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: 07-20-2026

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 0511 2680 BMS2700000006 1	**Change Order No:**	**Procurement Folder:** 2019484
Document Name:	Optional Renewal Year 1 (Year 6) Delivery Order Operation		**Reason for Modification:**
Document Description:	Optional Renewal Year 1 (Year 6) Delivery Order Operations		
Procurement Type:	Central Delivery Order		
Buyer Name:	Crystal G Hustead		
Telephone:	(304) 558-2402		
Email:	crystal.g.hustead@wv.gov		
Shipping Method:	Best Way	**Master Agreement Number:**	CMA 0511 HHR2100000002 1
Free on Board:	FOB Dest, Freight Prepaid		

VENDOR

Vendor Customer Code: 000000103433
INTERNATIONAL BUSINESS MACHINES CORPORATION
NEW ORCHARD RD

ARMONK NY 10504

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		

DEPARTMENT CONTACT

Requestor Name: Stuart Sellears
Requestor Phone: 304-352-4319
Requestor Email: stuart.sellears@wv.gov

2027
FILE LOCATION_____

INVOICE TO

PROCUREMENT OFFICER: 304-352-4286
HEALTH AND HUMAN RESOURCES

BUREAU FOR MEDICAL SERVICES

350 CAPITOL ST, RM 251

CHARLESTON WV 25301-3709

US

SHIP TO

PROCUREMENT OFFICER: 304-352-4286
HEALTH AND HUMAN RESOURCES

BUREAU FOR MEDICAL SERVICES

350 CAPITOL ST, RM 251

CHARLESTON WV 25301-3709

US

Purchasing Division's File Copy

Total Order Amount:	$6,774,926.50

CH 7/23/26

PURCHASING DIVISION AUTHORIZATION
DATE: 7/23/24
ELECTRONIC SIGNATURE ON FILE

ENCUMBRANCE CERTIFICATION
DATE: 7-24-26
ELECTRONIC SIGNATURE ON FILE

Extended Description:
Optional Renewal Year 1 (Contract Year 6) Delivery Order: Operations

Total: $6,744,926.50

Service Period: 04/01/2026 - 03/31/2027

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
1	80101606	0.00000		$0.0000	$4,652,736.00
Service From	**Service To**	**Manufacturer**		**Model No**	**Delivery Date**
2026-04-01	2027-03-31				

Commodity Line Description: Y6-Maintenance and Operations Support-12 Months

Extended Description:
Project monitoring and evaluation

See attached pricing pages.

Y6-Maintenance and Operations Support-12 Months

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
2	80101606	0.00000		$0.0000	$866,057.87
Service From	**Service To**	**Manufacturer**		**Model No**	**Delivery Date**
2026-04-01	2027-03-31				

Commodity Line Description: Y6-Hosting and Disaster Recovery-12 Months

Extended Description:
Project monitoring and evaluation

See attached pricing pages.

Y6-Hosting and Disaster Recovery-12 Months

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
3	80101606	0.00000		$0.0000	$885,724.64
Service From	**Service To**	**Manufacturer**		**Model No**	**Delivery Date**
2026-04-01	2027-03-31				

Commodity Line Description: Y6-Packaged Software-12 Months

Extended Description:
Project monitoring and evaluation

See attached pricing pages.

Y6-Packaged Software-12 Months

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
4	80101606	0.00000		$0.0000	$197,707.99
Service From	**Service To**	**Manufacturer**		**Model No**	**Delivery Date**
2026-04-01	2027-03-31				

Commodity Line Description: Y6-Hardware-12 Months

Extended Description:
Project monitoring and evaluation

See attached pricing pages.

Y6-Hardware-12 Months

Line	Commodity Code	Quantity	Unit	Unit Price	Total Price
5	80101606	0.00000		$0.0000	$172,700.00
Service From	**Service To**	**Manufacturer**		**Model No**	**Delivery Date**
2026-04-01	2027-03-31				

Commodity Line Description: Y6-Vendor Facility-12 Months

Extended Description:
Project monitoring and evaluation

See attached pricing pages.

Y6-Vendor Facility-12 Months

West Virginia Department of Health & Human Resources - Medicaid Enterprise Data Solution RFP
Table of Contents

Vendor Name: ***IBM Watson Health***

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. Maint & Ops Support	Worksheet for Vendor to itemize software maintenance, enhancement, not-to-exceed, and help desk costs.
6. Hosting & Disaster Recovery	Worksheet for Vendor to itemize hosting and disaster recovery costs.
7. Packaged Software	Worksheet for Vendor to itemize all one-time and ongoing packaged software costs.
8. Hardware	Worksheet for Vendor to itemize all one-time and ongoing hardware costs.
9. Vendor Facility	Worksheet for Vendor to to itemize establishing and maintaining a facility.
10. Assumptions	Worksheet for Vendor to itemize all assumptions upon which its pricing is dependent.

West Virginia Department of Health & Human Resources - Medicaid Enterprise Data Solution RFP

1. Instructions

Vendor: *IBM Watson Health*

Please refer to the RFP document for details describing the services and scope of the Enterprise Data Solution in accordance with this Cost Workbook. In addition to the items below, the DHHR 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 DHHR to evaluate the Vendor's proposal, and it is essential the Vendor use this form in preparing its pricing response to this RFP.	All tabs
2	Completion of the DHHR's Cost Workbook is mandatory. Any cost-related data including the completed DHHR 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	DHHR will use the "Labor Rates" supplied by the Vendor as a rate card for all future change requests, this includes statement of work covering the delivery and integration of additional data sources not identified during the solution's initial implementation.	3. Labor Rates
7	Project deliverables will be charged using a firm-fixed-price. It is expected that the proposed cost per deliverable is **all inclusive of initial submission and any updates or maintenance required**. Payments will be made using a deliverables-based approach.	4. Project Deliverables
8	The list of deliverables provided in this document are deliverables DHHR has identified as critical for the Enterprise Data 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	Maintenance and Operations service fees will be calculated based on the Labor Rate and the required number of Vendor hours expended per year. Payments will be made monthly.	5. Maint & Ops Support
10	If the total implementation period is longer than 12 months, the Vendor is required to provide an assumption in Tab 10. Assumptions stipulating that part of Year 2 will be implementation costs. DHHR will then understand that part of Year 2 M&O costs will be a smaller figure for the months left in Year 2.	10. Assumptions
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.	10. Assumptions

West Virginia Department of Health & Human Resources

West Virginia Department of Health & Human Resources - Medicaid Enterprise Data Solution RFP
2. Cost Summary
Vendor: *IBM Watson Health*

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 1	Optional Term 2	Optional Term 3	Total Costs
	Year(s) 1-2	Year 2	Year 3	Year 4	Year 5	Revised Year 5	Year 6	Revised Year 6	Year 7	Year 8	
Project Deliverables & Project Management	$ 15,850,000.00										$ 15,850,000.00
Maintenance and Operations Support		$ 5,109,473.25	$ 4,417,175.94	$ 4,411,171.29	$ 4,398,592.55	$ 4,398,592.55	$ 4,285,747.78	$ 4,652,736.00	$ 4,173,433.40	$ 4,073,298.98	$ 31,235,881.42
Hosting and Disaster Recovery	$ 465,396.80	$ 325,064.00	$ 367,779.10	$ 376,973.58	$ 386,397.92	$ 386,397.92	$ 396,057.87	$ 866,057.87	$ 405,959.32	$ 417,408.61	$ 3,611,037.20
Packaged Software	$ 1,518,824.16	$ 820,009.50	$ 1,013,531.33	$ 1,043,937.27	$ 1,075,255.39	$ 859,926.64	$ 1,107,513.05	$ 885,724.64	$ 1,140,738.44	$ 1,174,960.59	$ 8,457,652.78
Hardware	$ 920,928.37	$ 148,536.83	$ 183,591.53	$ 188,181.31	$ 192,885.85	$ 192,885.85	$ 197,707.99	$ 197,707.99	$ 202,650.69	$ 207,716.96	$ 2,242,199.53
Vendor Facility	$ 883,167.00	$ 130,833.33	$ 157,000.00	$ 157,000.00	$ 157,000.00	$ 157,000.00	$ 172,700.00	$ 172,700.00	$ 172,700.00	$ 172,700.00	$ 2,003,100.33
Travel											
Total	$ 19,638,316.33	$ 6,533,916.92	$ 6,139,077.90	$ 6,177,263.46	$ 6,210,131.71	$ 5,994,803.16	$ 6,159,726.69	$ 6,774,926.50	$ 6,095,481.85	$ 6,046,085.15	$ 63,399,871.27

West Virginia Department of Health & Human Resources - Medicaid Enterprise Data Solution RFP

3. Labor Rates

Vendor: IBM Watson Health

Implementation Services
Hourly Rates

Staff Position	Rate
Account Manager	$ 265.00
Project Manager	$ 219.00
Business Lead	$ 219.00
Technical Lead	$ 265.00
Implementation Manager	$ 265.00
Operations Manager	$ 219.00
Quality Assurance Manager	$ 219.00
Testing Manager	$ 219.00
Certification Lead	$ 219.00
Document Management Lead	$ 219.00
Information Security Architect/Privacy Data Protection Officer	$ 219.00
Analytic Consultant	$ 219.00
Application Admin	$ 178.00
BI Developer	$ 178.00
Business Analyst	$ 151.00
Data Architect	$ 219.00
Data Mangement Consultant	$ 219.00
Data Warehouse Analyst	$ 219.00
Database Administrator	$ 178.00
ETL Engineers	$ 151.00
Project Coordinator	$ 178.00
Project Manager, Sr.	$ 265.00
Security Analyst	$ 178.00
Security Manager	$ 219.00
Technical Writer	$ 178.00
Training Consultant	$ 219.00
	$ -
	$ -

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		$ 265.00	$ 258.00	$ 266.00	$ 274.00	$ 277.00	$ 280.00	$ 284.00
Project Manager		$ 219.00	$ 213.00	$ 219.00	$ 226.00	$ 228.00	$ 230.00	$ 233.00
Business Lead		$ 219.00	$ 213.00	$ 219.00	$ 226.00	$ 228.00	$ 230.00	$ 233.00
Technical Lead		$ 265.00	$ 258.00	$ 266.00	$ 274.00	$ 277.00	$ 280.00	$ 284.00
Implementation Manager		$ 265.00	$ 258.00	$ 266.00	$ 274.00	$ 277.00	$ 280.00	$ 284.00
Operations Manager		$ 219.00	$ 213.00	$ 219.00	$ 226.00	$ 228.00	$ 230.00	$ 233.00
Quality Assurance Manager		$ 219.00	$ 213.00	$ 219.00	$ 226.00	$ 228.00	$ 230.00	$ 233.00
Testing Manager		$ 219.00	$ 213.00	$ 219.00	$ 226.00	$ 228.00	$ 230.00	$ 233.00
Certification Lead		$ 219.00	$ 213.00	$ 219.00	$ 226.00	$ 228.00	$ 230.00	$ 233.00
Document Management Lead		$ 219.00	$ 213.00	$ 219.00	$ 226.00	$ 228.00	$ 230.00	$ 233.00
Information Security Architect/Privacy Data Protection Officer		$ 219.00	$ 213.00	$ 219.00	$ 226.00	$ 228.00	$ 230.00	$ 233.00
Analytic Consultant		$ 219.00	$ 213.00	$ 219.00	$ 226.00	$ 228.00	$ 230.00	$ 233.00
Application Admin		$ 178.00	$ 173.00	$ 178.00	$ 183.00	$ 185.00	$ 187.00	$ 190.00
BI Developer		$ 178.00	$ 173.00	$ 178.00	$ 183.00	$ 185.00	$ 187.00	$ 190.00
Business Analyst		$ 151.00	$ 147.00	$ 151.00	$ 156.00	$ 158.00	$ 160.00	$ 162.00
Data Architect		$ 219.00	$ 213.00	$ 219.00	$ 226.00	$ 228.00	$ 230.00	$ 233.00
Data Mangement Consultant		$ 219.00	$ 213.00	$ 219.00	$ 226.00	$ 228.00	$ 230.00	$ 233.00
Data Warehouse Analyst		$ 219.00	$ 213.00	$ 219.00	$ 226.00	$ 228.00	$ 230.00	$ 233.00
Database Administrator		$ 178.00	$ 173.00	$ 178.00	$ 183.00	$ 185.00	$ 187.00	$ 190.00
ETL Engineers		$ 151.00	$ 147.00	$ 151.00	$ 156.00	$ 158.00	$ 160.00	$ 162.00
Project Coordinator		$ 178.00	$ 173.00	$ 178.00	$ 183.00	$ 185.00	$ 187.00	$ 190.00
Project Manager, Sr.		$ 265.00	$ 258.00	$ 266.00	$ 274.00	$ 277.00	$ 280.00	$ 284.00
Security Analyst		$ 178.00	$ 173.00	$ 178.00	$ 183.00	$ 185.00	$ 187.00	$ 190.00
Security Manager		$ 219.00	$ 213.00	$ 219.00	$ 226.00	$ 228.00	$ 230.00	$ 233.00
Technical Writer		$ 178.00	$ 173.00	$ 178.00	$ 183.00	$ 185.00	$ 187.00	$ 190.00
Training Consultant		$ 219.00	$ 213.00	$ 219.00	$ 226.00	$ 228.00	$ 230.00	$ 233.00
	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -

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.

As per the RFP, DHHR will use the "Labor Rates" supplied by the Vendor as a rate card for all future change requests leveraging the Software Modifications and Enhancements Pool and statement of work covering the Delivery and Integration of Additional Data Sources not identified during the solution's initial implementation.

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.

WEST VIRGINIA Department of Health & Human Resources

West Virginia Department of Health & Human Resources - Medicaid Enterprise Data Solution RFP

3. Labor Rates - YEAR 6

Vendor: IBM Watson Health

Implementation Services Hourly Rates	
Staff Position	Rate
Account Manager	
Project Manager	
Business Lead	
Technical Lead	
Implementation Manager	
Operations Manager	
Quality Assurance Manager	
Testing Manager	
Certification Lead	
Document Management Lead	
Information Security	
Analytic/BI Consultant Jr.	
Analytic/BI Consultant Sr.	
Business Analyst Jr.	
Business Analyst Sr.	
Data Engineer Jr.	
Data Engineer Sr.	
Data Warehouse Lead	
Database Administrator	
Executive	
Project Manager Jr.	
Project Manager Sr.	
Security Analyst Jr.	
Security Analyst Sr.	
System Engineer Jr.	
System Engineer Sr.	
System Manager Jr.	
System Manager Sr	
Tester	
AI CoE Lead	
AI CoE Governance Lead	
AI CoE Project Manager Jr.	
AI CoE Business Analyst	
AI CoE Analytic Consultant	
AI CoE Technical Lead	
AI Data Engineer Jr.	
AI Data Engineer Sr.	

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						$ 277.00		
Project Manager						$ 228.00		
Business Lead						$ 228.00		
Technical Lead						$ 277.00		
Implementation Manager						$ 277.00		
Operations Manager						$ 228.00		
Quality Assurance Manager						$ 228.00		
Testing Manager						$ 228.00		
Certification Lead						$ 228.00		
Document Management Lead						$ 228.00		
Information Security Architect/Privacy Data Protection Officer						$ 228.00		
Analytic/BI Consultant Jr.						$ 185.00		
Analytic/BI Consultant Sr						$ 228.00		
Business Analyst Jr						$ 170.00		
Business Analyst Sr						$ 200.00		
Data Engineer Jr.						$ 158.00		
Data Engineer Sr.						$ 250.00		
Data Warehouse Lead						$ 250.00		
Database Administrator						$ 200.00		
Executive						$ 380.00		
Project Manager Jr.						$ 200.00		
Project Manager Sr.						$ 277.00		
Security Analyst Jr.						$ 185.00		
Security Analyst Sr.						$ 250.00		
System Engineer Jr.						$ 175.00		
System Engineer Sr.						$ 185.00		
System Manager Jr.						$ 250.00		
System Manager Sr						$ 300.00		
Tester						$ 158.00		
AI CoE Lead						$ 275.00		
AI CoE Governance Lead						$ 225.00		
AI CoE Project Manager Jr.						$ 200.00		
AI CoE Business Analyst						$ 170.00		
AI CoE Analytic Consultant						$ 225.00		
AI CoE Technical Lead						$ 275.00		
AI Data Engineer Jr.						$ 158.00		
AI Data Engineer Sr.						$ 250.00		

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.

As per the RFP, DHHR will use the "Labor Rates" supplied by the Vendor as a rate card for all future change requests leveraging the Software Modifications and Enhancements Pool and statement of work covering the Delivery and Integration of Additional Data Sources not identified during the solution's initial implementation.

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.

West Virginia Department of Health & Human Resources - Medicaid Enterprise Data Solution RFP

4. Project Deliverables

Vendor: *IBM Watson Health*

Project Deliverables						
	Description *Draft versions and maintenance of Deliverables are to be included in cost Deliverables are listed alphabetically within milestone, no sequence expectations are implied. The deliverables within each payment milestones will be updated to streamline with the Vendor's submitted RFP response, Initial Work Plan (Attachment E).*	**Total Cost**	**Deliverable Cost**	**Estimated Hours to Complete**	**Estimated Completion Date**
Task Group 1 - Project Initiation and Planning					
Payment Milestone 1: Project Initiation Complete		$ 634,751.57			
D001	Project Kick-off Meeting		$ 47,827.09	255	6/15/2020
D002	Change Management Plan		$ 32,210.08	172	8/12/2020
D003	Communication Management Plan		$ 32,210.08	172	8/12/2020
D004	Cost Management Plan		$ 32,210.08	172	8/12/2020
D005	Human Resources Plan		$ 32,210.08	172	8/12/2020
D006	Modularity and Reusability Plan		$ 32,210.08	172	8/12/2020
D007	Project Work Plan		$ 32,210.08	172	8/12/2020
D008	Quality Management Plan		$ 32,210.08	172	8/13/2020
D009	Documentation Management Plan		$ 32,210.08	172	8/12/2020
D010	Risk and Issue Management Plan		$ 32,210.08	172	8/12/2020
D011	Schedule Management Plan		$ 32,210.08	172	8/12/2020
D012	Scope Management Plan		$ 32,210.08	172	8/12/2020
D013	Stakeholder Management Plan/Stakeholder Analysis		$ 32,210.08	172	8/12/2020
D014	Staffing Management Plan		$ 32,210.08	172	8/12/2020
D015	Reconciliation Plan		$ 88,333.71	471	9/10/2020
D016	Facility Management Plan		$ 79,859.71	426	8/12/2020
Task Group 2 - Solution Planning					
Payment Milestone 2: Solution Planning 1		$ 809,389.22			
D017	Data Management Plan		$ 87,357.65	466	8/26/2020
D018	Incident Management Plan		$ 73,204.73	391	8/26/2020
D019	Master Test Plan		$ 158,610.25	846	5/10/2021
D020	Privacy Impact Analysis		$ 72,228.67	385	8/12/2020
D021	Requirements Gap Analysis Document		$ 330,918.66	1,766	8/12/2020
D022	Requirements Management Plan		$ 87,069.26	465	8/28/2020
Payment Milestone 3: Solution Planning 2		$ 2,328,476.12			
D023	Requirements Specification Document		$ 769,403.91	4,105	3/22/2021
D024	Requirements Traceability Matrix		$ 651,355.73	3,475	10/2/2020
D025	Safeguard Procedures Report		$ 72,228.67	385	8/28/2020
D026	Security Plan		$ 82,078.03	438	8/28/2020
D027	Security, Privacy, and Confidentiality Plan		$ 137,868.91	736	6/1/2021
D028	System Back-up and Record Retention		$ 72,228.67	385	8/26/2020
D029	System Requirement Document/Back-log User Stories or Use Cases		$ 543,312.20	2,899	8/26/2020
Task Group 3 - Solution Design, Testing, and Operations					
Payment Milestone 4: Solution Design, Testing, and Operations 1		$ 3,103,913.87			
D030	Business Process Models		$ 380,886.43	2,032	8/12/2020
D031	Capacity Plan		$ 73,204.73	391	8/12/2020
D032	Configuration Management		$ 83,941.43	448	8/12/2020
D033	Data Conversion Plan		$ 94,678.12	505	8/28/2020
D034	Data Conversion Test Cases		$ 266,820.15	1,424	10/8/2020
D035	Data Test Results		$ 525,033.20	2,801	11/17/2020
D036	Database Design Document and Data Models		$ 281,893.67	1,504	8/14/2020
D037	Detailed System Design Document		$ 1,325,227.47	7,071	1/28/2021
D038	Disaster Recovery and Business Continuity		$ 72,228.67	385	8/28/2020
Payment Milestone 5: Solution Design, Testing, and Operations 2		$ 1,797,642.00			
D039	Federal Certification and Review Management Plan		$ 73,204.73	391	10/13/2020
D040	Interface Inventory		$ 148,605.60	793	8/28/2020
D041	Load and Stress Test Cases		$ 266,820.15	1,424	9/1/2021
D042	Load and Stress Test Results		$ 525,033.20	2,801	9/2/2021
D043	Operational Readiness Plan		$ 122,739.93	655	3/29/2021
D044	Operational Readiness Test Scripts		$ 222,808.58	1,189	9/18/2020
D045	Operational Readiness Test Results		$ 438,429.79	2,339	4/19/2021
Payment Milestone 6: Solution Design, Testing, and Operations 3		$ 4,173,623.55			
D046	Regression Test Cases		$ 294,682.32	1,572	8/12/2020
D047	Regression Test Results		$ 510,303.53	2,723	9/18/2020
D048	Reports and Forms Inventory		$ 82,721.35	441	8/12/2020

D049	System Integration Plan		$ 439,228.39	2,344	8/12/2020
D050	System Integration Test Cases		$ 556,355.96	2,968	10/15/2020
D051	System Integration Test Results		$ 1,141,993.81	6,093	5/27/2021
D052	Training Management Plan		$ 94,190.09	503	8/28/2020
D053	User Acceptance Test Cases		$ 409,946.49	2,187	3/26/2021
D054	User Acceptance Test Results and Letter		$ 644,201.63	3,437	7/9/2021
Task Group 4 - Solution Deployment					
Payment Milestone 7: Deployment 1		$ 731,015.79			
D055	Cut over Play Book		$ 122,739.93	655	5/21/2021
D056	Federal Review Supporting Documentation		$ 272,854.00	1,456	5/21/2021
D057	Implementation Plan (Roll-out Plan)		$ 122,739.93	655	5/21/2021
D058	Implementation Certification Letter		$ 139,477.20	744	5/21/2021
D059	Operations Change Management Plan		$ 73,204.73	391	5/12/2021
Payment Milestone 8: Deployment 2		$ 851,836.87			
D060	Operational Milestone Review		$ 47,827.09	255	7/1/2021
D061	Product Screenshots, Reports and Data Certification		$ 255,817.26	1,365	7/28/2021
D062	Report Distribution Schedule		$ 308,325.02	1,645	3/22/2021
D063	Solution Health Monitoring Plan		$ 111,027.18	592	6/30/2021
D064	System Operations Plan		$ 128,840.33	687	5/21/2021
Payment Milestone 9: Deployment 3		$ 523,657.84			
D065	System and User Documentation		$ 167,882.85	896	8/12/2020
D066	Training Materials		$ 94,190.09	503	5/21/2021
D067	Training Report		$ 94,190.09	503	5/21/2021
D068	Training Schedule		$ 94,190.09	503	5/21/2021
D069	Turnover and Closeout Management Plan		$ 73,204.73	391	10/12/2021
Additional Vendor Proposed Deliverables		$ -			
	Other (specify)		$ -		
	Other (specify)		$ -		
	Other (specify)		$ -		
	Other (specify)		$ -		
	Other (specify)		$ -		
	Warranty Services		$ -		
	Total Implementation Costs	**$ 15,850,000.00**			

Project Management: Recurring Deliverables and Maintenance				
Description *This table includes recurring status reports and the deliverables mandating updates and maintenance throughout the term of the contract. The implementation project management monthly invoice may fluctuate based on the amount of hours used during the period. Some updates maybe be "as triggered" - and do not require on-going maintenance.*		**Total Cost** *Total cost will be broken into an implementation project management monthly invoice.*	**Recurring Deliverable Cost**	**Estimated Hours to Complete**
Task Group 5- Project Monitor & Control				
Payment - Monthly Implementation Project Management Invoice		$ 895,693.16		
D070	Project Status Reporting (Weekly and Monthly)		$ 199,116.87	1,062
D071	Project Schedule and Work Plan (Bi-Weekly)		$ 169,147.30	902
D072	Risk Register (On-going)		$ 73,204.73	391
D073	Updated Training Management Plan (One-time)		$ 42,702.76	228
D074	Updated RTM (On-going)		$ 381,995.60	2,038
D075	Updated Project Management Components (One-time)		$ 29,525.91	158

West Virginia Department of Health & Human Resources

West Virginia Department of Health & Human Resour
5. Maint & Ops Support

Vendor: 3,340

Maintenance and Operations Support - Proposed Staffing Level and Costs

	Optional Term 1		Optional Term 2		Optional Term 3		
	Year 6		Year 7		Year 8		
Staff Position	**Hours**	**Total Cost**	**Hours**	**Total Cost**	**Hours**	**Total Cost**	NO DECIMAL
Account Manager	1,285	$ 356,000.40	1,285	$ 359,856.00	1,285	$ 364,996.80	1285
Project Manager	1,984	$ 452,333.84	1,975	$ 454,260.38	1,967	$ 458,241.67	1984
Business Lead	1,836	$ 418,608.00	1,836	$ 422,280.00	1,836	$ 427,788.00	1836
Technical Lead	918	$ 254,286.00	918	$ 257,040.00	918	$ 260,712.00	918
Implementation Manager	-	$ -	-	$ -	-	$ -	
Operations Manager	1,836	$ 418,608.00	1,836	$ 422,280.00	1,836	$ 427,788.00	1836
Quality Assurance Manager	740	$ 168,629.22	695	$ 159,901.92	654	$ 152,268.34	740
Testing Manager	459	$ 104,652.00	459	$ 105,570.00	459	$ 106,947.00	459
Certification Lead	-	$ -	-	$ -	-	$ -	
Document Management Lead	168	$ 38,205.22	163	$ 37,384.14	158	$ 36,735.61	168
Information Security Architect/Privacy Data Protection Officer	184	$ 41,860.80	184	$ 42,228.00	184	$ 42,778.80	184
Analytic Consultant	2,958	$ 674,440.53	2,721	$ 625,928.14	2,449	$ 570,683.18	2958
Application Admin	1,160	$ 214,602.66	1,102	$ 206,076.55	1,047	$ 198,913.46	1160
BI Developer	382	$ 70,619.88	363	$ 67,814.17	345	$ 65,456.99	382
Business Analyst	-	$ -	-	$ -	-	$ -	
Data Architect	370	$ 84,314.61	348	$ 79,950.96	327	$ 76,134.17	370
Data Mangement Consultant	518	$ 118,040.45	487	$ 111,931.34	457	$ 106,587.84	518
Data Warehouse Analyst	1,910	$ 435,576.18	1,777	$ 408,639.23	1,652	$ 384,991.45	1910
Database Administrator	740	$ 136,826.34	695	$ 130,007.21	654	$ 124,167.31	740
ETL Engineers	763	$ 120,626.39	725	$ 116,045.64	689	$ 111,621.40	763
Project Coordinator	-	$ -	-	$ -	-	$ -	
Project Manager, Sr.	-	$ -	-	$ -	-	$ -	
Security Analyst	350	$ 64,749.54	315	$ 58,904.58	283	$ 53,864.62	350
Security Manager	153	$ 34,813.69	145	$ 33,363.12	138	$ 32,108.38	153
Technical Writer	148	$ 27,365.27	139	$ 26,001.44	131	$ 24,833.46	148
Training Consultant	222	$ 50,588.77	209	$ 47,970.57	196	$ 45,680.50	222
		$ -		$ -		$ -	
		$ -		$ -		$ -	
Total	**19082.2**	**$ 4,285,747.78**	**18375.8**	**$ 4,173,433.40**	**17663.5**	**$ 4,073,298.98**	19084

Notes

Vendors are to fill in the columns labeled 'Hours' all other cells must not be altered.

Vendors have been provided with rows to add five (5) additional roles. If more than five (5) additional roles are needed, Vendors may add additional rows to the table. It is the Vendor's responsibility to ensure that all calculated formulas are updated and correct.

West Virginia Department of Health & Human Resources - Medicaid Enterprise Data Solution RFP
5. Maint & Ops Support - YEAR 6
Vendor: IBM Watson Health

	Maintenance and Operations Support - Proposed Staffing Level and Costs													
	Maintenance & Operations - Baseline Term								Optional Term 1		Optional Term 2		Optional Term 3	
	Year 2		Year 3		Year 4		Year 5		Year 6 Revised		Year 7		Year 8	
Staff Position	Hours	Total Cost	Hours	Total Cost	Hours	Total Cost	Hours	Total Cost	Hours	Total Cost	Hours	Total Cost	Hours	Total Cost
Account Manager									1,285	$ 355,945.00				
Project Manager									1,984	$ 452,352.00				
Business Lead									1,836	$ 418,608.00				
Technical Lead									918	$ 254,286.00				
Implementation Manager									-	$ -				
Operations Manager									1,836	$ 418,608.00				
Quality Assurance Manager									740	$ 168,720.00				
Testing Manager									459	$ 104,652.00				
Certification Lead									-	$ -				
Document Management Lead									168	$ 38,304.00				
Information Security Architect/Privacy Data Protection Officer									184	$ 41,952.00				
Analytic/BI Consultant Jr.									-	$ -				
Analytic/BI Consultant Sr.									3,562	$ 812,136.00				
Business Analyst Jr.										$ -				
Business Analyst Sr.									-	$ -				
Data Engineer Jr.									-	$ -				
Data Engineer Sr.									2,964	$ 741,000.00				
Data Warehouse Lead									1,036	$ 259,000.00				
Database Administrator									300	$ 60,000.00				
Executive									-	$ -				
Project Manager Jr.									-	$ -				
Project Manager Sr.									149	$ 41,273.00				
Security Analyst Jr.									-	$ -				
Security Analyst Sr.									260	$ 65,000.00				
System Engineer Jr.									-	$ -				
System Engineer Sr.									-	$ -				
System Manager Jr.									-	$ -				
System Manager Sr.									1,403	$ 420,900.00				
Tester										$ -				
AI CoE Lead										$ -				
AI CoE Governance Lead										$ -				
AI CoE Project Manager Jr.										$ -				
AI CoE Business Analyst										$ -				
AI CoE Analytic Consultant										$ -				
AI CoE Technical Lead										$ -				
AI Data Engineer Jr.										$ -				
AI Data Engineer Sr.										$ -				
Total		$ -		$ -		$ -		$ -	19,084	$ 4,652,736.00	-	$ -		$ -

Notes

Vendors are to fill in the columns labeled 'Hours' all other cells must not be altered.

Vendors have been provided with rows to add five (5) additional roles. If more than five (5) additional roles are needed, Vendors may add additional rows to the table. It is the Vendor's responsibility to ensure that all calculated formulas are updated and correct.

Leave key staff position must keep original hours/rates
Other roles, keep rates for all Years 6 - 8
For non-key/named roles sum hours to original total

Keep Hosting increase
Goal of $600k total increase

Push system engineer hours to CR
New CRs for Office Hours, system engineers

West Virginia Department of Health & Human Resources - Medicaid Enterprise Data Solution RFP

6. Hosting & Disaster Recovery

Vendor: ***IBM Watson Health***

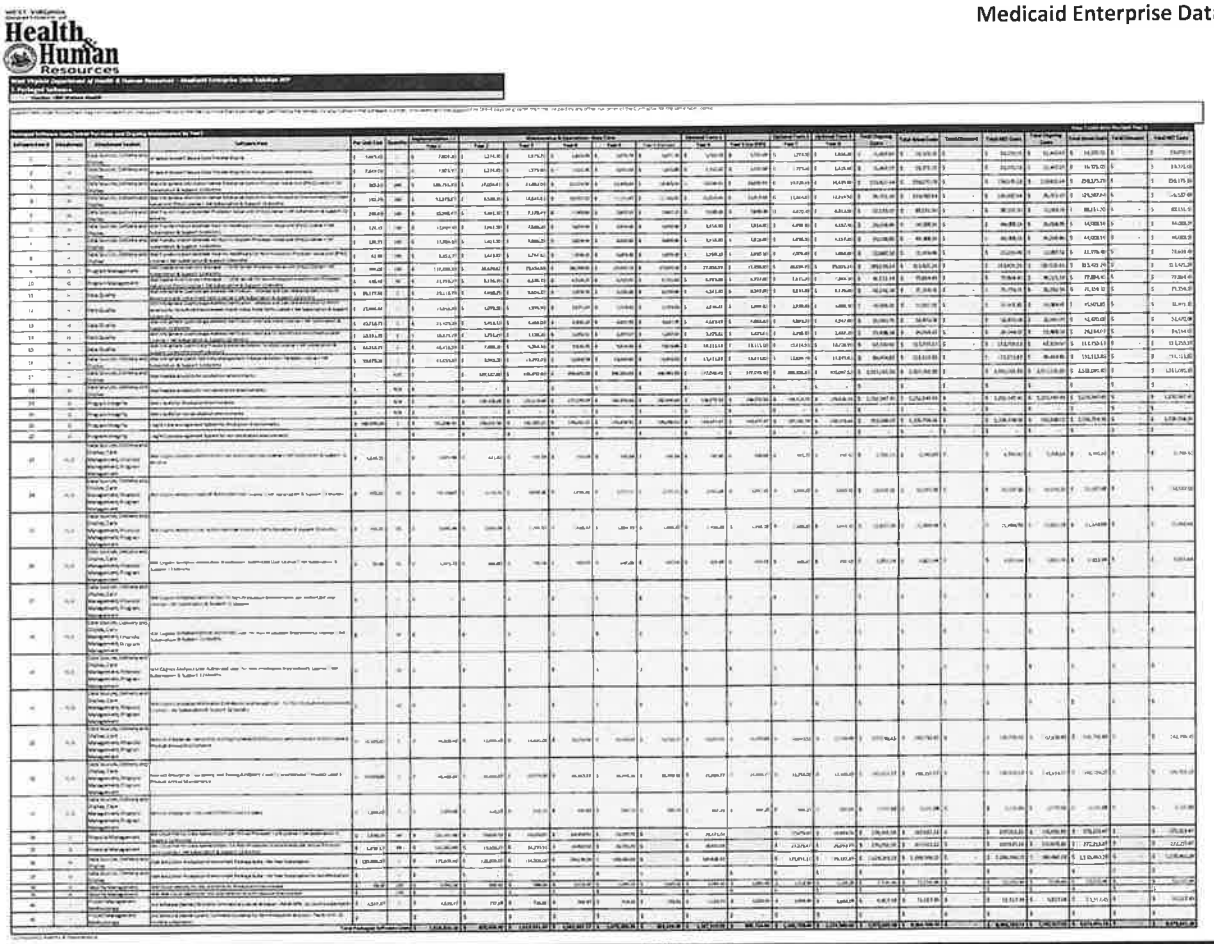
Hosting and Disaster Recovery								
	Implementation	Maintenance & Operations - Base Term				Optional Term 1	Optional Term 2	Optional Term 3
	Year(s) 1-2	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Hosting Option								
Hosting	$ 465,396.80	$ 325,064.00	$ 367,779.10	$ 376,973.58	$ 386,397.92	$ 396,057.87	$ 405,959.32	$ 417,408.61
Disaster Recovery Option								
Disaster Recovery		Included with Hosting costs above						
Total Hosting and Disaster Recovery Costs	**$ 465,396.80**	**$ 325,064.00**	**$ 367,779.10**	**$ 376,973.58**	**$ 386,397.92**	**$ 396,057.87**	**$ 405,959.32**	**$ 417,408.61**

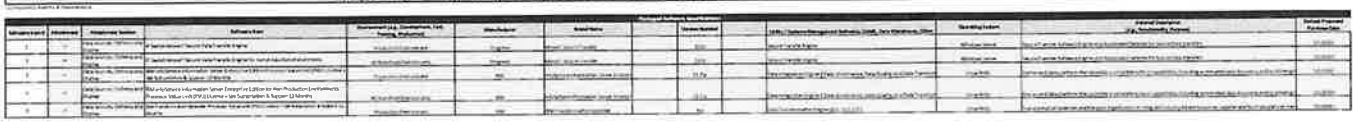
West Virginia Department of Health & Human Resources - Medicaid Enterprise Data Solution RFP

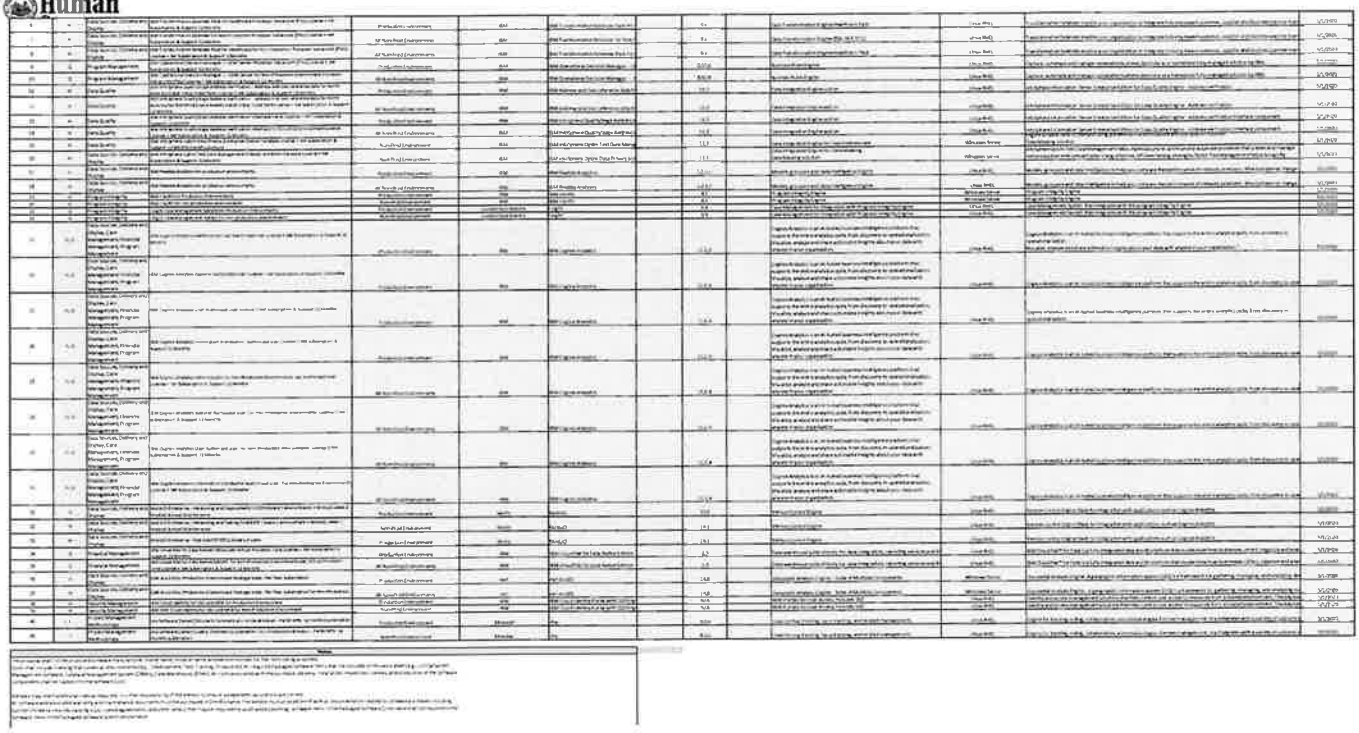
6. Hosting & DR - YEAR 6

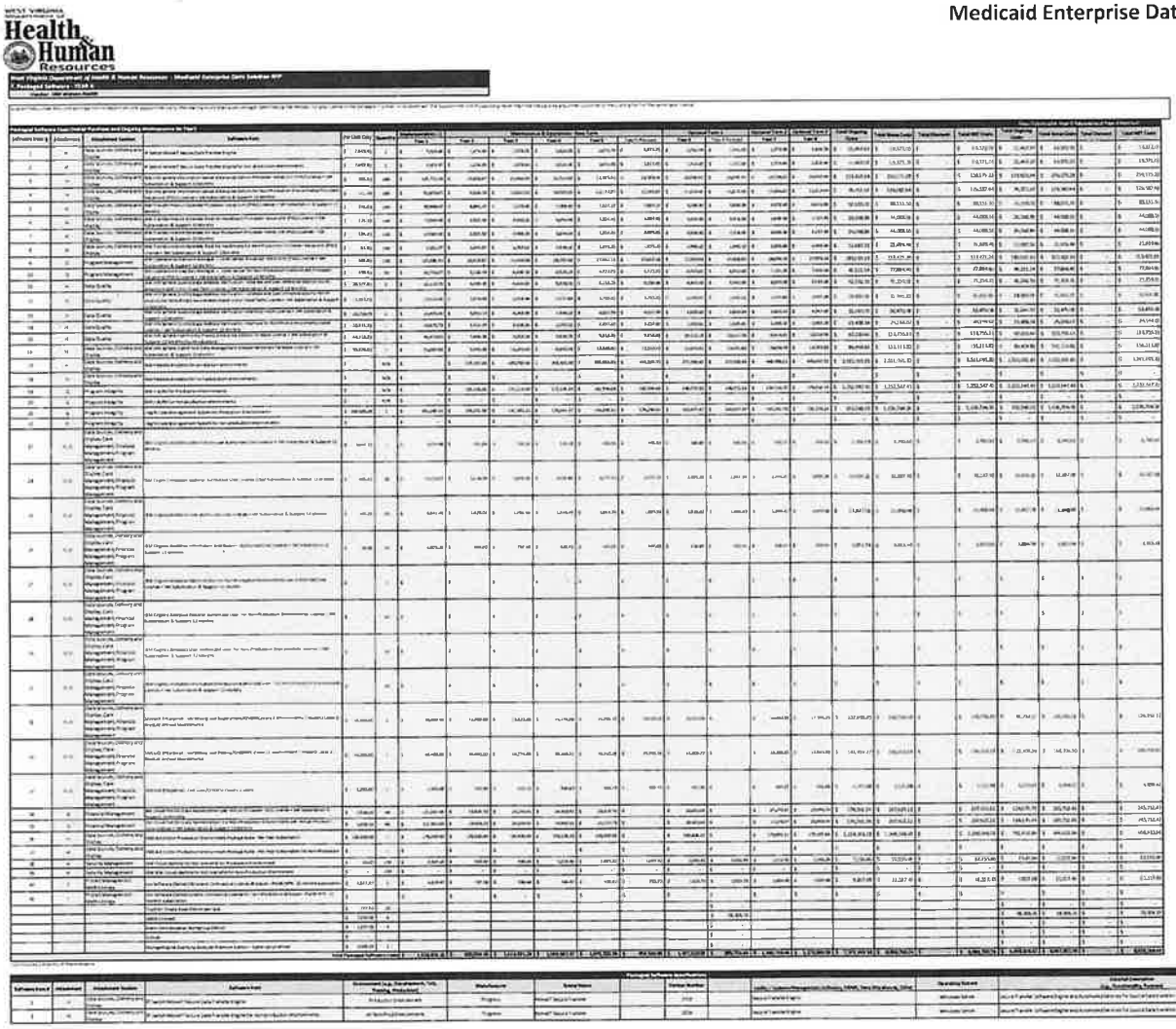
Vendor: *IBM Watson Health*

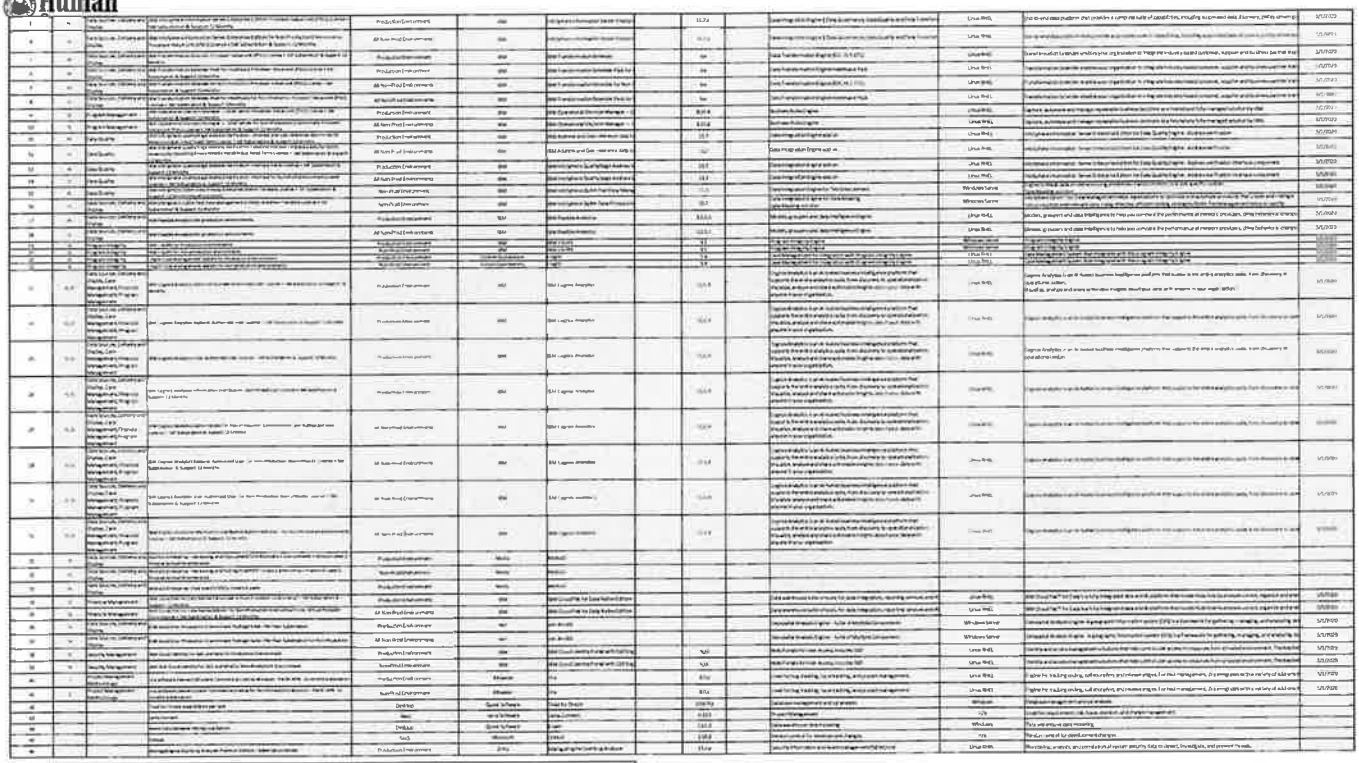
Hosting and Disaster Recovery									
	Implementation	Maintenance & Operations - Base Term				Optional Term 1	Optional Term 1	Optional Term 2	Optional Term 3
	Year(s) 1-2	Year 2	Year 3	Year 4	Year 5	Year 6	Year 6 Revised	Year 7	Year 8
Hosting Option									
Hosting	$ 465,396.80	$ 325,064.00	$ 367,779.10	$ 376,973.58	$ 386,397.92	$ 396,057.87	$ 866,057.87	$ 405,959.32	$ 417,408.61
Disaster Recovery Option									
Disaster Recovery		Included with Hosting costs above							
Total Hosting and Disaster Recovery Costs	**$ 465,396.80**	**$ 325,064.00**	**$ 367,779.10**	**$ 376,973.58**	**$ 386,397.92**	**$ 396,057.87**	**$ 866,057.87**	**$ 405,959.32**	**$ 417,408.61**











West Virginia Department of Health & Human Resources

West Virginia Department of Health & Human Resources - Medicaid Enterprise Data Solution RFP
8. Hardware
Vendor: IBM Watson Health

Hardware Costs (Includes all Initial Purchase and Annual Maintenance Services)

Hardware Item #	Attachment	Attachment Section	Hardware Item	Per Unit Cost	Quantity	Implementation / Y1	Maintenance & Operations / Base Term				Optional Term 1	Optional Term 2	Optional Term 3	Total Ongoing Costs	Total Gross Costs	Total Discount	Total NET Costs
						Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8				
1	H	Hardware and Infrastructure	IBM Integrated Analytics System 4466D2-HH1S w/ Tiered Storage and software per Appliance Install Appliance + Subscription and Support 12 Months for Production Environment	$ 433,610.50	1	$ 466,464.18	$ 74,188.41	$ 74,798.76	$ 90,898.64	$ 99,442.82	$ 99,834.00	$ 101,315.55	$ 100,358.68	$ 640,431.14	$ 1,321,093.77	$ -	$ 1,321,093.77
2	H	Hardware and Infrastructure	IBM Integrated Analytics System 4466D2-HH1S w/ Tiered Storage and software per Appliance Install Appliance + Subscription and Support 12 Months for Non-Production Environment	$ 443,610.50	1	$ 483,464.18	$ 74,188.41	$ 74,798.76	$ 90,898.64	$ 99,442.82	$ 99,834.00	$ 101,315.55	$ 100,358.68	$ 640,431.14	$ 1,338,093.77	$ -	$ 1,321,093.77
3				$ -		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
4				$ -		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
5				$ -		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
6				$ -		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
7				$ -		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
8				$ -		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
9				$ -		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
10				$ -		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
			Total Hardware Costs	$		$ 949,928.37	$ 148,376.82	$ 149,597.52	$ 181,797.28	$ 198,885.64	$ 199,668.00	$ 202,631.10	$ 200,717.36	$ 1,280,862.28	$ 2,659,187.54	$ -	$ 2,642,187.54

Hardware Specifications

Hardware Item #	Attachment	Attachment Section	Hardware Item	Environment (e.g., Development, Test, Training, Production)	Manufacturer	Model Number	Make	Operating System	Detailed Description (e.g., Functionality, Purpose)	Earliest Proposed Purchase Date
1	H	Hardware and Infrastructure	IBM Integrated Analytics System 4466D2-HH1S w/ Tiered Storage and software per Appliance Install Appliance + Subscription and Support 12 Months for Production Environment	Production	IBM	4466D2-HH1S	Integrated Analytics System	Other	Data Warehouse Appliance, all components included	9/1/2020
2	H	Hardware and Infrastructure	IBM Integrated Analytics System 4466D2-HH1S w/ Tiered Storage and software per Appliance Install Appliance + Subscription and Support 12 Months for Non-Production Environment	All Non-Productions	IBM	4466D2-HH1S	Integrated Analytics System	Other	Data Warehouse Appliance, all components included	9/1/2020
3										
4										
5										
6										
7										
8										
9										
10										

Notes

The Vendor should describe all proposed hardware. All costs associated with the purchase, delivery to the DHHR specified site, unboxing, unpacking, removal of packing/packaging, positioning for installation, installation, inspection, licensing (e.g., operating system) of the hardware shall be loaded into the Per Unit Cost. The Vendor shall be responsible for the cost of loss or damages that occur during delivery and installation of the equipment. Costs shall include all environments (e.g., Development, Test, Training, Production).

The Vendor may insert additional rows as required. It is the responsibility of the Vendor to ensure spreadsheet calculations are correct.
All hardware and associated warranty and maintenance documents must be purchased at DHHR's name. The Vendor must provide DHHR with all documentation related to hardware purchases including, but not limited to, invoices, packing slips, license agreements, and other details that may be required for audit and accounting. Hardware items in the Hardware Costs table shall correspond to the Hardware Items in the Hardware Specifications table.

(1) Includes 3 months of Maintenance

West Virginia Department of Health & Human Resources - Medicaid Enterprise Data Solution RFP
8. Hardware - YEAR 6
Vendor: IBM Watson Health

Hardware Costs (Inclusive of Initial Purchase and Annual Maintenance Services)

Hardware Item #	Attachment	Attachment Section	Hardware Item	Per Unit Cost	Quantity	Implementation (1) Year 1	Maintenance & Operations - Base Term Year 2	Year 3	Year 4	Year 5	Optional Term 1 Year 6	Optional Term 2 Year 7	Optional Term 3 Year 8	Total Ongoing Costs	Total Gross Costs	Total Discount	Total NET Costs
1	H	Hardware and Infrastructure	Oracle Exadata Database Machine X9M-2 w/ Oracle ZFS Storage ZS9-4 storage and software per Appliance Install Assistance + Subscription and Support 12 Months for Production Environment	$ 433,664.30	1	$ 444,464.19	$ 94,289.42	$ 91,798.75	$ 94,880.66	$ 98,642.93	$ 88,834.00	$ 101,325.55	$ 108,858.48	$ 644,435.58	$ 1,121,099.77	$ -	$ 1,121,099.77
2	H	Hardware and Infrastructure	Oracle Exadata Database Machine X9M-2 w/ Oracle ZFS Storage ZS9-4 storage and software per Appliance Install Assistance + Subscription and Support 12 Months for Non-Production Environment	$ 433,664.30	1	$ 444,464.19	$ 94,289.42	$ 91,798.75	$ 94,880.66	$ 98,642.93	$ 88,834.00	$ 101,325.55	$ 108,858.48	$ 644,435.58	$ 1,121,099.77	$ -	$ 1,121,099.77
3				$ -		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
4				$ -		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
5				$ -		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
6				$ -		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
7				$ -		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
8				$ -		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
9				$ -		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
10				$ -		$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
			Total Hardware Costs	$ 867,328.60	2	$ 888,928.37	$ 188,578.84	$ 183,597.50	$ 189,761.32	$ 197,285.86	$ 177,668.00	$ 202,650.99	$ 217,716.96	$ 1,288,871.15	$ 2,242,199.53	$ -	$ 2,242,199.53

Hardware Specifications

Hardware Item #	Attachment	Attachment Section	Hardware Item	Environment (e.g., Development, Test, Training, Production)	Manufacturer	Model Number	Make	Operating System	Detailed Description (e.g., Functionality, Purpose)	Earliest Proposed Purchase Date
1	H	Hardware and Infrastructure	Oracle Exadata Database Machine X9M-2 w/ Oracle ZFS Storage ZS9-4 storage and software per Appliance Install Assistance + Subscription and Support 12 Months for Production Environment	Production	Oracle Corporation	X9M-2	Engineered	Linux	Data Warehouse Appliance, all components included	9/1/2028
2	H	Hardware and Infrastructure	Oracle Exadata Database Machine X9M-2 w/ Oracle ZFS Storage ZS9-4 storage and software per Appliance Install Assistance + Subscription and Support 12 Months for Non-Production Environment	All Non-Productions	Oracle Corporation	X9M-2	Exadata	Linux	Data Warehouse Appliance, all components included	9/1/2028
3										
4										
5										
6										
7										
8										
9										
10										

Notes

The Vendor should describe all proposed hardware. All costs associated with the purchase, delivery to the DHHR specified site, unboxing, unpacking, removal of crating/packing/skidding, personnel for installation, installation, inspection, services (e.g., operating system) of the hardware shall be loaded into the Per Unit Cost. The vendor shall be responsible for the risk of loss or damages that occur during delivery and installation of the equipment. Costs shall include all environments (e.g., Development, Test, Training, Production).

The Vendor may insert additional rows as required. It is the responsibility of the vendor to ensure spreadsheet calculations are correct.
All hardware and associated warranty and maintenance documents must be purchased in DHHR's name. The vendor must provide DHHR a list of documentation related to hardware purchases including, but not limited to: invoices, packing slips, license agreements, and other details that may be required for audit and accounting. Hardware items in the Hardware Costs table shall correspond to the Hardware items in the Hosting and Data Positions table.

(1) Includes 2 months of Maintenance

West Virginia Department of Health & Human Resources

West Virginia Department of Health & Human Resources - Medicaid Enterprise Data Solution RFP

9. Vendor Facility

Vendor: *IBM Watson Health*

Establishing and Maintaining a Vendor Facility									
Description	Implementation	Maintenance & Operations - Base Term				Optional Term 1	Optional Term 2	Optional Term 3	Total Costs
	Year(s) 1-2	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	
Vendor Facility	$ 883,167.00	$ 130,833.33	$ 157,000.00	$ 157,000.00	$ 157,000.00	$ 172,700.00	$ 172,700.00	$ 172,700.00	$ 2,003,100.33

Notes
As per Section 4 of the RFP, the Vendor should provide details to DHHR stipulating cost for the Vendor to establish and maintain a Vendor facility in accordance with mandatory requirements and specifications.

West Virginia Department of Health & Human Resources - Medicaid Enterprise Data Solution RFP

10. Assumptions

Vendor: ***IBM Watson Health***

Item #	Attachment	Attachment Section	Description	Rationale	Cost Impact If Assumption is Invalid
1	Att A	4 and 5	The total implementation period is planned for 14 months. Year 2 M&O costs includes 10 months.	Delivery plan is 14 months .	$ -
2	Att G	PG282	All T-MSIS requirements will continue to be performed under the MMIS contract. IBM Watson Health will receive the T-MSIS reports from the MMIS vendor and will deliver them in accordance with the delivery schedules.	The current MMIS vendor has developed the process for T-MSIS reporting. To avoid duplication of services and costs between WV EDS and the current MMIS vendor, we have not included the estimate for creating T-MSIS reports and tapes in our solution.	$ 800,000.00
3	Att H	PM002-PM003	Initial implementation of the WV EDS solution will contain the existing data sources residing in the DW/DSS (MMIS, PEIA, HSC) in the current layouts/formats received from the data source suppliers to provide immediate and early value to DHS on the new modular EDS platform. Additional data sources will be estimated based on scope and complexity and will be implemented using the change management process during operations.	Q271 Answer - The scope of Design, Development, and Implementation (DDI) consists of the existing data in the current Data Warehouse and Decision Support System (DW/DSS) and any other data sources identified by the Department. Please review Section 4.4.2 for further details about potential data sources.	$ 750,000.00
4	Att F	MR056	The Vendor must make available to the Department, the results of any third-party audit conducted, including, but not limited to the Service Organization Control (SOC) 2, on the Vendor's organization services within the scope of this contract.	Based on Q&A #223, the scope of the assessment is "services within the scope of this contract" and not on our organization. If DHHR determines that an alternative attestation is acceptable, it may result in a lower price to DHHR.	$ (1,500,000.00)

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.

APPROVED 7/23/26

WEST VIRGINIA DEPARTMENT OF HUMAN SERVICES

STATE OF WEST VIRGINIA
DEPARTMENT OF HUMAN SERVICES
BUREAU FOR MEDICAL SERVICES

Christina Mullins, MA
Acting Cabinet Secretary

Christy D. Donohue, CMC
Commissioner

DATE: July 17, 2026

TO: Crystal Hustead
Senior Buyer
State of West Virginia Purchasing Division

FROM: Althea Greenhowe Althea Greenhowe
Procurement Specialist, Senior
Office of Shared Administration/Purchasing

RE: PF 2019484, CDO BMS27*006
Dept 0511

The West Virginia Bureau for Medical Services (BMS) respectfully requests the approval of the above-referenced CDO for services to be performed by International Business Machine under PF 844532, CMA HHR21*02.

The service period is 04/01/2026-03/31/2027. The total cost is: $6,774,926.50.

Please feel free to contact me if additional documentation or details are needed. I can be reached at 304-352-3924 or althea.m.greenhowe@wv.gov. Thank you for your time and consideration in this matter.

Approved 7/23/26

WEST VIRGINIA DEPARTMENT OF HUMAN SERVICES

STATE OF WEST VIRGINIA
DEPARTMENT OF HUMAN SERVICES
BUREAU FOR MEDICAL SERVICES

Christina Mullins, MA
Acting Cabinet Secretary

Christy D. Donohue, CMC
Commissioner

DATE: July 17, 2026

TO: Office of Shared Administration/Purchasing

FROM: Stuart Sellears
Procurement Specialist
Office of Procurement Services

RE: PF 2019484, CDO BMS27*006
Dept 0511

The West Virginia Bureau for Medical Services (BMS) respectfully requests the approval of the above-referenced CDO for services performed by International Business Machine under PF 844532, CMA HHR21*02.

Due to ongoing negotiations with IBM regarding Year 6 optional renewal pricing, this CDO could not be processed until July 17, 2026.

Please feel free to contact me if additional documentation or details are needed. I can be reached at 304-352-4319 or stuart.sellears@wv.gov. Thank you for your time and consideration in this matter.

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"INTERNATIONAL BUSINESS MACHINES CORPORATION"

Entity

Location

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Business Organization Detail

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INTERNATIONAL BUSINESS MACHINES CORPORATION

Organization Information

Org Type	Effective Date	Established Date	Filing Date	Charter	Class	Sec Type	Termination Date	Termination Reason
BC | Benefit Corporation	9/30/1933		9/30/1933	Foreign	Profit			

Organization Information

Business Purpose	5415 - Professional, Scientific and Techincal Servies - Professional, Scientific and Techincal Servies - Computer Systems Design and Related Services (design, programming, facilities mgmt)	**Capital Stock**	0.0000
Charter County	Mineral	**Control Number**	0
Charter State	NY	**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
Designated Office Address	ONE NEW ORCHARD ROAD ATTENTION: CATHERINE BUCKLEY ARMONK, NY, 10504
Notice of Process	CORPORATION SERVICE COMPANY 808 GREENBRIER STREET CHARLESTON, WV, 25311
Principal Office	ONE NEW ORCHARD ROAD ARMONK, NY, 105041784 USA
Principal Office Mailing Address	ONE NEW ORCHARD ROAD ATTENTION: CATHERINE BUCKLEY ARMONK, NY, 10504 USA
Type	**Address**

× Close

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Officers

Type	Name/Address

Type	Name/Address
Director	DAVID N. FARR ONE NEW ORCHARD ROAD ARMONK, NY, 10504
Director	ARVIND KRISHNA ONE NEW ORCHARD ROAD ARMONK, NY, 10504
President	ARVIND KRISHNA NEW ORCHARD ROAD ARMONK, NY, 10504
Secretary	JANE P. EDWARDS ONE NEW ORCHARD RD. ARMONK, NY, 10504
Treasurer	BRIEN WIERZCHOWSKI ONE NEW ORCHARD RD. ARMONK, NY, 10504

Mergers

Merger Date	Merged	Merged State	Survived	Survived State
3/27/2001	ARAGON CONSULTING GROUP, INC.	MO	INTERNATIONAL BUSINESS MACHINES CORPORATION	NY

Merger Date	Merged	Merged State	Survived	Survived State

Date	Amendment
3/27/2001	MERGER: MERGING ARAGON CONSULTING GROUP, INC., A NON-QUALIFIED MO ORGANIZATION WITH AND INTO INTERNATIONAL BUSINESS MACHINES CORPORATION, A QUALIFIED NY CORPORATION, THE SURVIVOR
10/10/1998	MERGER(CON'T FROM ABOVE) MACHINES CORPORATION, A QUAL NY CORP., THE SURVIVOR.
1/9/1998	MERGER: MERGING INTEGRATED SYSTEMS SOLUTIONS CORPORATION, A QUAL DE CORP, ISSC HOLDINGS, INC., A NON QUAL DE CORP & ADVANTIS CORPORATION, A QUAL NY CORP. WITH AND INTO INTERNATIONAL BUSINESS
7/8/1992	CHANGE OF AMENDMENT TO RESTATED CERTIFICATE OF INCORPORATION.
5/24/1988	AMENDMENT TO THE ARTICLES OF INCORPORATION.
3/23/1988	MERGER; MERGING ROLM CORPORATION, A QUAL CA CORP, WITH AND INTO INTENATIONAL BUSINESS MACHINES CORPORATION, A QUAL NY CORP, THE SURVIVOR.
6/2/1986	AMENDMENT TO THE ARTICLES OF INCORPORATION.
8/2/1982	AMENDMENT: TO ARTICLES OF INCORPORATION. TWO AMENDMENTS WERE FILED THIS DATE.
6/8/1979	AMENDMENT: CERTIFICATE OF INCORPORATION.
7/22/1976	CERTIFICATE OF AMENDMENT OF THE CERTIFICATE OF INCORPORATION ROLL 109.
5/22/1973	AMENDMENT: CERTIFICATE OF INCORPORATION; ROLL 71
5/19/1972	AMENDMENT: CERTIFICATE OF AMENDMENT: ROLL 59
6/2/1971	AMENDMENT: CERTIFICATE OF INCORPORATION; ROLL 48
5/20/1968	AMENDMENT: CERTIFICATE OF INCORPORATION; ROLL 11
5/15/1967	AMENDMENT: CERTIFICATE OF INCORPORATION; BOOK 210, PAGE 487
8/19/1966	AMENDMENT: CERTIFICATE OF INCORPORATION; BO
9/29/1964	AMENDMENT: CERTIFICATE OF INCORPORATION; BO
8/13/1964	AMENDMENT: CERTIFICATE OF INCORPORATION; BO
5/25/1961	AMENDMENT: ARTICLES OF INCORPORATION; BOOK 210, PAGE 000.
5/16/1959	AMENDMENT: CERTIFICATE OF INCORPORATION; BOOK 210, PAGE 227

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5/12/1958	AMENDMENT: RESTATED CERTIFICATE OF INCORPORATION; BOOK 224, PAGE 269.
5/14/1957	AMENDMENT: ARTICLES OF INCORPORATION; BOOK 210, PAGE 169
6/16/1956	AMENDMENT: CERTIFICATE OF INCORPORATION; BOOK 210, PAGE 140.
6/10/1955	AMENDMENT (ARTICLES OF INCORPORATION; BOOK 210, PAGE 98.
3/25/1955	AMENDMENT: CERTIFICATE OF MERGER WITH INTERNATIONAL BUSINESS MACHINES COMPANY OF HAWAII, LIMITED; CERTIFICATE OF MERGER WITH ENDICOTT HIGHLANDS DEVELOPMENT CORPORATION; BOOK 216, PAGE 788
7/14/1954	AMENDMENT ARTICLES OF INCORPORATION; BOOK 210, PAGE 69.
8/17/1950	AMENDMENT: (AUTHORIZATION OF 500,000 NEW SHARES, WITHOUT PAR VALUE) BOOK 183, PAGE 528
7/10/1948	AMENDMENT (ARTICLES OF INCORPORATION) BOOK 183, PAGE 367
2/20/1946	AMENDMENT (ARTICLES OF INCORPORATION; BOOK 152, PAGE 793 CERTIFICATE OF MERGER WITH ELECTROMATIC TYPERWRITERS, INC. BK.152-794
8/21/1942	CERTIFICATE OF MERGER, WITH MUNITIONS MANUFACTURING CORP.; BOOK 152, PAGE 794
6/11/1942	AMENDMENT (INCREASE OF NUMBER OF SHARES) BOOK 152, PAGE 521.
6/12/1936	AMENDMENT BOOK 152, PAGE 121
Date	**Amendment**

Annual Reports

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For more information, please contact the Secretary of State's Office at 304-558-8000.

Thursday, July 23, 2026 — 11:47 AM

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