

# PRICING PROPOSAL

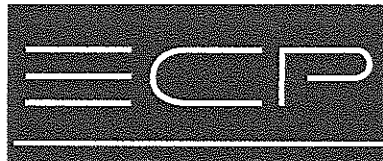
FOR



For

Digital Imaging and Electronic Documents Solution  
(RFQ #: DPS0725)

**PRESENTED BY:**



ENTERPRISE CONSULTING PARTNERS

570 Herndon Parkway, Suite 500  
Herndon, VA 20170  
703-787-9393

April 26, 2007

Authorized Contact Person: Brad Schieber

Signature: Brad Schieber

## 2. RFP Question Responses

This section provides each pricing-related RFP question and ECP's response. The technical responses refer to this document for pricing information.

**3.2.44 Vendor shall provide all pricing that will apply to your offer over the period of the contract for the below listed items:**

### 3.2.44.1 Base Software.

Base Software					Discounted Price	
Product Name	Product Code	Qty	Unit Price	Ext Price	Unit Price	Ext Price
Multi-User Server	OBIPW1	1	5,000.00	5,000.00	4,000.00	4,000.00
Concurrent Client (1-100)	CTIPC1	25	1,200.00	30,000.00	960.00	24,000.00
Named User Client (1-100)	CTIPN1	5	600.00	3,000.00	480.00	2,400.00
Web Server	WTIPW1	1	10,000.00	10,000.00	8,000.00	8,000.00
Storage Integration for EMC Centera	CTIPI1	1	20,000.00	20,000.00	16,000.00	16,000.00
Production Document Imaging (Kofax or TWAIN) (1)	DHIPW1	1	5,000.00	5,000.00	4,000.00	4,000.00
Production Document Imaging (Kofax or TWAIN) (2+)	DHIPW2	4	2,000.00	8,000.00	1,600.00	6,400.00
		Sub-Total:		81,000.00		64,800.00
Annual Maintenance (18% of list price).	MAINTX			14,580.00		14,580.00
		Sub-Total:		14,580.00		14,580.00
Software + Maintenance Total:				95,580.00		79,380.00

### 3.2.44.2 Optional added modules.

In the following table we have included unit pricing for each of the optional software modules or products that we have referenced in our proposal. We have also included some client licensing in this section as well to provide WVSP with information on quantity breaks.

The purpose of providing this information is to present pricing information that may be of interest to WVSP in the future. ECP would work closely with WVSP to identify specific requirements that would call for the use of these modules.

Add On / Optional Software Pricing Product Name	Product Code	Qty	Unit Price	Discounted Unit Price
Concurrent Client (1-100)	CTIPC1	1	1,200.00	960.00
Concurrent Client (101-200)	CTIPC2	1	1,000.00	800.00
Workstation Client (1-100)	CTIPW1	1	600.00	480.00
Workstation Client (101-200)	CTIPW2	1	500.00	400.00
Named User Client (1-100)	CTIPN1	1	600.00	480.00
Named User Client (101-200)	CTIPN2	1	500.00	400.00
Virtual Print Driver	PTIPC1	1	5,000.00	4,000.00
Document Import Processor	DPIPW1	1	5,000.00	4,000.00
Workflow Concurrent Client SL (1-20)	WLIPC1	1	2,000.00	1,600.00
Workflow Concurrent Client SL (21-50)	WLIPC2	1	1,600.00	1,280.00
Workflow Workstation Client SL (1-20)	WLIPW1	1	1,250.00	1,000.00
Workflow Workstation Client SL (21-50)	WLIPW2	1	1,000.00	800.00
Workflow Named User Client SL (1-20)	WLIPN1	1	1,250.00	1,000.00
Workflow Named User Client SL (21-50)	WLIPN2	1	1,000.00	800.00
E-Forms	FMIPI1	1	10,000.00	8,000.00
Web Server	WTIPW1	1	10,000.00	8,000.00
EDM Services	DMIPI1	1	5,000.00	4,000.00
Full-Text Indexing Server for Verity	VTIPI1	1	10,000.00	8,000.00
Full-Text Indexing Concurrent Client for Verity	VTIPC1	1	300.00	240.00
Report Services	RPIPI1	1	5,000.00	4,000.00
Application Enabler	AEIPI1	1	15,000.00	12,000.00
Integration for Kofax Ascent Capture	KXIP11	1	3,500.00	2,800.00
Physical Records Management	PRIP11	1	15,000.00	12,000.00
Records Management	RIIP11	1	20,000.00	16,000.00
Storage Integration for EMC Centera	CTIPI1	1	20,000.00	16,000.00
Integration for Kofax Ascent Capture	KXIP11	1	3,500.00	2,800.00
Kofax Ascent Capture Scan/QC/Import only	EE#T023-0000	1	1,244.00	995.20
Kofax Ascent Capture Full Station	EE#T024-0000	1	3,750.00	3,000.00
Ascent Capture Internet Server 5 remote sites	AE#C005-005U	1	8,000.00	6,400.00
Ascent Capture Collection Server	TRSYS3	1	0.00	0.00
Kofax Capio - 25 User Bundle	AE#C116-025U	1	6,980.00	5,584.00

The following table outlines the optional scanner hardware.

Optional Scanner Hardware				Discounted Price		
Product Name	Product Code	Qty	Unit Price	Ext Price	Unit Price	Ext Price
Fujitsu 5120C	PA03484-B005	1	1,195.00	1,195.00	1,195.00	1,195.00
Includes 1 Year Advanced Unit Replacement Warranty	N/A		0.00	0.00	0.00	0.00
		Sub-Total:		1,195.00		1,195.00
<b>Annual Support - Years 2 and Beyond</b>						
Fujitsu 5120C 1 Year Advanced Unit Replacement	CG01000-514801	1	99.00	99.00	99.00	99.00
		Subtotal:		99.00		99.00

#### **3.2.44.3 Software Licenses per server.**

The only server licenses required for the use of OnBase are the Multi-User Server and Web Server licenses. Both of these are included above in the base software pricing table. Please refer to the table above and reference the products listed as Multi User Server and Web Server for the server pricing.

#### **3.2.44.4 Software Licenses per client small station.**

The software licenses required to use the OnBase Client (web or thick client) on a small (low volume) station are not different from those required to work on a high volume client.

The client software pricing is included above in the base software pricing table. Please refer to the table above for client station pricing.

If in the future, WVSP would determine to use highly distributed scanning at individual workstations, our proposal includes the optional Kofax Capio client. This product is packaged in bundles of 25 licenses. The per user cost for this software is \$223.36. Please see the Add On / Optional Software pricing table above.

#### **3.2.44.5 Software Licenses per client volume station.**

The software licenses required to use the OnBase Client (web or thick client) on a volume station are not different from those required to work on a small station.

We have proposed OnBase Production Document Imaging licenses to be installed on workstations where high volume scanning will be performed. We have included 5 of these licenses to serve the three departments currently in scope.

The client software pricing is included above in the base software pricing table.

**3.2.44.6 Professional services base implementation.**

The following table shows the services required to implement the proposed OnBase system. We have provided hourly rates and hours for informational purposes. The price for this project is being bid as a fixed price. Additionally, the labor rates listed below are inclusive of travel costs.

Labor Category	Product Code	Qty	Unit Price	Ext Price
Implementation Specialist	IS	260	156.00	40,560.00
Project Manager	PM	36	174.00	6,624.00
Total Services				46,824.00

**3.2.44.7 Professional services hourly rates for other services.**

ECP has a full range of professional resources ranging from business analysts, and project managers to developers. Based on the requirements for any given projects, resources are assigned accordingly.

Given the policy of the State of West Virginia to require labor rates to include expenses and other direct costs, ECP will provide services pricing to the WVSP on a project by project basis, to fairly reflect anticipated travel costs.

**3.2.44.8 Training cost.**

There are two types of training that must be addressed: System Administration Training and User Training.

**System Administration**

In addition to ECP's System Administration Overtraining included in our services pricing, Hyland offers the following classes which are geared toward system administrators and developers. These training classes are available directly from Hyland Software for the OnBase product. The following table outlines a recommended training class for system administrators. ECP will work with WVSP on the timing for each of the Web Based Training (WBT) classes. ECP suggests, but it is not mandatory, that the System Administration class, held in Cleveland, Ohio is taken at least 30 days after system installation. It is also recommended that WVSP assign a primary system administrator with a backup. Therefore, we have priced the Class for two employees. WVSP is responsible for travel and living expenses during training.

Product Name	Product Code	Unit Price	Quantity	Extended Price
Pre-Installation WBT	WBT1	Included	2	Included
3.9 Administrative Updates WBT	WBT2	Included	2	Included
System Administration at Hyland	TRSYS1	\$2,500	2	\$5,000
OnBase Database Reporting - WBT	WBT3	Included	2	Included

The System Administrator class may also be taught on-site for an additional cost.

## User Training

In addition to ECP's Train-the-trainer training, which has been included in ECP's Services pricing below, Hyland offers Introductory User Web Based training. This End User Training provides a structured review of the OnBase thick client and its basic functionality for document retrieval and interaction. The focus will be on logging in, document retrieval, printing and emailing documents. This is a free course provided over the web from the OnBase User Web Site. This may be an ideal requirement for every user prior to Classroom training.

### *3.2.44.9 Maintenance cost*

The proposed system includes maintenance for both software and scanning hardware. Please note that software maintenance costs are included in the base software pricing table above.

Maintenance fees for OnBase software are calculated at 18% of the list price of the software. This fee covers technical support as well as rights to all new versions of the software, including patches and major and minor releases.

- The annual maintenance fee for the proposed system software is \$14,580.00

The proposed scanning hardware from Fujitsu includes a standard 90 day warranty. ECP has upgraded this warranty to cover the entire first year of use and to include 24 hour response for onsite service. The upgraded first year warranty also includes two preventative maintenance visits from an authorized Fujitsu hardware technician. In high volume scanning environments like CIB and LAB, it is critical that scanners are well maintained and cleaned frequently. We highly encourage WVSP to take advantage of maintenance programs that include onsite service and preventative maintenance, regardless of the hardware you ultimately choose.

- First year maintenance for the Fujitsu fi5099C VRS units is \$4,995, per unit (two units)
- First year maintenance for the Fujitsu fi5750C VRS units is \$1,595, per unit (three units)
- First year replacement warranty for the Epson Perfection 440 is included in the price of the scanner

For years two and three of the contract we have proposed similar support levels. That is, 24 hour response for onsite service including two scheduled preventative maintenance visits per year. Replacement /exchange warranty is provided for additional years for the Epson Perfection 440.

- Additional years maintenance for the Fujitsu fi5099C VRS units is \$5,595, per unit (two units)
- Additional years maintenance for the Fujitsu fi5750C VRS units is \$1,795, per unit (three units)
- Additional years replacement/exchange warranty for the Epson Perfection 440 scanner is \$29.95 per unit (one unit)

### 3. Cost Proposal (RFQ Section 4.5)

In this section we have provided pricing as requested on page 32 of the RFQ, section 4.5. Our understanding is that the intent of these questions was to capture firm total pricing for the complete system proposal in two forms. The first total is to include Software and Hardware. The second total is to include only Software costs.

Our recommended system configuration for user licenses and modules does not directly map to the provided Attachment A and B. We have provided these views as requested for your review. However, we have completed the following section using our recommended system configuration. For a detailed and comprehensive view of our complete system price, please refer to Section 4, ECP Pricing Summary.

<b>1) Cost Totals - FULL WEB Based System with all associated Software and Hardware. Price includes all system software, first year maintenance, scanners and scanner maintenance and all system servers.</b>	<b>\$182,581.63</b>
<b>ECP Professional Services</b> Installation, configuration, testing, training, Production support	<b>\$46,824.00</b>
<b>TOTAL:</b>	<b>\$229,405.63</b>

<b>2) Cost Totals - FULL WEB Based System with all associated Software. Price includes all system software and first year maintenance only.</b>	<b>\$79,380.00</b>
<b>ECP Professional Services</b> Installation, configuration, testing, training, Production support	<b>\$46,824.00</b>
<b>TOTAL:</b>	<b>\$126,204.00</b>

Please note that ECP's proposal does not require that system hardware be purchased through our firm. In fact, as hardware is not our core focus, it is very common that server and storage hardware can be procured through WVSP's existing hardware vendors at a lower cost. ECP will guaranty the system to perform as proposed on hardware procured through a third party provided our recommended specifications are met. This includes the EMC Centera device. Further, ECP will gladly work with your hardware vendors to assist in system planning and procurement of required hardware.

## 4. ECP Pricing Summary

In the following section we have provided a summary view and detailed pricing for all components included on our proposed solution. The pricing in this section is laid out exactly as we would intend to deliver the system.

The following table provides a summary view of the total cost of the proposed system for all system components for years one through three.

<b>Total System Pricing Summary</b>	<b>Price</b>
Initial (Year One Costs) - Software, Hardware, Maintenance & Services	\$229,405.63
Year Two Costs - Software & Hardware Maintenance	\$31,184.95
Year Three Costs - Software & Hardware Maintenance	\$31,184.95

The following set of tables includes detailed pricing for all system components as proposed.

<b>Base Software</b>			<b>Discounted Price</b>	
<b>Product Name</b>	<b>Product Code</b>	<b>Qty</b>	<b>Unit Price</b>	<b>Ext Price</b>
Multi-User Server	OBIPW1	1	4,000.00	4,000.00
Concurrent Client (1-100)	CTIPC1	25	960.00	24,000.00
Named User Client (1-100)	CTIPN1	5	480.00	2,400.00
Web Server	WTIPW1	1	8,000.00	8,000.00
Storage Integration for EMC Centera	CTIPI1	1	16,000.00	16,000.00
Production Document Imaging (Kofax or TWAIN) (1)	KXIP11	1	4,000.00	4,000.00
Production Document Imaging (Kofax or TWAIN) (2+)	DIIPW2	4	1,600.00	6,400.00
	Sub-Total:			64,800.00
Annual Maintenance (18% of list price).	MAINTX			14,580.00
	Sub-Total:			14,580.00
<b>Software + Maintenance Total:</b>				<b>79,380.00</b>

<b>Base Scanner Hardware</b>			<b>Discounted Price</b>	
<b>Product Name</b>	<b>Product Code</b>	<b>Qty</b>	<b>Unit Price</b>	<b>Ext Price</b>
Fujitsu fi5990C Scanner VRS	PA03450-B005	2	20,943.00	41,886.00
Basic In Warranty Uplift - 24hr response, 2 scheduled preventative maintenance visits	CG01000-517801	2	4,495.00	8,990.00
Fujitsu fi5750C Scanner VRS	CG01000-518501	3	6,460.21	19,380.63
Basic In Warranty Uplift - 24hr response, 2 scheduled preventative maintenance visits	CG01000-516501	3	1,595.00	4,785.00
Epson Perfection 4490 Scanner (fingerprints)	B11B176011	1	400.00	400.00
Sub-Total:				75,441.63
<b>Annual Support - Years 2 and Beyond</b>				
Fujitsu 5990C VRS Basic Plus Post Warranty 24 hr response, onsite, 2 scheduled preventative maintenance visits	CG01000-518201	2	5,595.00	11,190.00
Fujitsu 5750C VRS Basic Plus Post Warranty 24 hour response, onsite, 2 scheduled preventative maintenance visits	CG01000-516901	3	1,795.00	5,385.00
Epson Perfection 4490 1 Year Warranty Extension	B11B176011	1	29.95	29.95

<b>Base Server Hardware</b>			<b>Discounted Price</b>	
<b>Product Name</b>	<b>Product Code</b>	<b>Qty</b>	<b>Unit Price</b>	<b>Ext Price</b>
File/Application Server - Dell Power Edge 2900		1	9,900.00	9,900.00
Database Server - Dell Power Edge 2900		1	9,900.00	9,900.00
Web Server - Dell Power Edge 2900		1	7,960.00	7,960.00
Server Hardware Total:				27,760.00

<b>ECP Professional Services</b>			<b>All-Inclusive Price</b>	
<b>Labor Category</b>	<b>Product Code</b>	<b>Qty</b>	<b>Unit Price</b>	<b>Ext Price</b>
Implementation Specialist	IS	260	156.00	40,560.00
Project Manager	PM	36	174.00	6,264.00
Professional Services Total:				46,824.00

## Attachment A

ATTACHMENT A				
FULL WEB BASED System with all associated Software and Hardware				
	1 Workstation	5 Workstation	20 Workstations	50 Workstations
Software				
Server				
Multi User Server	4,000.00	4,000.00	4,000.00	4,000.00
Web Server	8,000.00	8,000.00	8,000.00	8,000.00
Client				
Named User	480.00	2,400.00	2,400.00	2,400.00
Concurrent User	0.00	0.00	4,800.00	24,000.00
Storage Integration for EMC Centera	16,000.00	16,000.00	16,000.00	16,000.00
Production Document Imaging (Kofax or TWAIN) (1)	4,000.00	4,000.00	4,000.00	4,000.00
Production Document Imaging (Kofax or TWAIN) (2+)	6,400.00	6,400.00	6,400.00	6,400.00
Add On Modules				
EDMS	Included with Multi User Server	Included with Multi User Server	Included with Multi User Server	Included with Multi User Server
WEB interface	Included with Web Server	Included with Web Server	Included with Web Server	Included with Web Server
Servers				
Web Server	7,960.00	7,960.00	7,960.00	7,960.00
Application Server	9,900.00	9,900.00	9,900.00	9,900.00
Database Server	9,900.00	9,900.00	9,900.00	9,900.00
Storage Solutions	Not Applicable*	Not Applicable*	Not Applicable*	Not Applicable*
Work Stations	Not Applicable	Not Applicable	Not Applicable	Not Applicable
Scanners				
Workstation Duplex				
Mid Volume - Fujitsu fi5750C VRS (3)	19,380.63	19,380.63	19,380.63	19,380.63
High Volume - Fujitsu fi5099C VRS (2)	41,866.00	41,866.00	41,866.00	41,866.00
Super High Quality for Fingerprint Cards (Simplex)	400.00	400.00	400.00	400.00
Maintenance (Software & Scanners)				
1st Year	22,523.00	22,955.00	24,035.00	28,355.00
2nd Year	25,352.95	25,784.95	26,864.95	31,184.95
3rd Year	25,352.95	25,784.95	26,864.95	31,184.95
Warranty				
1st Year	Not Applicable	Not Applicable	Not Applicable	Not Applicable
Totals	201,515.53	204,731.53	212,771.53	244,931.53

\* ECP is not an authorized EMC Centera reseller. For this reason we did not provide Centera pricing  
ECP and OnBase do however guaranty OnBase to work with Centera using the EMC certified integration module.

## Attachment B

<b>ATTACHMENT B</b>				
FULL WEB BASED System with all associated Software				
	1 Workstation	5 Workstation	20 Workstations	50 Workstations
Software				
Server				
Multi User Server	4,000.00	4,000.00	4,000.00	4,000.00
Web Server	8,000.00	8,000.00	8,000.00	8,000.00
Client				
Named User	480.00	2,400.00	2,400.00	2,400.00
Concurrent User	0.00	0.00	4,800.00	24,000.00
Storage Integration for EMC Centera	16,000.00	16,000.00	16,000.00	16,000.00
Production Document Imaging (Kofax or TWAIN) (1)	4,000.00	4,000.00	4,000.00	4,000.00
Production Document Imaging (Kofax or TWAIN) (2+)	6,400.00	6,400.00	6,400.00	6,400.00
Add On Modules				
EDMS	Included with Multi User Server	Included with Multi User Server	Included with Multi User Server	Included with Multi User Server
WEB interface	Included with Web Server	Included with Web Server	Included with Web Server	Included with Web Server
Servers				
Web Server	Not Applicable	Not Applicable	Not Applicable	Not Applicable
Application Server	Not Applicable	Not Applicable	Not Applicable	Not Applicable
Database Server	Not Applicable	Not Applicable	Not Applicable	Not Applicable
Storage Solutions				
	Not Applicable	Not Applicable	Not Applicable	Not Applicable
Work Stations				
	Not Applicable	Not Applicable	Not Applicable	Not Applicable
Scanners				
Workstation Duplex				
Mid Volume - Fujitsu fi5750C VRS (3)	Not Applicable	Not Applicable	Not Applicable	Not Applicable
High Volume - Fujitsu fi5099C VRS (2)	Not Applicable	Not Applicable	Not Applicable	Not Applicable
Super High Quality for Fingerprint Cards (Simplex)	Not Applicable	Not Applicable	Not Applicable	Not Applicable
Maintenance (Software & Scanners)				
1st Year	22,523.00	22,955.00	24,035.00	28,355.00
2nd Year	25,352.95	25,784.95	26,864.95	31,184.95
3rd Year	25,352.95	25,784.95	26,864.95	31,184.95
Warranty				
1st Year	Not Applicable	Not Applicable	Not Applicable	Not Applicable
Totals	112,108.90	115,324.90	123,364.90	155,524.90



JOE MANCHIN III  
GOVERNOR


STATE OF WEST VIRGINIA  
**DEPARTMENT OF ADMINISTRATION**  
**PURCHASING DIVISION**  
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CHARLESTON, WEST VIRGINIA 25305-0130

ROBERT W. FERGUSON, JR.  
CABINET SECRETARY

DAVID TINCHER  
DIRECTOR

## MEMORANDUM

TO: Vendors

FROM: John Abbott, Senior Buyer   
Purchasing Division

RE: DPS0725

DATE: June 15, 2007

Cost Proposal opened June 15, 2007

Automated Documents Management Solutions  
Enterprise Consulting Partners

JA/wf

cc: File