



Softeq Development Corporation
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June 7, 2010

Ms. Shelly Murray
Department of Administration
Purchasing Division
Building 15
2019 Washington Street, East
Charleston, WV 25305-0130

Dear Shelly:

On behalf of Softeq Development Corporation, please accept this Sealed Cost Proposal Bid Sheet to be opened after we pass the technical requirements of RFQ Number DCH10050.

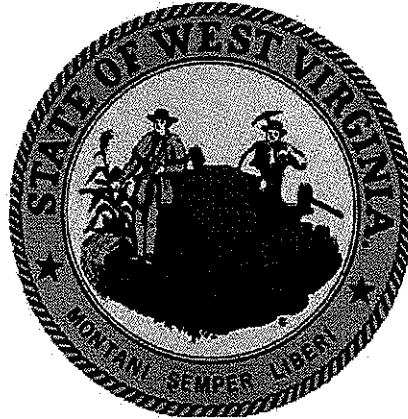
We are confident that we meet the technical requirements for an Assistive Technology System and we look forward to your review and next steps.

Let us know if you need any additional information and we can provide it promptly.

Thanks for your consideration,

Sincerely,

Trey Litel
VP Sales & Business Development



**SECTION V - COST
COST PROPOSAL BID SHEET
RFQ Number DCH10050**

**Durateq® Assistive Technology Proposal
for West Virginia State Museum**

Vendor:

**SOFTEQ DEVELOPMENT CORPORATION
1155 DAIRY ASHFORD, SUITE 125
HOUSTON, TEXAS 77079**

**Main phone: 281-552-5000
Fax number: 281-552-5099**

Authorized contact: Trey Litel, VP Sales & Business Development

Direct phone: 281-552-5027

By:

A handwritten signature in black ink, appearing to read "J.Q." followed by a stylized flourish.

Date: June 8, 2010

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COST PROPOSAL BID SHEET

DELIVERABLES:

Background Research (refer to Section 3.2.1)	\$ 15,165.00
Assessment (refer to Section 3.2.2) and Determination of Work (refer to Section 3.2.3)	\$ 35,014.18
Build out of content; procurement; production; and programming of product. (refer to Section 3.2.4 and 3.2.5)	\$ 164,698.94
Commissioning, provision of software, and Staff training. (refer to 3.2.6 and 3.2.7)	\$ 36,643.76
Closeout of project. (refer to Section 3.2.8)	\$ 32,519.22

BASE BID TOTAL:

\$ 284,041.10

ADD ALTERNATES:

Vendor will be awarded the contract based on the Base Bid Total amount in the Vendor's Bid Response. Add Alternates will be considered and granted based on available funding by the Agency.

Add Alternate #1: Additional Handheld Devices (30 units)	Total cost of	\$ 37,077.00
	30	

Estimated Quantity of Handhelds	30
Unit Cost	\$ 899.10
Extended Cost	\$26,973.00

Estimated Quantity of Handheld Charging Docks	6
Unit Cost	\$ 399.00
Extended Cost	\$2,394.00

Estimated Quantity of Accessory Kits	30
Kit Cost (extended battery, ALiCE license, lanyard, SD Card, headset)	\$ 257.00
Extended Cost	\$7,710.00

Add Alternate #2: Additional ADA Components that may be incorporated into this package and will add to the overall experience of this project.

Item number	Item Description	Unit Cost	Extended cost
Alt2.1	Add synchronization for alternating lighted boxes in Discovery Room 7 to enhance user experience. Includes show controller, cat 5 wiring, integration, and programming.	\$ 10,800.00	\$ 10,800.00
Alt2.2	Add assistive listening content loaded on Durateq ATV devices for un-sync'ed listening which is triggered by required emitters. Includes audio file prep, content loading, and programming.	\$ 9,760.00	\$ 9,760.00
Alt2.3	Add audio description to cover other show path and DR areas not currently in required set. Includes content development, extra emitters, electrical installation, programming, and device content loading.	\$ 68,060.41	\$ 68,060.41
Alt2.4	Add foreign language translations - Japanese Audio Tour. Includes museum audio content translation, programming, integration, and device content loading.	\$ 37,800.00	\$ 37,800.00
Alt2.5	Add content layers of DR graphics narrated and recorded for audio description playback. Includes content development, menu selections addition, and content loading.	\$ 18,460.00	\$ 18,460.00
Alt2.6	Audio Description for the 16 films which will be triggered by required emitters. Includes content development, ALiCE configuration and loading.	\$ 27,560.00	\$ 27,560.00

PAYMENT SCHEDULE for BASE BID TOTAL

Completed Milestones	Phase	Due Date	Amount Due
Background research; Museum digital media delivered to Softeq; Preliminary project plan. (3.2.1, 3.2.9a)	Research	9/6/2010	\$15,165.00
Summary of research and facility assessment and site installation plan ready for review and approval. (3.2.2, 3.2.3, 3.2.9b)	Assessment	11/2/2010	\$35,014.18
Site installation plan approved (est.); Installation of Assistive Technology infrastructure begins.	Build out	11/16/2010	\$41,174.73
Final approval and signoff of descriptive and caption content scripts. (3.2.5, 95% completion)	Build out	2/8/2011	\$41,174.73
Deliver final assistive content (audio files and caption files. (3.2.5 100% completion, 3.2.9c)	Build out	3/15/2011	\$41,174.73
DURATEQ ATV units delivery with Beta software release (3.2.4, 3.2.9c)	Build out	5/31/2011	\$41,174.73
System integration testing complete; Release Candidate (RC) software release; Onsite training session #2 @ 100% completion (3.2.6, 3.2.7, 3.2.9d)	Commissioning	7/12/2011	\$36,643.76
Pre-Acceptance Submittal (3.2.8, 3.2.9d); Begin Acceptance Testing.	Closeout	8/2/2011	\$29,267.30
Final software release; Final User Manual and technical drawings; facility testing complete; Final acceptance.	Closeout	11/8/2011	\$3,251.92
Project Total			\$284,041.10

SUMMARY

Softeq would like to thank The West Virginia State Museum for the opportunity to participate in your Request for Proposal for an Assistive Technology solution. We are confident that the information shared in our response demonstrates Softeq's superior capabilities in quality, durability, functionality, support, and total cost of ownership.

When you buy a Softeq product you are buying the combined knowledge of the industry's leading experts in proven public venue assistive technology, and the know-how to install and operate it. See reference materials to follow for examples.

Softeq has the sales, technical, and managerial resources dedicated to support the Museum's objectives for an Assistive Technology solution. As such, we have proposed a cost effective solution that meets our understanding of your key needs as outlined in this proposal.

As The West Virginia State Museum strives to develop new services and technologies, Softeq will continue to look for innovative ways to meet your needs both now and into the future.

We are confident that Softeq will provide you the best product, services, and account management available in the industry. We certainly look forward to helping you achieve your vision of providing an equal experience to all future visitors.

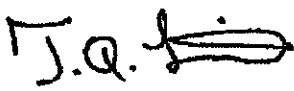
APPROVAL

IN WITNESS WHEREOF, THE AUTHORIZED REPRESENTATIVES OF THE PARTIES HAVE EXECUTED THIS STATEMENT OF WORK:

WEST VIRGINIA STATE MUSEUM

SOFTEQ DEVELOPMENT CORP.

By: _____

By: 

Name: _____

Trey Litel

Title: _____

VP Sales & Business Development

Date: _____

June 7, 2010