

Exhibit A
Scope of Work/Fee Schedule

Consultant shall complete the scope of work and satisfy, and complete outcome measures detailed in the attached proposal.

AES for CSVS
Scope of Work and Budget



Phase 1: Planning (February - March, 2024)

Operations

- Startups - prepare strategic plan and target startups to recruit.
- Advisory Board - prepare strategic categories and targeted advisors to recruit.
- Sponsors - prepare targeted sponsors in industry and venture capital for contributions.
- Workforce Development - prepare platform and services to support upskilling and professional training.
- Staff/hiring - conduct search and interviews; make selection.

Marketing

- Website - design UX/UI, architecture and layout, and language; conduct QA/QC
- Marketing collateral - includes recruitment material, logo, signage, etc.

SMEs

- Meetings with advisors (investors, entrepreneurs, etc.) - includes travel and meetings

SUBTOTAL - Planning phase	\$ 21,000
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Phase 2: Implementation (March - April 2024)

Recruitment

- Startups - build network of 4 subcategories; includes outreach and recruitment
- Advisory Board - build network for 5 subcategories, includes outreach and recruitment.
- Sponsors - build network of industry and investment sponsors.
- Workforce Development - promote program, collaborate with parallel programs (OCC, etc.)
- Staff - includes but not limited to onboarding

Office space

- Signage - includes third-party public relations and strategic communication experts.
- Technology - includes computer(s), copier, Internet access, etc.

Marketing

- Launch website
- Publish marketing collateral

SUBTOTAL - Implementation phase	\$ 43,000
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Phase 3: Operations (May - September, 2024)

KPI

- Startups - target: 12 - 15 in-person and/or virtual participating startups.
- Advisory Board - target: 5 boards, including oversight.
- Sponsors - target: \$20,000 revenue in year 1 as proof-of-concept.
- Workforce Development - target: an operating program including active support.

Support staff - office personnel.

Marketing and promotion - includes public speaking events and stakeholder engagement.

Travel

Assessment and Reporting

SUBTOTAL - Operations phase	\$ 136,000
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TOTAL	\$ 200,000
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This is our scope of work and budget/cost estimate to run CSVS through September 30, 2024.

It should be noted that AES's process for working with partners is collaborative.

We offer an expansive network, professional expertise, and years for experience, but we value, respect, and rely on the expertise of our partners to ensure that our work is appropriate and grounded in the community.

The first step in this process is always relationship building, where we collaboratively discuss and solidify goals, objectives, activities, methodology, and timing of the work. Indeed, AES is flexible and will create, adapt, or incorporate new approaches based on further conversations including additional services or publications to share and disseminate information and services in a way that is culturally and linguistically accessible.

Therefore, some aspects of the scope of work and budget are tentative and will be finalized based on our collaborative work with our partners. AES looks forward to this opportunity to launch the CSVS incubator to accelerate resiliency. Our committed team is excited to get to work on this project. We are happy to answer any questions about this Scope of Work and Budget.