

## REVISED COST INFORMATION SUBMISSION

Pre-implementation deliverables shall have a 15% retainage payable after the warranty period (See Section VII, Item 16). Documented below is a proposed payment schedule that is acceptable to the State. Vendor may propose an alternative payment schedule to be finalized during contract negotiations. Payment amounts proposed for each deliverable/milestone should correlate to the level of effort and criticality of the deliverable/milestone to the project. The schedule below does not depict all anticipated deliverables/milestones for the project, just those that are proposed to be associated with a payment.

**Table 25: Document Payment Schedule**

Document Deliverables	Payment Amount
Project Management Plan - Schedule, Organization, and Quality Plan, SOW/Scope, Communication Plan, and Risk/Issue Management Plan	5%
Takeover Phase Deliverables, including Training Plan (refer to Section VII Item 11)	5%
Requirements Traceability Matrix (RTM) (refer to Section VII Item 12.1 7)	5%
General System Design Document, including the Software Development Approach, Data Integrity, Data Availability, Data Authenticity, and Data Security.	5%
Interface Control Document and Security and Privacy Design Document (refer to Section VII Item 11.7.6 and 11.7.9)	5%
System Test Plan (refer to Section VII Item 11.7.7)	5%
Security and Privacy Design Document and Security Risk Assessment, Business Continuity Plan (refer to Section VII Item 11.7.10), Disaster Recovery Plan (refer to Section VII Item 11.7.11), and Disaster Recovery Initial Test Results	5%
System Test Results	5%
Initial Test Point Milestone (refer to Section VII Table 21)	10%
Final Test Point Milestone	20%
UAT Acceptance Milestone	20%
Go-Live	10%

Vendors must supply all applicable project costs in the matrix below. The matrix must be supplemented by a cost itemization fully detailing the basis of each cost category. The level of detail must address the following elements as applicable: item, description, quantity, retail, discount, extension, and deliverable. The Vendor is expected to provide operational costs consisting of a fixed maintenance cost that includes some number of hours (which must be specified in the proposal - Section VII: Project Specifications, Article 15, Maintenance and Operations) to be used for routine maintenance requests. Vendors may add line items to any cost table to substantiate their entire offering. Any cost not listed, even if it was asked for in the RFP but not included below, may result in the Vendor providing those products or services at no charge to the State or face disqualification.

Cost Description	Cost	15% Retainage	Cost Less Retainage
<b>Implementation Costs</b>			
Implementation Costs			
Training			
<b>Total Cost Less Retainage</b>			
<b>Total Retainage</b>			
<b>Subtotal Implementation Costs</b>			
<b>Maintenance, Operations, Support, and Hosting Costs</b>			
		<u>Monthly</u>	<u>Yearly</u>
Year 1			
Year 2			
Year 3			
Year 4			
Year 5			
<b>Fixed cost of Print Center with no mailings</b>			
<b>Per item mailing cost above fixed cost (list volume rates and discounts on separate rows) **</b>			
<b>Subtotal Maintenance, Operations, Support, and Hosting Costs</b>			
<b>Performance Bond/ Irrevocable Letter of Credit</b>			
Performance Bond/Irrevocable Letter of Credit (Section IV, Item 37)		\$	

**\*\* Vendor shall describe tiered pricing for any Notices, Letters, and Renewals to be mailed each month.**

**Summary:**

<b>Implementation Costs (1 year):</b>	
<b>Maintenance, Operations, Support, and Hosting Costs (5 years):</b>	
<b>Performance Bond/Irrevocable Letter of Credit:</b>	
<b>6-YEAR GRAND TOTAL:</b>	

DOM understands that Vendors may often have more competitive or innovative data sources that would be an advantage to the State. This is the opportunity for Vendors to propose optional services that the State could utilize at its discretion.

**Table 27: Optional Items/Services**

Item	Description	One-Time Cost	Annual Licensing Cost

**CHANGE ORDER RATES**

DOM may wish to add functionality outside the scope of this RFP after the initial deployment of the awarded solution. The Vendor must propose all possible personnel/subject matter experts (SME's) that may be needed for future enhancements in the table below with their fully loaded hourly rates. Along with the fully loaded **fixed on-site** hourly rates, the Vendor must propose a fully loaded ~~blended~~ **fixed off-site** rate. The table lists possible roles but is not all inclusive and the Vendor may add additional roles. If the Vendor does not foresee a particular role being proposed, the Vendor must mark the hourly rate as N/A. Vendor must completely fill in the matrix listed below. The fully loaded fixed hourly rate will remain the same for the entire duration of the project. These rates shall be used in pricing of any subsequent change orders. Fully loaded rates include hourly rate plus travel, per diem, and lodging.

**Table 28: Fully Loaded Rates**

Role	Fully Loaded Fixed <u>On-Site</u> Hourly Rate	Fully Loaded Fixed <u>Off-Site</u> Hourly Rate
Project Manager		
System Architect		
Technical Manager		
Test Manager		
Functional Lead		
Data Architect		
Data Analyst		
Database Administrator		

<b>Role</b>	<b>Fully Loaded Fixed <u>On-</u> <u>Site</u> Hourly Rate</b>	<b>Fully Loaded <u>Fixed Off-Site</u> Hourly Rate</b>
Senior Developer		
Junior Developer		
Business Analyst		
Functional Tester		
Technical Writer		
User Interface Designer		
Interaction Designer/User Researcher		