



Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
Delivery Order

Order Date: 01-10-2024

CORRECT ORDER NUMBER MUST APPEAR ON ALL PACKAGES, INVOICES, AND SHIPPING PAPERS. QUESTIONS CONCERNING THIS ORDER SHOULD BE DIRECTED TO THE DEPARTMENT CONTACT.

Order Number:	CDO 0803 0081 DOT2400000029 1	Procurement Folder:	1356604
Document Name:	dTIMS BA,OM Licenses & Support	Reason for Modification:	
Document Description:	dTIMS BA,OM Licenses & Support (81240082)		
Procurement Type:	Central Delivery Order		
Buyer Name:	John W Estep		
Telephone:	304-558-2566		
Email:	john.w.estep@wv.gov		
Shipping Method:	Best Way	Master Agreement Number:	CMA 0803 DOT2300000025 1
Free on Board:	FOB Dest, Freight Prepaid		

VENDOR		DEPARTMENT CONTACT	
Vendor Customer Code:	000000233045	Requestor Name:	Sidney Oliver
DEIGHTON ASSOCIATES LTD 1555 WENTWORTH ST UNIT 200		Requestor Phone:	304-414-7119
WHITBY	ON L1N 9T6	Requestor Email:	jr.oliver@wv.gov
CA			
Vendor Contact Phone:	9056656605	Extension:	132
Discount Details:			
	Discount Allowed	Discount Percentage	Discount Days
#1	No	0.0000	0
#2	No		
#3	No		
#4	No		

24
 FILE LOCATION _____

INVOICE TO	SHIP TO
INFORMATION TECHNOLOGY DIVISION DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720 CHARLESTON WV 25305 US	INFORMATION TECHNOLOGY DIVISION DEPT. OF TRANSPORTATION 1900 KANAWHA BLVD E, BLD. 5 RM-720 CHARLESTON WV 25305 US

Total Order Amount: \$1,936,520.78

Purchasing Division's File Copy

JE 1/12/24

PURCHASING DIVISION AUTHORIZATION
 DATE: *Tara H* 1/17/2024
 ELECTRONIC SIGNATURE ON FILE

ENCUMBRANCE CERTIFICATION
 DATE: *Sue Van* 1-17-24
 ELECTRONIC SIGNATURE ON FILE

Extended Description:

dTIMS BA,OM Licenses & Support - Year 2
Service dates: 12/1/23 - 11/30/24

Final Cost: \$1,450,000.00 which includes loyalty discount (\$486,520.78).
Refer to Pricing Quote for details.

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
1	81112200	0.00000		\$0.0000	\$133,279.56
Service From	Service To	Manufacturer	Model No	Delivery Date	
2023-12-01	2024-11-30				

Commodity Line Description: C2 - dTIMS BA - core platform (20)

Extended Description:

C2 dTIMS BA - core platform
(20) Licenses

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
2	81112200	0.00000		\$0.0000	\$75,530.88
Service From	Service To	Manufacturer	Model No	Delivery Date	
2023-12-01	2024-11-30				

Commodity Line Description: A4 - dTIMS BA Addl Users (30)

Extended Description:

A4 dTIMS BA additional users
(30 licenses)

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
3	81112200	0.00000		\$0.0000	\$133,279.56
Service From	Service To	Manufacturer	Model No	Delivery Date	
2023-12-01	2024-11-30				

Commodity Line Description: C1 - dTIMS OM - core platform (30)

Extended Description:

C2 dTIMS OM core platform
(20 licenses)

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
4	81112200	0.00000		\$0.0000	\$75,530.88
Service From	Service To	Manufacturer	Model No	Delivery Date	
2023-12-01	2024-11-30				

Commodity Line Description: A3 - dTIMS OM Addl Users (30)

Extended Description:

A3 dTIMS OM additional users
(30 licenses)

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
5	81112200	0.00000		\$0.0000	\$125,884.80
Service From	Service To	Manufacturer		Model No	Delivery Date
2023-12-01	2024-11-30				

Commodity Line Description: A7 - dTIMS OM Addl Users (50)

Extended Description:

A7 dTIMS OM additional users
(50 licenses)

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
6	81112200	0.00000		\$0.0000	\$251,769.60
Service From	Service To	Manufacturer		Model No	Delivery Date
2023-12-01	2024-11-30				

Commodity Line Description: A11 - dTIMS OM Addl Users (100)

Extended Description:

A11 dTIMS OM additional users
(100 licenses)

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
7	81112200	0.00000		\$0.0000	\$251,769.60
Service From	Service To	Manufacturer		Model No	Delivery Date
2023-12-01	2024-11-30				

Commodity Line Description: A15 - dTIMS OM Addl Users (100)

Extended Description:

A15 dTIMS OM additional users
(100 licenses)

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
8	81112200	0.00000		\$0.0000	\$337,371.26
Service From	Service To	Manufacturer		Model No	Delivery Date
2023-12-01	2024-11-30				

Commodity Line Description: A19 - dTIMS OM Addl Users (200)

Extended Description:

A19 dTIMS OM additional users
(200 licenses)

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
9	81112200	0.00000		\$0.0000	\$415,419.84
Service From	Service To	Manufacturer		Model No	Delivery Date
2023-12-01	2024-11-30				

Commodity Line Description: A23 - dTIMS OM Addl Users (500)

Extended Description:

A23 dTIMS OM additional users
(500 licenses)

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
10	81112200	0.00000		\$0.0000	\$125,884.80
Service From	Service To	Manufacturer		Model No	Delivery Date
2023-12-01	2024-11-30				

Commodity Line Description: A27 - dTIMS OM Addl Users (1000)

Extended Description:

A27 dTIMS OM additional users
(1000 licenses)

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
11	81112200	0.00000		\$0.0000	\$10,800.00
Service From	Service To	Manufacturer		Model No	Delivery Date
2023-12-01	2024-11-30				

Commodity Line Description: C3 - dTIMS Premier Support - core platform

Extended Description:

C3 - dTIMS Premier Support - core platform

October 11, 2022

Re: Deighton 2022 Software Pricing for WVDOH

To whom it may concern,

Deighton is pleased to present the West Virginia Division of Highways (WVDOH) with our product list and pricing which is current as of the date of this letter.

The contract term for this offer is December 1, 2022, to November 30, 2027 (i.e., a 5-year offering). This pricing supersedes any other previous pricing provided by Deighton.

The pricing is broken into two sections:

- Core Platform for our products based on 20 named licenses (items C1 to C4)
- Block pricing and associated discounts for additional licenses over and above the Core Platform (items A1 to A28)
 - The block size in terms of number of licenses is indicated as a header above each block

The following columns are shown in the pricing tables:

- ITEM – This is the item number for the product
- QTY – This is the number of units in the block for that item (i.e., the block size)
- UNIT – This is the unit as either EA or ANN
 - EA means the item is invoiced as a **one-time charge** at the time of purchase
 - ANN means the item is invoiced **annually** on November 1 of each year (for coverage period from Dec 1 to Nov 30 of each year)
 - For items purchased during the year, the item will be invoiced on the 1st of the following month of purchase and pro-rated to Dec 1 of each year, for example:
 - The Invoice Price on Sept 1 for an item purchased sometime in August would be:
 - Unit Price * 4/12 {since it is 4 months from Aug to Dec 1}
 - Then on Dec 1, the Invoice Price for that item would be the full annual amount
- DESCRIPTION – Item description
- BLOCK DISCOUNT – Any block discount for the block based on quantity purchased
- UNIT PRICE – The total Unit Price of the block
 - If a partial block is purchased, the following formula is used:
 - Unit Price / Qty * Number of Units
 - Example for **annual** amount if 75 units of OM is purchased:
 - C1 + A3 + (A7/50*25)

dTIMS BA provides the tools to create, manage, and analyze asset inventory and perform Life Cycle Cost Analysis (LCCA) of the WVDOH assets. Once the inventory is populated and configured, dTIMS OM will utilize that inventory for Operations and Maintenance users. Therefore, only Assets Stewards will



deighton

require a dTIMS BA license while still allowing dTIMS OM users to interact with the asset inventory through verified workflows configured during implementation. No LCCA can be performed with just an OM license.



Core Platform Pricing Table

ITEM	QTY	UNIT	DESCRIPTION	UNIT PRICE Year 1	UNIT PRICE Year 2	UNIT PRICE Year 3	UNIT PRICE Year 4	UNIT PRICE Year 5
Core Platform (required - includes 20 named user licenses)								
C1	1	ANN	dTIMS OM (Operations Management) version: web	\$123,407.00	\$133,279.56	\$143,941.92	\$151,139.02	\$158,695.97
C2	1	ANN	dTIMS BA (Business Analytics) version: web	\$123,407.00	\$133,279.56	\$143,941.92	\$151,139.02	\$158,695.97
C3	1	ANN	dTIMS Premier Support *1	\$10,000.00	\$10,800.00	\$11,664.00	\$12,247.20	\$12,859.56
C4	1	ANN	dTIMS BI (Business Intelligence)	\$4,000.00	\$4,320.00	\$4,665.60	\$4,898.88	\$5,143.82

*1 - 24 hours of annual support as per Support Plan document, Monday through Friday from 7:30 am - 4:30 pm Eastern Standard Time. This is renewed annually.



Additional Licensing Pricing Table

Additional User Named Licenses (options – each additional bundle beyond the 20 included in the core)									
ITEM	QTY	UNIT	DESCRIPTION	BLOCK DISCOUNT	UNIT PRICE Year 1	UNIT PRICE Year 2	UNIT PRICE Year 3	UNIT PRICE Year 4	UNIT PRICE Year 5
BLOCK 1: LICENSES 21 TO 50									
A1	30	EA	dTIMS OM Additional User License Cost	0%	\$60,000.00	\$64,800.00	\$69,984.00	\$73,483.20	\$77,157.36
A2	30	EA	dTIMS BA Additional User License Cost	0%	\$60,000.00	\$64,800.00	\$69,984.00	\$73,483.20	\$77,157.36
A3	30	ANN	dTIMS OM Additional User License Subscription	0%	\$69,936.00	\$75,530.88	\$81,573.35	\$85,652.02	\$89,934.62
A4	30	ANN	dTIMS BA Additional User License Subscription	0%	\$69,936.00	\$75,530.88	\$81,573.35	\$85,652.02	\$89,934.62
BLOCK 2: LICENSES 51 TO 100									
A5	50	EA	dTIMS OM Additional User License Cost	0%	\$100,000.00	\$108,000.00	\$116,640.00	\$122,472.00	\$128,595.60
A6	50	EA	dTIMS BA Additional User License Cost	0%	\$100,000.00	\$108,000.00	\$116,640.00	\$122,472.00	\$128,595.60
A7	50	ANN	dTIMS OM Additional User License Subscription	0%	\$116,560.00	\$125,884.80	\$135,955.58	\$142,753.36	\$149,891.03
A8	50	ANN	dTIMS BA Additional User License Subscription	0%	\$116,560.00	\$125,884.80	\$135,955.58	\$142,753.36	\$149,891.03
BLOCK 3: LICENSES 101 TO 200									
A9	100	EA	dTIMS OM Additional User License Cost	0%	\$200,000.00	\$216,000.00	\$233,280.00	\$244,944.00	\$257,191.20
A10	100	EA	dTIMS BA Additional User License Cost	0%	\$200,000.00	\$216,000.00	\$233,280.00	\$244,944.00	\$257,191.20
A11	100	ANN	dTIMS OM Additional User License Subscription	0%	\$233,120.00	\$251,769.60	\$271,911.17	\$285,506.73	\$299,782.06
A12	100	ANN	dTIMS BA Additional User License Subscription	0%	\$233,120.00	\$251,769.60	\$271,911.17	\$285,506.73	\$299,782.06
BLOCK 4: LICENSES 201 TO 300									
A13	100	EA	dTIMS OM Additional User License Cost	0%	\$200,000.00	\$216,000.00	\$233,280.00	\$244,944.00	\$257,191.20
A14	100	EA	dTIMS BA Additional User License Cost	0%	\$200,000.00	\$216,000.00	\$233,280.00	\$244,944.00	\$257,191.20
A15	100	ANN	dTIMS OM Additional User License Subscription	0%	\$233,120.00	\$251,769.60	\$271,911.17	\$285,506.73	\$299,782.06
A16	100	ANN	dTIMS BA Additional User License Subscription	0%	\$233,120.00	\$251,769.60	\$271,911.17	\$285,506.73	\$299,782.06
BLOCK 5: LICENSES 301 TO 500									
A17	200	EA	dTIMS OM Additional User License Cost	33%	\$268,000.00	\$289,440.00	\$312,595.20	\$328,224.96	\$344,636.21
A18	200	EA	dTIMS BA Additional User License Cost	33%	\$268,000.00	\$289,440.00	\$312,595.20	\$328,224.96	\$344,636.21
A19	200	ANN	dTIMS OM Additional User License Subscription	33%	\$312,380.80	\$337,371.26	\$364,360.97	\$382,579.01	\$401,707.96
A20	200	ANN	dTIMS BA Additional User License Subscription	33%	\$312,380.80	\$337,371.26	\$364,360.97	\$382,579.01	\$401,707.96
BLOCK 6: LICENSES 501 TO 1000									
A21	500	EA	dTIMS OM Additional User License Cost	100%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
A22	500	EA	dTIMS BA Additional User License Cost	100%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
A23	500	ANN	dTIMS OM Additional User License Subscription	67%	\$384,648.00	\$415,419.84	\$448,653.43	\$471,086.10	\$494,640.40
A24	500	ANN	dTIMS BA Additional User License Subscription	67%	\$384,648.00	\$415,419.84	\$448,653.43	\$471,086.10	\$494,640.40
BLOCK 7: LICENSES 1001 TO 2000									
A25	1000	EA	dTIMS OM Additional User License Cost	100%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
A26	1000	EA	dTIMS BA Additional User License Cost	100%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
A27	1000	ANN	dTIMS OM Additional User License Subscription	95%	\$116,560.00	\$125,884.80	\$135,955.58	\$142,753.36	\$149,891.03
A28	1000	ANN	dTIMS BA Additional User License Subscription	95%	\$116,560.00	\$125,884.80	\$135,955.58	\$142,753.36	\$149,891.03

Canada: 223 Brock St. N., Unit 7, Whitby, Ontario L1N 4H6
 Austria: Naglergasse 7/9 A-1010, Vienna
 www.deighton.com | Info.web@deighton.com | +1.905.665.6605 | +1.888.219.6605



WVDOH Current Annual Product Pricing and Coverage Periods

Product	Number of Licenses	Coverage Period	Price	Credit Amount in Days ¹	Credit Amount
Original dTIMS BA licenses	10	12/01/2021 to 11/30/2022	\$90,000.00	0	
Additional dTIMS BA licenses	25	02/15/2022 to 02/14/2023	\$50,000.00	75	\$10,273.97
Original dTIMS OM licenses	25	02/15/2022 to 02/14/2023	\$127,500.00	75	\$26,198.63
Original dTIMS BI licenses	10	04/01/2022 to 11/30/2022	\$2,750.00	0	
Original Premier Support package	N/A	02/15/2022 to 02/14/2023	\$10,000.00	75	\$2,054.79

To align the various coverage periods, Deighton will apply a credit with the 11/01/2022 invoice in the amount of \$38,527.40. Refer to above table for details.

WVDOH Future Annual Product Pricing and Coverage Period (As of 12/01/2022)

Product	Number of Licenses	Coverage Period	Price
dTIMS BA licenses	35	12/01/2022 to 11/30/2023	\$158,375.00 ²
dTIMS OM licenses	25	12/01/2022 to 11/30/2023	\$135,063.00 ³
dTIMS BI licenses	10	12/01/2022 to 11/30/2023	\$4,000.00
Premier Support package	N/A	12/01/2022 to 11/30/2023	\$10,000.00

¹ Prorated based on current coverage period to 12/01/2022

² C2 + (A4/30*15) – core package of 20 licenses plus 15 licenses from Block 1 to get to 35 total licenses

³ C1 + (A3/30*5) – core package of 20 licenses plus 5 licenses from Block 1 to get to 25 total licenses



WVDOH Product Pricing Scenario and Coverage Period (As of 12/01/2022)

Product	Number of Licenses	Coverage Period	Price
dTIMS BA licenses	50	One-time charge (from 35 to 50)	\$30,000.00 ⁴
dTIMS OM licenses	50	One-time charge (from 25 to 50)	\$50,000.00 ⁵
dTIMS BA licenses	50	12/01/2022 to 11/30/2023	\$193,343.00 ⁶
dTIMS OM licenses	50	12/01/2022 to 11/30/2023	\$193,343.00 ⁷
dTIMS BI licenses	10	12/01/2022 to 11/30/2023	\$4,000.00
Premier Support package	N/A	12/01/2022 to 11/30/2023	\$10,000.00

The above scenario is provided for *illustrative purposes only* to demonstrate how the pricing tables are applied for a particular license situation.

We look forward to our continued relationship with the WVDOH. Please contact the undersigned if there are any questions or if pricing is required for licenses above 2000.

Sincerely,

Gary Ruck, P. Eng., PMP
Director of Global Business Development
Deighton Associates Ltd.

⁴ (A2/30*15) – From Block 1 to go from 35 licenses to 50

⁵ (A1/30*25) – From Block 1 to go from 25 licenses to 50

⁶ C2 + A4 – core package of 20 licenses plus 30 licenses from Block 1 to get to 50 total licenses

⁷ C1 + A3 – core package of 20 licenses plus 30 licenses from Block 1 to get to 50 total licenses



STATE OF WEST VIRGINIA
DEPARTMENT OF ADMINISTRATION
OFFICE OF TECHNOLOGY
State Capitol
Charleston, West Virginia 25305

Mark D. Scott
Cabinet Secretary

Heather D. Abbott
Chief Information Officer

**TO: Lisa DiNallo, Consultant
Department of Transportation**

**FROM: Heather D. Abbott, Chief Information Officer
Office of Technology**

**SUBJECT: INFORMATION TECHNOLOGY PROCUREMENT
81240025 CMA DOT23*5 IS&C NUMBER: 2024-8120**

DATE: September 27, 2023

West Virginia Code §5A-6-4(a)(3) permits the Chief Technology Officer to “evaluate the economic justification, system design and suitability of information equipment and related services, and review and make recommendations on the purchase, lease or acquisition of information equipment and contracts for related services by the state spending units.”

West Virginia Code §5A-6-4c requires that the Chief Technology Officer review and approve “a major information technology project.”

West Virginia Code §5A-6-5 requires that “any state spending unit that pursues an information technology purchase that does not meet the definition of a ‘major technology project’ and that is required to submit a request for proposal to the State Purchasing Division prior to purchasing goods or services shall obtain the approval of the Chief Technology Officer, in writing, of any proposed purchase of goods or services related to its information technology and telecommunication systems.

After conducting a review of your request for CMA DOT23*25 Renewal with Remaining three (3) Optional Years, the Office of Technology has determined:

That your request is approved.

That your request is not subject to the review and approval provisions contained in Chapter 5A, Article 6 of the Code, therefore, it does not need approval by the Office of Technology.

This memorandum constitutes this office’s official review and a copy should be attached to your purchase order and any other correspondence related to this request.

If you have questions, or need additional information, please contact Consulting Services at Consulting.Services@wv.gov.

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Business and Licensing

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DEIGHTON ASSOCIATES LTD.

Organization Information								
Org Type	Effective Date	Established Date	Filing Date	Charter	Class	Sec Type	Termination Date	Termination Reason
C Corporation	5/13/1992		5/13/1992	Foreign	Profit			

Organization Information			
Business Purpose	5182 - Information - Data Processing, Hosting, and Related Services - Data Processing, Hosting and Related Services		Capital Stock 0.0000
Charter County	Foreign Country		Control Number 0
Charter State	ONT		Excess Acres 0
At Will Term	Member Managed		
At Will Term Years	Par Value 0.000000		
Authorized Shares 0	Young Entrepreneur		Not Specified

Addresses	
Type	Address
Local Office Address	1555 WENTWORTH ST UNIT 200 WHITBY, ON, L1N 9T6
Mailing Address	1555 WENTWORTH ST UNIT 200 WHITBY, ON, L1N 9T6 CAN
Notice of Process Address	CORPORATION SERVICE COMPANY 209 WEST WASHINGTON STREET CHARLESTON, WV, 25302
Principal Office Address	1555 WENTWORTH ST UNIT 200 WHITBY, ON, L1N 9T6 CAN
Type	Address

Officers	
Type	Name/Address
Director	ROB PIANE 1555 WENTWORTH ST UNIT 200 WHITBY, ON, L1N 9T6
President	VICKI DEIGHTON 1555 WENTWORTH ST UNIT 200 WHITBY, ON, L1N 9T6
Type	Name/Address

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