

## EXHIBIT 4-A



### PM Connect's Revised Proposal to the Monterey Peninsula Water Management District (MPWMD) for additions to the specification and request for qualifications (RFQ) for the Water Demand Division Database System (WDD-DBS) Project

April 13, 2005

#### **Overview**

PM Connect has been engaged since February 2004 in developing the specification and request for qualifications (RFQ) for a Water Demand Division Database System (WDD-DBS) for the Monterey Peninsula Water Management District (MPWMD).

Much progress has been made to date including the development of approved work process flows, new forms to be used in conjunction with the new system, overall graphical user interface (GUI), and significant work on a detailed mock-up system and technical specification

On March 14, 2005, the Water Demand Division manager requested that Dan Swaigen develop a revised proposal to address three (3) new areas in the WDD-DB project:

1. Pebble Beach water permitting (commercial and residential) – a new process affected by ordinance 109
2. Commercial Water Credit Transfers (this was out of scope to the current contract since rules and regulations related to this process could not be determined at that time).
3. Investigate time tracking requirements based on new fee structure. A new fee structure based on standard rates plus hourly rate for time spent in excess of standard time allocation. This will require a "time tracking" element be added to all areas of the WDD-DBS. At this time

#### **Proposal**

PM Connect is a project management consulting company based in Monterey. PM Connect has been in business since 1985 helping clients manage technology projects.

PM Connect proposes to assist MPWMD with completing the specification and RFQ for the WDD-DBS Project in seven (7) key areas:

1. Work Process Flow Diagram Development
  - o Pebble Beach Permits
  - o Water Credit Transfers.
2. Forms Development

- Water Credit Transfers
  - **Note:** Assumption is that there will be no additional forms for Pebble Beach permits
- 3. Input Screens & Logic Development
  - Pebble Beach Permits
  - Water Credit Transfers
- 4. Reports
  - Pebble Beach Permits
  - Water Credit Transfers
- 5. Time Tracking/Fee Structure Investigation
- 6. Technical Specification Modification
  - Pebble Beach Permits
  - Water Credit Transfers
- 7. Request for Qualification (RFQ) Modification
  - Pebble Beach Permits
  - Water Credit Transfers

### ***Costs, Resources, and Schedule***

PM Connect will provide a consultant (Dan Swaigen) at a rate of \$125/hour on this project. We have estimated the total cost for this project to be \$40,750. On average, the consultant will work on this project two (2) days per week. It is expected the contract will be approved by 05/16/05. Assuming a start date of 05/17/05, the completion of this project is estimated to be 10/27/05.

Summary level estimates for project hours and costs are as follows:

ITEM #	Description	Cost	Hours	Start	Finish
1	Work Process Flow Diagram Development	6,500	52	05/17/05	06/14/05
2	Forms Development	2,250	18	06/15/05	06/24/05
3	Input Screens & Logic Development	10,500	84	06/24/05	08/08/05
4	Reports Development	4,500	36	08/08/05	08/29/05
5	Time Tracking/Fee Structure Investigation	5,000	40	08/29/05	09/15/05
6	Technical Specification Modification	10,000	80	09/16/05	10/20/05
7	Request for Qualification (RFQ) Modification	2000	16	10/21/05	10/27/05
<b>Totals</b>		<b>\$40,750</b>	<b>326</b>		

We have attached a detailed project plan which provides more information including detailed tasks associated with each summary area above. The summary areas and associated deliverables are also described in the next section.

## ***Description of Tasks to be Performed***

**Note:** Each item will have a final deliverable that must be approved by WDD Management

### **Item #1: Work Process Flow Diagram Development**

Meet with WDD Management to develop work flow diagrams for the 2 new processes:

1. Pebble Beach Water Permits
2. Water Credit Transfers

### **Item #2: Forms Development**

Work with WDD Management to develop new forms for 1 the 2 new processes:

1. Water Credit Transfers
  - a. **Note:** Assumption is that there is no new forms development associated with the Pebble Beach Water Permits

### **Item #3: Input Screens & Logic Development**

Work with CTO to develop screens and logic based on items #1 and 2 above for the 2 new areas:

1. Pebble Beach Water Permits
2. Water Credit Transfers

### **Item #4: Reports Development**

Work with WDD Management to develop reports for the 2 new areas:

1. Pebble Beach Water Permits
2. Water Credit Transfers

### **Item #5: Time Tracking/Fee Structure Investigation**

Work with WDD Management and the CTO to investigate time tracking and new fee structures as they apply to WDD DB. The goal will be to determine the best approach to incorporate time tracking into the new system. This will allow us to estimate the amount of time necessary to add time tracking into the new system.

### **Item #6: Technical Specification Modification**

Work with the CTO to modify the technical specification to include additional content based on the 2 new areas:

1. Pebble Beach Water Permits
2. Water Credit Transfers

### **Item #7: Request for Qualification (RFQ) Modification**

Work with the CTO to modify the technical specification to include additional content based on the 2 new areas:

1. Pebble Beach Water Permits
2. Water Credit Transfers

## ***Terms and Conditions***

Invoices will be issued on the 1<sup>st</sup> and 15<sup>th</sup> of each month during the engagement and are payable Net 15 from receipt of invoice.

Payments should be sent to:

PM Connect  
801 Lighthouse Ave  
Suite 201  
Monterey, CA 93940

This proposal is valid for 60 days from receipt.