawing sets for MH Pro! users for any structures that have defined Reference Structures. Request for Contract Services for structures that do not have Reference Structures will be handled on a case by case basis and the cost will reflect the work involved.

#3. Engagement and Delivery Process You send an FBE Template of structure data (or for additional cost the engineering drawings) for a job to us by e-mail or by overnight carrier at your cost. We e-mail you back the MH Pro! reports in 5 or more business days. Should corrections need to be made they will be made with next day turn around. One change will be made at no additional charge. This service is only for structures that have existing Reference Structures.

#4 Pricing. The Up-front Fee is \$200 and it provides for setting up your company and for the delivery of MH Pro! reports for the first 10 structures. Thereafter the chargeable categories for structures are:

- Template Data - \$20.00/structure for each of the first two (2) structures in a job. Structures after the second will be \$16.00/structure with structure data supplied within the FBE Template.
- Individual Structures with data problems – an \$8.00/structure fee will be added for problematic data
- Time and Materials - drawing sets for complex or difficult structures will be created on a Time and Materials basis.
- Expediting Fee - an Expediting Fee of \$8.00 per structure will be charged (limit of 10/day) when next day service (delivery before COB next day) is required in limited cases. Delivery in 2, 3 or 4 days carries a \$4.00/structure Expediting Fee.

First drawing is “For Approval” drawing and will be billed at \$8.00/structure when delivered. Second drawing is “For Construction” and will be billed at \$8.00/structure when delivered. When the engineer or agency has approved the drawings set (if applicable), notify us and we will invoice “For Construction” drawings in batches of 20 or more structures.

#5 Business Agreement Existing MH Pro! customers will sign an amendment to their existing agreement to describe the Contract Services they require.

To inquire about Contract Services MH Pro! Customers call 866-894-2785 and ask for Pat Race or Tom Goodman.

## ***Attachment H – Contract Services for non - MH Pro! Customers***

**Summary:** From engineering drawings (or FBE Data Template) you provide, FBE engineers and technicians will create MH Pro! reports for individual structures and e-mail them to you. Drawings will be sent according to an agreed upon schedule in 5 or more business days of the receipt of the job data. Earlier delivery is available on a limited basis for additional fees, as described below.

**#1. Drawing Sets** The following set of MH Pro! Reports will be delivered for each structure: Submittal Drawing Shop Drawing Bill-of-material Report.

**#2 Set Up for Non-MH Pro! Users** Your company pays an Up-front Fee which covers the cost of the reports for up to 10 structures delivered to you. FBE will interview by phone your take-off people to establish a database and a set of Reference Structures for each type of structure you want FBE to produce drawing sets for. Sample drawing sets will be supplied to you for validation of the collected data.

**#3. Engagement and Delivery Process** You send an FBE Template of structure data (or for additional cost the engineering drawings) for a job to us by e-mail or by overnight carrier at your cost. We e-mail you back the MH Pro! drawing sets in 5 or more business days. Should corrections need to be made they will be made with next day turn around. One change will be made at no additional charge. This service is only for structures that have existing Reference Structures.

**#4 Pricing** The Up-front Fee is \$300 and it provides for setting up your company and for the delivery of MH Pro! reports for the first 10 structures. Thereafter the chargeable categories for structures are:

- Template Data - \$30/structure for each of the first two (2) structures in a job. Structures after the second will be \$18/structure with structure data supplied within the FBE Template.
- Individual Structures with data problems – a \$8/structure fee will be added for problematic data
- Time and Materials - drawing sets for complex or difficult structures or structures with no Reference Structures will be created on a Time (\$15/hr for Technicians, \$45/hr for Engineers) and Materials (MH Pro!) basis.
- Expediting Fee - an Expediting Fee of \$8.00 per structure for up to four structures will be charged when next day service (delivery before COB next day) is required in limited cases. Delivery in 2, 3 or 4 days carries a \$4.00/structure Expediting Fee.

When the engineer or agency has approved the drawings set (if applicable), you will notify us and we will invoice for full jobs or individual structures.

**#5 Business Agreement** Your company will sign a Business Agreement for FBE Contract Services that outlines the details of the process and the payment arrangements.

To inquire about Contract Services non MH Pro! Customers call 866-894-2785 and ask for Pat Race or Tom Goodman.

## ***Attachment I – Contract Services Rebar (MH Pro! Customers)***

**Summary:** From engineering drawings you provide, FBE engineers and technicians will create MH Pro! reports that include rebar for individual structures. Drawings will be sent according to an agreed upon schedule within 5 or more business days of the receipt of the job data. Next day delivery may be available on a limited basis for an additional fee. (See #4 below).

**#1. Drawing Sets** The following MH Pro! Reports will be delivered for each structure:

Submittal Drawing	Shop Drawing	Bill-of-material Report
Individual Rebar Drawing	Structure and Job Rebar Summary	

**#2. Set Up and Delivery Process** Your company pays an Up-front Fee which covers the creation of a Reference Structure for one type of structure and up to 10 drawing sets of that type of structure.

**#3. Delivery** You send FBE the engineering drawings for a job to us by e-mail or overnight at your cost. We e-mail you back the MH Pro! reports with rebar in 5 (or more) business days. Should corrections need to be made they will be made with next day turn around. One change will be made at no additional charge. This service is for structures that have existing Reference Structures.

**#4 Pricing** The Up-front Fee is \$120 and it provides for setting up your company and for the delivery of up to 6 MH Pro! drawing sets with rebar.

Chargeable categories for structures:

- Individual Structures - \$20 per drawing set from Reference Structures
- Time and Materials - \$29 or more per drawing set for complex or difficult structures created on a one-time basis based on the time and materials needed to complete the set.
- Expediting Fee - an Expediting Fee of \$8.00 per structure for up to four structures will be charged when next day service (delivery before COB next day) is required in limited cases. Delivery in 2, 3 or 4 days carries a \$4.00/structure Expediting Fee.

When the engineer or agency has approved the drawings set (if applicable), you will notify us and we will invoice for full jobs or individual structures with payment due in 30 days.

**#5 Business Agreement** Existing MH Pro! customers will sign an amendment to their existing agreement to describe the Contract Services they require.

To inquire about Contract Services Rebar (MH Pro! Customers) call 866-894-2785 and ask for Pat Race or Tom Goodman.

## ***Attachment J –Contract Services Rebar (Non- MH Pro! Customers)***

**Summary:** From engineering drawings you provide, FBE engineers and technicians will create MH Pro! reports that include rebar for individual structures. Drawings will be sent according to an agreed upon schedule within 5 or more business days of the receipt of the job data. Next day delivery may be available on a limited basis for an additional fee. (See #4 below).

**#1. Drawing Sets** The following MH Pro! Reports will be delivered for each structure:

Individual Rebar Drawing	Shop Drawing
Structure and Job Rebar Summary	Bill-of-material Report.
Submittal Drawing	

**#2. Set Up and Delivery Process** Your company pays an Up-front Fee which covers the creation of a Reference Structure for one type of structure and up to 10 drawing sets of that type of structure.

**#3. Delivery** You send FBE the engineering drawings for a job to us by e-mail or overnight at your cost. We e-mail you back the MH Pro! reports with rebar in 5 (or more) business days. Should corrections need to be made they will be made with next day turn around. One change will be made at no additional charge. This service is for structures that have existing Reference Structures.

**#4 Pricing** The Up-front Fee per Reference Structure is \$240 and it provides for setting up your company and for the delivery of up to six MH Pro! drawing sets with rebar. Additional Reference Structures will cost \$120 each.

Chargeable categories for structures:

- Individual Structures - \$40 per drawing set from Reference Structures
- Time and Materials - \$45 or more per drawing set for complex or difficult structures created on a one-time basis based on the time and materials needed to complete the set.
- Expediting Fee - an Expediting Fee of \$8.00 per structure for up to four structures will be charged when next day service (delivery before COB next day) is required in limited cases. Delivery in 2, 3 or 4 days carries a \$4.00/structure Expediting Fee.

When the engineer or agency has approved the drawings set (if applicable), notify us and we will invoice for full jobs or individual structures with payment due in 30 days.

**#5 Business Agreement** Your company will sign a Business Agreement for FBE Contract Services that outlines the details of the process and the payment arrangements.

To inquire about Contract Services Rebar (Non MH Pro! Customers) call 866-894-2785 and ask for Pat Race or Tom Goodman.

***Attachment K – Calculation of the Dollars/Structure Comparison***

FBE uses the midpoint of the range for a Production Level, and 12 times the monthly Regular Lease Rate, to calculate the per structure cost of using MH Pro!. This figure can be used for various computations by our customers in determining the benefits of MH Pro! to their organization.

Example:

For a producer with an annual estimate of production at 2340 structures per year.

Line #1        2340 structures is in the 2100 to 2800 range. Midpoint is 2450.

Line #2        From Table 2 the Regular Lease Rate is \$1,180 per month.

Line #3        12 times \$1,180 is \$14,160

Line #4        \$14,160 divided by 2450 structures is \$5.63 per structure.