



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

State of West Virginia Master Agreement

Order Date: 04-14-2022

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:	CMA 0802 5050 DMV1900000002 4	Procurement Folder:	435033
Document Name:	Driver's License and ID Cards	Reason for Modification:	Change order #3 to execute a complete driver's license and identification card design change per the attached quote.
Document Description:	Driver's License and ID Cards		
Procurement Type:	Central Master Agreement		
Buyer Name:			
Telephone:			
Email:			
Shipping Method:	Best Way	Effective Start Date:	2018-09-15
Free on Board:	FOB Dest, Freight Prepaid	Effective End Date:	2025-12-13

VENDOR		DEPARTMENT CONTACT	
Vendor Customer Code:	000000187048	Requestor Name:	Steve E Monroe
IDEMIA IDENTITY & SECURITY USA LLC		Requestor Phone:	(304) 558-2232
6840 CAROTHERS PKWY STE 650		Requestor Email:	steven.e.monroe@wv.gov
FRANKLIN	TN 37067		
US			
Vendor Contact Phone:	999-999-9999	Extension:	
Discount Details:			
	Discount Allowed	Discount Percentage	Discount Days
#1	No	0.0000	0
#2	No		
#3	No		
#4	No		

22
 FILE LOCATION _____

INVOICE TO	SHIP TO
MANAGER ACCOUNTS PAYABLE DIVISION OF MOTOR VEHICLES 5707 MACCORKLE AVE. S.E., SUITE 200 CHARLESTON WV 25304 US	MANAGER DIVISION OF MOTOR VEHICLES PURCHASING/ACCOUNTS PAYABLE 1317 HANSFORD ST CHARLESTON WV 25301 US

4-19-22 Bar

Purchasing Division's File Copy

Total Order Amount:	Open End
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ENTERED

JLH 4/18/2022

PURCHASING DIVISION AUTHORIZATION DATE: 04/18/22 ELECTRONIC SIGNATURE ON FILE

ATTORNEY GENERAL APPROVAL AS TO FORM DATE: 4/20/2022 ELECTRONIC SIGNATURE ON FILE

ENCUMBRANCE CERTIFICATION DATE: 4-21-2022 ELECTRONIC SIGNATURE ON FILE
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Extended Description:

Change Order #3 is issued to execute a complete driver's license and identification card design change per the attached quote.

No other changes.

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
1	55121802			EA	2.390000
	Service From	Service To			

Commodity Line Description: Driver's license / ID card

Extended Description:

Central Issuance, Cost Per Card

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
2	81111504			HOUR	154.000000
	Service From	Service To			

Commodity Line Description: Year one hourly programming

Extended Description:

Year one hourly programming

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
3	44121513			EA	0.000000
	Service From	Service To			

Commodity Line Description: Postage

Extended Description:

To reimburse vendor for Postage used to mail Driver's License and ID Cards.

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
4	73151503			EA	350000.000000
	Service From	Service To			

Commodity Line Description: Driver's license / ID card redesign

Extended Description:

Complete card design change.

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
5	14111519			EA	1.860000
	Service From	Service To			

Commodity Line Description: Pre-printed Teslin

Extended Description:

Pre-printed Teslin used to produce DL/ID cards. Per sheet.



296 Concord Road, Suite 300
 Billerica, MA 01821
 978-215-2400

April 7, 2022

To:
 Mr. Steven Monroe
 Executive Assistant to the Commissioner
 West Virginia Division of Motor Vehicles
 5707 MacCorkle Avenue, S.E.
 Charleston, WV 25317
 304-926-3852
 Steven.E.Monroe@wv.gov

From:
 John Corson
 Client Executive Director
 296 Concord Road, Suite 300
 Billerica, MA 01862
 518-956-0347
 John.Corson@us.idemia.com

Quote Number:

FQ20220314WV02R2

Dear Mr. Monroe,

IDEMIA Identity and Security USA LLC ("IDEMIA") is pleased to provide the West Virginia Department of Motor Vehicles (WVDMV) with this quotation to implement a new design of secure WV DL and ID credentials.

ID	Goods and Services	Unit Price	Unit of Measure	Quantity	Price
1	WV DL/ID card redesign		Per unit	1	\$350,000
Total all-inclusive cost					\$350,000
Cost Breakout					
ID	Job Task	Unit Price	Unit of Measure	Quantity	Price
2	Technical Management	\$154	Per Hour	192	\$29,568
3	Card Design and Approvals	\$154	Per Hour	1040	\$160,160
4	Quality Assurance	\$154	Per Hour	330	\$50,820
5	Factory Integration	\$154	Per Hour	550	\$84,700
6	Expenses	\$24,752	Teslin FAT Samples and other misc. expenses	1	\$24,752
7	Unused Current Card Materials	\$17,000	Actuals	1	\$17,000*
	Milestone	Percent	Payment		
	Approval of CDAD	50%	\$175,000		
	Project Completion and Signoff	50%	\$175,000		

*NOTE - Card Materials are based on actual cost of consumables, the \$17,000 represents Maximum WV Exposure - Idemia will work with WV DMV to break in change to minimize this line item. Price per sheet = \$1.86



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978-215-2400

IDEMIA's Offer comprises the following:

1. Implement the new design of West Virginia's secure driver's license and identity document.

Terms and Conditions:

1. Prices specified in this Firm Quotation are based on the information WVDMV provided to IDEMIA in document "WV Drivers License_MockUp.pdf" dated March 3 2022 and shall remain fixed and valid for 30 days from the date of this quotation.

Assumptions:

1. The following secure credentials currently produced on pre-print Teslin will continue to be produced on redesigned pre-print Teslin: driver's license (DL), identity card (ID), and State Bar card.
2. All remaining WV credential types (Special IDs) that are currently printed on the plain Teslin, will continue to be printed on the plain Teslin.
3. The current laminate design remains unchanged.
4. The currently temporary receipt design remains unchanged.
5. The list of all card types remains unchanged.
6. Web Enrollment and Back Office suite of applications remain unchanged.
7. All IDEMIA software interfaces remain unchanged.
8. Data Dictionary remains unchanged.
9. Types and values of the existing data fields required to produce all card types remain unchanged.
10. The location of the existing data fields on credentials might change.
11. The new secure design will include the same number and types of security features included in the current secure WV DL/ID card. The implementation of these features could change.
12. WV DMV will incur the cost of any remaining inventory of the current version of the pre-print Teslin. IDEMIA will work with the WV DMV on a "Burn Down" schedule to minimize this cost.
13. A formal schedule will be submitted upon receipt of a purchase order which will include reasonable time for WV DMV to review and approve the necessary documentation and conduct user acceptance testing. If WV DMV causes any delays to the schedule resulting in IDEMIA needing to purchase additional current pre-print Teslin at higher cost due to a small order size, WV DMV will incur the cost for the additional pre-print Teslin until these changes are implemented as well as any costs to then destroy the old pre-print Teslin.

Thank you for the opportunity to provide this quotation. Should you have any questions, please contact me directly or any member of our account team.

Sincerely,

A handwritten signature in black ink, appearing to read "John Corson".

John Corson
Client Executive



APPROVED
3/31/22

WEST VIRGINIA DEPARTMENT OF TRANSPORTATION

Division of Motor Vehicles

5707 MacCorkle Avenue, Southeast

Post Office Box 17300

Charleston, West Virginia 25317-0010 • (304) 558-3900


TDD: (800) 742-6991 • (800) 642-9066

Everett J. Frazier
Commissioner
Division of Motor
Vehicles

Jimmy Wriston, P.E.
Secretary of Transportation
Commissioner of Highways

March 23, 2022

MEMORANDUM

TO: Kristy James, DOT Procurement
FROM: Steve Monroe, DMV 
SUBJECT: CMA 0802 DMV1900000002 Change Order #3

DMV requests approval to process change order number three for the above referenced master agreement to facilitate a complete driver's license and identification card redesign.

DMV is charged with reviewing documentation and compiling citizens' information and photo into a nationally recognized format such as a driver's license, or identification card. This ensures that the individual carrying the credential has been properly vetted in accordance with all State and Federal laws.

The card design is an integral part of maintaining identification information for the citizens of West Virginia which includes multiple layers of overt and covert security features as well as a design that truly represents West Virginia's spirit and heritage. This change cannot be completed by any other vendor.

A material change to the card design could not be anticipated at the time the contract was let, therefore it was not included in the original contract.

I hope this is enough information for you to approve this change order request.

Thank you so much.

Please contact me at (304) 352-5948 if you have any questions.