APPENDIX B - COST SHEET
MANDATORY SOFTWARE LICENSING COMPONENTS

The pricing below is to be based on the vendor's response to both the mandatory requirements (3.1 thru 3.5) as well as the evaluation-based specifications (4.2.1 thru 4.2.1.16). If a vendor's response to an evaluation-based specification affects the pricing, this pricing must be included in either the Mandatory Appendix B or C Cost Sheet. It is understood that if a vendor is responding to an evaluation-based specification, on which their technical evaluation shall be based, the pricing must reflect the same.

CUSTOMER HOSTED

— Anchor Point

COMPONENT	ONE-TIME LICENSE COST	ANNUAL RECURRING LICENSE COSTS	ANNUAL SUPPORT COSTS	TOTAL COSTS
	Customer Hosted (A)	Customer Hosted (B)	Customer Hosted (C)	Customer Hosted A+(B+C)*5
Sourcing	Included	N/A	Included	Included
Cost Allocation	Included	N/A	Included	Included
Invoice Management	$173,184	N/A	$23,515.20	$289,760.00
Dispute Management	Included	N/A	Included	Included
Reporting & Data Analysis	Included	N/A	Included	Included
Ordering & Provisioning	Included	N/A	Included	Included
			GRAND TOTAL	$289,760.00

VENDOR HOSTED

Annual Cost 1st Year	Annual Cost 2nd Year	Annual Cost 3rd Year	Annual Cost 4th Year	Annual Cost 5th Year	Grand Total
$137,685.00	$112,260.00	$112,260.00	$112,260.00	$112,260.00	$586,725.00

Vendor Hosted Costing: If vendor requires additional information for this section not already included in this RFP, this information should be requested and such information will be supplied through the addendum which will be issued after the pre-bid conference.

Addendum B-1 –Pricing to State of West Virginia Telecommunications Bill Management System RFQ

State of WV Detailed Pricing

Licensed Offering

AnchorPoint will provide a licensed solution including: $130,640.00 (One Time)

- Login credentials for up to five (5) application users, three (3) Business Analytics users and one-thousand (1000) SSRS web reporting users.
- Support for unlimited assets
- Annual spend of <$15M/year
- Monthly electronic invoice loading for up to 3 vendors billing files
- State of WV can input unlimited paper invoices
- Call Accounting Module (includes one CDR format)
- ˊAsset Management Module (Enterprise)
- Invoice Management Module (Enterprise)
- Service Order Module (Enterprise)
- One (1) General Ledger interface, based on AnchorPoint's standard file format.
- One (1) Accounts Payable interface, based on AnchorPoint's standard file format.
- One (1) Organization interface, based on AnchorPoint's standard file format.
- One (1) Employee interface, based on AnchorPoint's standard file format.

Implementation Services

The AnchorPoint TEM solution implementation includes: $41,544.00 (One Time)

- Install & configure application settings
- Configure and enable secure user access
- One-time data conversion of electronic files from State of WV applications such as Excel spreadsheets using standard AnchorPoint import utilities
- Configure up to one (1) G/L export interface
- Configure up to one (1) A/P export interface
- Configure up to 3 electronic vendor imports
- Conduct User Acceptance Testing (UAT)
- Conduct Onsite User Training for three days
- Provide Project Management (6 days onsite)

Hosting Services

AnchorPoint will provide hosting and application access to the AnchorPoint solution including:

- Access to the AnchorPoint TEM application suite at our secure SunGard hosting facility.
- Login credentials for up to five (5) application users, three (3) Business Analytics users and one-thousand (1000) SSRS web reporting users.
- Support for unlimited assets
- Annual spend of <$15M/year
- Call Accounting Module (includes one CDR format)
- Asset Management Module (Enterprise)
- Invoice Management Module (Enterprise)
- Service Order Module (Enterprise)

Managed & Outsourced Services

AnchorPoint will provide the following Managed Services:

- Monthly electronic invoice loading for up to 3 vendors billing files
- Loading of up to 10 paper invoices per month
- Complete report generation for managers
- Database backup and recovery services
- Generation and transmission of one (1) General Ledger interface file each month, based on AnchorPoint's standard file format.
- Generation and transmission of one (1) Accounts Payable interface file each week, based on AnchorPoint's standard file format.
- Generation and transmission of one (1) Organization interface file each month, based on AnchorPoint's standard file format.
- Generation and transmission of one (1) Employee interface file each month, based on AnchorPoint's standard file format.
- An assigned Account Manager and weekly account review meetings

Implementation Services

The AnchorPoint TEM solution implementation includes:

- Install & configure application settings
- Configure and enable secure user access
- Provide process flow description of interaction between AnchorPoint and State of WV for outsourced services
- One-time data conversion of electronic files from State of WV applications such as Excel spreadsheets using standard AnchorPoint import utilities
- Configure up to one (1) G/L export interface

10/5/2009

Appendix C

(MANDATORY)

This section is to include any and all charges that would be needed to support the proposed system during the life of the contract that are not included in the pricing outline on the Appendix B – Cost Sheet that the vendor may bill and can legally be paid by the State. Failure on the part of the vendor to include the pricing will not be considered legitimate charges granting the Agency's the right to refuse payment for all other charges.

Type of Service	Description	Check Appropriate Column		Based on Unit of Measure (a)	Proposed Unit Cost (Put N/C if No Charge) (b)		Total Cost (a * b)	
		Vendor-Hosted	Customer-Hosted		Vendor-Hosted	Customer-Hosted	Vendor-Hosted	Customer-Hosted
CDR Format								
CDR/Collection	Network	✓		1	$2400.00		$2400.00	
CDR/IP Collection	IP Site	✓		1	$1755.00		$1755.00	
CDR Format		✓		1	$895.50		$895.50	
CDR/Collection	Network		✓	1	$165/MRC	$165/MRC		
CDR/Collection	IP Site		✓	1	$115/MRC	$115/MRC		
CDR/IP Collection			✓	1	$60/MRC	$60/MRC		
							GRAND TOTAL	

Note: Add additional sheets if required.

MRC– Monthly Recurring Charge per unit

APPENDIX D - COST EVALUATION PRICE QUOTE

	Grand Total – Vendor Hosted	Grand Total - Customer Hosted
Grand Total from Appendix B	$	$ 289,760.00
Grand Total from Appendix C	$ 586,725.00	
TOTAL COST		

*Charges must be based on the costs listed on Appendix B and C.