Table of Contents

Vendor Name: *Elixir Lab USA Inc (d/b/a Cardinality.ai)*

Worksheet Title/Hyperlink	Description
1. Instructions	Instructions for completing the Cost Workbook in accordance with the RFP.
2. Cost Summary	Worksheet that summarizes total proposed costs. Vendors have no enterable fields on this tab.
3. Labor Rates	Worksheet for Vendor to itemize hourly rate structures for proposed project staff.
4. Project Deliverables	Worksheet describing project deliverables during implementation and maintenance.
5. Licensing-Subscription	Worksheet for Vendor to itemize software maintenance, enhancement, not-to-exceed, and help desk costs.
6. Assumptions	Worksheet for Vendor to itemize all assumptions upon which its pricing is dependent.

1. Instructions

Vendor: *Elixir Lab USA Inc (d/b/a Cardinality.ai)*

Please refer to the RFP document for details describing the services and scope of the solution in accordance with this Cost Workbook. In addition to the items below, the Agency expects Vendors to review the Cost Proposal Instructions in the RFP.

No.	Instructions	Location
1	This Microsoft Excel Cost Workbook contains multiple worksheets designed to provide a robust understanding of the costing models used by the Vendor. Use of this Cost Workbook is essential for the Agency to evaluate the Vendor's proposal, and the Vendor must use this form in preparing its pricing response to this RFP.	All tabs
2	Completion of the Cost Workbook is mandatory. Any cost-related data including the completed Cost Workbook must only be submitted with Package 2: Cost Proposal as per the RFP.	All tabs
3	The worksheet labeled TOC (Table of Contents) contains brief descriptions of each spreadsheet, as well as convenient one-click navigation of the Cost Workbook. Vendors must enter their "Vendor Name" in each worksheet.	All tabs
4	Each worksheet is designed to elicit specific pricing information related to the RFP. If the Vendor's typical pricing model does not normally charge for a specific element provided within this workbook, then please provide a statement in the "Cost Assumptions" tab regarding the Vendor's methodology of charging for that element (e.g., not applicable, no additional charge).	All tabs
5	The "Cost Summary" tab will be automatically calculated using the information entered on the other worksheets. Vendor must not change or modify content on this tab.	2. Cost Summary
6	The Agency will use the "Labor Rates" supplied by the Vendor as a rate card for all future change requests during Implementation or Maintenance and Operations.	3. Labor Rates
7	Project deliverables will be charged using a firm-fixed-price. It is expected that the proposed cost per effort or deliverable is **all inclusive of initial submission and any updates or maintenance required.** Payments will be made using a deliverables-based approach and include retainage.	4. Project Deliverables
8	The list of efforts and deliverables provided in this document are deliverables the Agency has identified as critical for the solution. All tasks associated with the implementation services proposed must be included in the total one-time cost for that service.	4. Project Deliverables
9	Licensing or Subscription costs must be entered in this worksheet. Vendor should zero fill any cells for which no cost is proposed.	5. Licensing-Subscription
11	The Vendor should provide details pertaining to the assumptions, expectations, and performance parameters that have been used as the basis for the pricing. Please note that the Vendor's response to this Cost Workbook will not be considered an actual commitment to perform the project, but WILL BE considered a costing model and pricing structure commitment, if it is the selected Vendor.	6. Assumptions

Appendix C: Cost Workbook

Vendor:	Elixir Lab USA Inc (d/b/a Cardinality.ai)

Notes
The costs on this worksheet will be automatically calculated using the information entered on the other worksheets. It is the responsibility of the Vendor to ensure spreadsheet calculations are correct.

Total Cost Summary

Description	Implementation	Maintenance & Operations - Base Term			Optional Term 1	Optional Term 2	Optional Term 3	Total Costs
	Years 1-2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	
Project Deliverables & Project Management	$ 1,670,400.00							$ 1,670,400.00
Licensing - Subscription	$ 122,440.00	$ 593,610.00	$ 593,610.00	$ 617,354.40	$ 617,354.40	$ 617,354.40	$ 642,048.58	$ 3,803,771.78
Total	$ 1,792,840.00	$ 593,610.00	$ 593,610.00	$ 617,354.40	$ 617,354.40	$ 617,354.40	$ 642,048.58	$ 5,474,171.78

Vendor: *Elixir Lab USA Inc (d/b/a Cardinality.ai)*

Implementation Services Hourly Rates	
Staff Position	**Rate**
Account Manager	$ 150.00
Project Manager	$ 125.00
Business Lead	$ 120.00
Technical Lead	$ 120.00
Implementation Manager	$ 125.00
Operations Manager	$ 120.00
Quality Assurance Manager	$ 110.00
Testing Manager	$ 110.00
Information Security Architect/Privacy Data Protection Officer	$ 140.00
Developer	$ 110.00
Tester	$ 100.00
Integration Lead	$ 120.00
Solution Architect	$ 120.00
UI/UX Designer	$ 100.00
Support Engineer	$ 100.00

Maintenance and Operations Services — Hourly Rates

Staff Position	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Account Manager	$ 150.00	$ 150.00	$156	$156	$156	$162	$162	$162
Project Manager	$ 125.00	$ 125.00	$130	$130	$130	$135	$135	$135
Business Lead	$ 120.00	$ 120.00	$125	$125	$125	$130	$130	$130
Technical Lead	$ 120.00	$ 120.00	$125	$125	$125	$130	$130	$130
Implementation Manager	$ 125.00	$ 125.00	$130	$130	$130	$135	$135	$135
Operations Manager	$ 120.00	$ 120.00	$125	$125	$125	$130	$130	$130
Quality Assurance Manager	$ 110.00	$ 110.00	$114	$114	$114	$119	$119	$119
Testing Manager	$ 110.00	$ 110.00	$114	$114	$114	$119	$119	$119
Information Security Architect/Privacy Data Protection Officer	$ 140.00	$ 140.00	$146	$146	$146	$151	$151	$151
Developer	$ 110.00	$ 110.00	$115	$115	$115	$120	$120	$120
Tester	$ 100.00	$ 100.00	$104	$104	$104	$108	$108	$108
Integration Lead	$ 120.00	$ 120.00	$125	$125	$125	$130	$130	$130
Solution Architect	$ 120.00	$ 120.00	$125	$125	$125	$130	$130	$130
UI/UX Designer	$ 100.00	$ 100.00	$104	$104	$104	$108	$108	$108
Support Engineer	$ 100.00	$ 100.00	$104	$104	$104	$108	$108	$108

Notes

This tab must be used to provide contractor/subcontractor hourly labor rates for the various classifications and grades of personnel. Applicable purchase, delivery, tax, services, safety, license, travel, per diem, Vendor's staff training, project facility, and any other expenses associated with the delivery and implementation of the proposed items must be included in the Vendor's costs and fixed hourly rates.

The Agency will use the "Labor Rates" supplied by the Vendor as a rate card for all future change requests during Implementation or Maintenance and Operations.

Vendor may include additional roles to describe the various classifications and grades of its personnel. Vendors may insert additional rows as required (e.g., a Senior-Level Programmer and a Junior-Level Programmer require two separate rows).

It is the responsibility of the Vendor to ensure spreadsheet calculations are correct.

Project Deliverables					
Instructions The Agency has included required efforts and deliverables, but Vendors should add any additional deliverables that will be part of each effort and may reorder and renumber efforts or deliverables as needed. The Agency has also included a phased approach to the implementation of the communication system. **The Agency will retain 10% of each payment milestone until system acceptance and Phase 2 transition to Operational Support.**		**Total Cost**	**Deliverable Cost**	**Estimated Hours to Complete**	**Estimated Completion Date**
Project Planning					
Payment Milestone 1: Project Planning Complete		$ 70,400.00			
D001	Project Kick-off Meeting		$ 10,560.00	98.40	30/4/2025
D002	Final Project Management Plan		$ 10,560.00	98.40	30/4/2025
D003	Requirements Refinement and Gap Analysis		$ 35,200.00	328.00	30/4/2025
D004	Implementation Plan		$ 14,080.00	131.20	30/4/2025
D005	*Vendor to add other deliverables as needed*		$ -	-	
			$ -	-	
			$ -	-	
Phase 1 Implementation					
Payment Milestone 2: Phase 1 System Go-Live		$ 711,360.00			
D006	Installation and Environmental Setup		$ 67,392.00	639.36	31/5/2025
D007	Configuration and Customization		$ 262,080.00	2,486.40	30/6/2025
D008	Interface Design and Development		$ 82,368.00	781.44	30/6/2025
D009	Testing and Quality Assurance (including User Acceptance Testing [UAT])		$ 104,832.00	994.56	31/7/2025
D010	Development of Video-Based Training and Materials		$ 52,416.00	497.28	30/6/2025
D011	Tracking Video-Based Training Completion		$ 59,904.00	568.32	31/8/2025
D012	Go-Live Readiness Assessment		$ 22,464.00	213.12	31/8/2025
D013	Go-Live Support		$ 22,464.00	213.12	31/8/2025
D014	Go-Live Event		$ 37,440.00	355.20	31/8/2025
D015	*Vendor to add other deliverables as needed*		$ -	-	
			$ -	-	
			$ -	-	
Payment Milestone 3: Phase 1 System Post-Go-Live Support (90 days after Go-Live)		$ 37,440.00			
D016	Post-Go-Live Support (Transition to Operational Support)		$ 37,440.00	355.2	30/11/2025
D017	*Vendor to add other deliverables as needed*		$ -		
			$ -		
Phase 2 Implementation					
Payment Milestone 4: Phase 2 System Go-Live		$ 716,800.00			
D018	Configuration and Customization		$ 250,880.00	2318.4	31/10/2025
D019	Interface Design and Development		$ 107,520.00	993.6	31/10/2025
D020	Testing and Quality Assurance (including User Acceptance Testing [UAT])		$ 107,520.00	993.6	1/11/2025
D021	Development of Video-Based Training and Materials		$ 50,176.00	463.68	31/10/2025
D022	Tracking Video-Based Training Completion		$ 57,344.00	529.92	31/12/2025
D023	Go-Live Readiness Assessment		$ 21,504.00	198.72	31/12/2025
D024	Go-Live Support		$ 50,176.00	463.68	31/12/2025
D025	Go-Live Event		$ 71,680.00	662.4	31/12/2025
D026	*Vendor to add other deliverables as needed*		$ -		
			$ -		
Payment Milestone 5: Phase 2 System Post-Go-Live Support (90 days after Go-Live)		$ 134,400.00			
D027	Post-Go-Live Support (Transition to Operational Support)		$ 134,400.00	1280	31/3/2026
D028	*Vendor to add other deliverables as needed*		$ -		
			$ -		
Additional Vendor Proposed Deliverables		$ -			
	Other (specify)		$ -		
	Other (specify)		$ -		
	Other (specify)		$ -		
	Other (specify)		$ -		
	Other (specify)		$ -		
	Total Implementation Costs	**$ 1,670,400.00**			

Appendix C: Cost Workbook

Vendor: *Elixir Lab USA Inc (d/b/a Cardinality.ai)*

Vendor must provide a response in each cost cell of this worksheet.

	Licensing or Subscription Costs							
	Implementation		Maintenance & Operations - Base Term			Optional Term 1	Optional Term 2	Optional Term 3
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Licensing	$ 49,440.00	$ -	$ 237,810.00	$ 237,810.00	$ 247,322.40	$ 247,322.40	$ 247,322.40	$ 257,215.30
Hosting	$ 73,000.00	$ -	$ 183,000.00	$ 183,000.00	$ 190,320.00	$ 190,320.00	$ 190,320.00	$ 197,932.80
Maintenance and Support	$ -	$ -	$ 172,800.00	$ 172,800.00	$ 179,712.00	$ 179,712.00	$ 179,712.00	$ 186,900.48
Subscription	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total Licensing or Subscription Costs	$ 122,440.00	$ -	$ 593,610.00	$ 593,610.00	$ 617,354.40	$ 617,354.40	$ 617,354.40	$ 642,048.58

Appendix C: Cost Workbook

Vendor: *Elixir Lab USA Inc (d/b/a Cardinality.ai)*

Item #	Attachment	Attachment Section or Page	Description	Rationale	Cost Impact If Assumption is Invalid
1	Appendix C - Cost Proposal Form	5. Licensing-Subscription	The Cardinality solution will be hosted on AWS GovCloud for production instance	The Agency requires a Vendor-hosted Solution	$ -
2	Appendix C - Cost Proposal Form	5. Licensing-Subscription	AWS Cloud Hosting includes four non-production instances - Development, Integration Testing, UAT and Staging	The number of non-production environments included in the subscription or license	$ -
3	Appendix C - Cost Proposal Form	5. Licensing-Subscription	The Cardinality Saas license cost is provided for the following named users: Upto 850 staff and 660 other users.	The number of named users of the solution have been estimated based on the numbers mentioned in Table 1: Interested Parties and Estimated Group Sizes of the RFP document (CRFP BSS2500000001_Complete Solicitation Documents). In the case of SNS Provider Agencies, State Counties (for legal community users) and CPAs, 5 named users have been assumed per provder group as each of these could have multiple staff involved in foster cases.	$ -
4	Appendix C - Cost Proposal Form	5. Licensing-Subscription	No user license fees is charged for children/youth in foster care	Cardinality does not charge license fees for citizen users of the solution	$ -
5	Appendix C - Cost Proposal Form	5. Licensing-Subscription	In the Licensing-Subscription tab, cost is not applicable for Year-2 of Implementation as the implementation period is for 12 months only	The timeline for implementation of Phase-1 and Phase-2 will be 12 months as per the proposed implementation plan	$ -
6	Addendum-1	Vendor Questions and Answers #44	Cardinality will leverage the DocuSign licenses of the Agency for e-signature	Cardinality solution can be integrated with digital signing tools such as DocuSign. The license for the same must be procured by the Agency Note: In the cost impact column, the DocuSign cost mentioned is per year	$ 151,000.00
7	Appendix C - Cost Proposal Form	5. Licensing-Subscription	Cardinality SaaS license cost includes - Yearly 2 upgrades, monthly hot fixes and level 3 support	Inclusions in the SaaS license cost during M&O	$ -
8	Addendum-1	Vendor Questions and Answers #18	All resources will be based out of the US	All resources are assumed to be based out of the US as per the response provided to vendor question in Vendor Questions and Answers	$ -
9	Addendum-1	Vendor Questions and Answers #17	Data migration is not part of scope of work	As the data will remain in PATH, there is no need for data migration to the Cardinality solution	$ -

10	Appendix B - Functional and Technical Requirements	2. Technical T.G.8	Cardinality will deliver a mobile responsive solution. Mobile application development is not part of the scope of work.		$ 400,000.00
11	Appendix C - Cost Proposal Form	5. Licensing-Subscription	In the Licensing-Subscription tab, license cost includes Cardinality SaaS license and third party software cost. Hence no value is mentioned against subscription cost as it is not applicable		$ -
12					$ -
13					$ -
14					$ -
15					$ -
16					$ -
17					$ -
18					$ -
19					$ -
20					$ -

Notes
The Vendor is required to state all assumptions upon which its pricing is being determined. Insert as many lines as necessary to ensure all concerns are accurately expressed. Assumptions shall not conflict with the Terms and Conditions or Mandatory Requirements of this RFP.

The Vendor should provide pricing consistent with the following:
 - Apply the pricing in accordance with the Terms and Conditions and Mandatory Requirements of the RFP.
 - Clearly identify and explain all of the pricing assumptions made, upon which pricing is predicated including the cost/pricing impact if the assumption is invalid.
 - State if any charge is subject to Special Conditions, and clearly specify those conditions and quantify their impact upon the charges.

State of West Virginia
Department of Human Services (DHS)

Child Welfare Mobile Application Communication Software

RFP Number : CRFP 0511 BSS2500000001

Cardinality's Cost Proposal to West Virginia Department of Human Services

Child Welfare Mobile Application Communication Software RFP

Submitted by	Submitted to
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Cardinality.ai

Title page

RFP subject number	:	Request for Proposal. CRFP 0511 BSS2500000001
Vendor's name	:	Elixir Lab USA Inc. d/b/a Cardinality.ai
Business address	:	267 Kentlands Boulevard Suite #5092, Gaithersburg, MD 20878
Telephone number	:	(513) 907-1068
Name of contact person	:	Anna Harper, Chief Administrative Officer
E-mail address	:	sales@cardyai.com

Vendor signature:

06-Feb-2025

Date

1. Cost Proposal

Team Cardinality has reviewed the Appendix C: Cost Proposal Form and is pleased to submit the document as a separate attachment.