



ORIGINAL

**State of West Virginia
Department of Administration
Purchasing Division**

For

**Division of Motor Vehicles
Response to DMV#100072**

**Image Capture, Transmission,
Storage, Retrieval, and Production
of Driver Licenses/Identification
Cards**

Cost Proposal



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About This Document

This document is L-1's Cost Proposal prepared in response to West Virginia RFP DMV#100072. It is one component of our comprehensive response to that RFP for a solution for image capture, transmission, storage, retrieval, and production of driver license/identification cards.

Our complete submission comprises

- Technical Proposal
- Pricing Proposal (this document, packaged in a separate sealed envelope)
- Card Samples and Card Feature Sheets
- Card Feature Inspection Viewing Tools

Confidentiality of Information within this Proposal

Per the RFP (page 6 of 103) "The only exemptions to disclosure of information are listed in West Virginia Code §29B-1-4. Primarily, only trade secrets, as submitted by a bidder, are exempt to public disclosure. The submission of any information to the State by a Vendor puts the risk of disclosure on the Vendor. The State does not guarantee non-disclosure of any information to the public."

L-1 considers all information about its proposed card and card security features for West Virginia to be confidential not only because of trade secret-related information but also the need to keep the possible location and types of covert security features out of the public arena. We have indicated any affected pages within our Technical Proposal with the legend "**CONFIDENTIAL INFORMATION**" within the footer of the affected page.

Cost

In this section of our proposal, we present L-1's completed Cost Proposal Bid Sheet as provided in Section 4.17 of RFP DMV#100072, Addendum 06, dated April 28, 2010.

4.17 Cost Proposal Format/Bid Sheets

- Total all-inclusive fee (per standard DL/ID card) \$3.95 _____
- Total all-inclusive fee (per RDL/RID card) \$9.07 _____

Note: Section 3.2.26 states, "The system *shall* provide a method of electronic notification to the DMV which proves that the applicant has accepted delivery of the RDL/RID". Further, Section 4.2.4 asks for a description of the notification system. The only way L-1 (or any other vendor) can provide proof of delivery is to utilize a delivery method for RDL/RID credentials that requires the applicant to acknowledge receipt, such as using the US Postal Services Certified Mail delivery system. Therefore, the RDL/RID card prices include \$5.12 for postage, mailing, and receipt confirmation for the centrally issued Real ID compliant driver license and identification card.

INCREMENTAL COST FOR OPTIONAL CARD SECURITY FEATURES

Per RFP Requirement 3.6.3.5, "Vendor must provide detailed security options breakdown, including ALL possible additional features available for their solution, including a separate, line-item cost sheet for all listed." Our line-item cost for each of the optional card security features we are proposing follows:

- Rainbow Printing
 - Total (per standard DL/ID card) \$0.02 _____
 - Total (per RDL/RID card) \$0.02 _____
- Digitally Mastered Optically Variable Device
 - Total (per standard DL/ID card) \$0.52 _____
 - Total (per RDL/RID card) \$0.52 _____
- Infrared Ink

- Total (per standard DL/ID card) \$0.02 _____
- Total (per RDL/RID card) \$0.02 _____
- Static Laser Perforation
 - Total (per standard DL/ID card) \$0.25 _____
 - Total (per RDL/RID card) \$0.25 _____
- Security Indicia
 - Total (per standard DL/ID card) \$0.03 _____
 - Total (per RDL/RID card) \$0.03 _____

COSTS ASSOCIATED WITH ADDITIONAL TEMPLATE TYPES

Per RFP Requirement 4.1.19, "The Vendor should include any costs associated with additional DL/ID template types, as mentioned in Section 3.6.10. This should be presented in the appropriate area in Section 4, Cost Proposal." RFP Section 3.6.10 states "The Vendor **must** provide up to two (2) new DL/ID types per year, at the request of the DMV, at no additional charge, for the life of the contract."

- Costs associated with additional template types:
 - Total (per standard DL/ID card) \$0.05 _____
 - Total (per RDL/RID card) \$0.05 _____

COST PROPOSAL FOR SECTION FOUR: DESIRABLES*

Many of the desirables noted in Section 4 are for evaluation purposes, to determine how responding Vendors will address issues of concern for either present needs, or future growth. Section 4 also includes potential upgrades or add-ons to those specifications required in Section 3. The DMV would like all responding Vendors to reply, by using specific, sequential Section 4 reference numbers, (e.g. 4.2.1, 4.2.2) to detail costs for which specific, desired features have been requested. **THESE COSTS MUST APPEAR IN SECTION 4.17, COST PROPOSAL. NO REFERENCES TO COST MAY BE INCLUDED IN THE TECHNICAL RESPONSE TO SECTION 4.**

All Desirable features and hardware requested must be cost out as a per card increment, using the "Breakdown for DL/ID cards, or Breakdown for RDL/RID cards," format on the preceding page, as a model. Costs presented in this section are anticipated to remain firm for the life of any contract resulting from an award of this RFP.

*Responses to Section 4: DESIRABLES are primarily for informational and budgetary purposes. Whether or not these Desirable (optional) features are implemented at any point will be solely determined by the DMV.

In Section 4 of our Technical Proposal, we have responded to each of the State's requirements for desirable products, features, and/or services. We are confident L-1 can provide solutions not only for the State's present needs but also for future growth. Where applicable, we have described upgrades or add-ons to specifications for the required system deliverables presented in RFP Section 3.

In the following pages, we present the costs for our Section 4 solution components and have in each case used the specific, sequential Section 4 references (e.g., 4.2.1) to connect the costs to the specific desired features requested.

We have included no references to cost in our technical proposal response to RFP Section 4. We have provided a cost per card increment figure for all Desirable features and hardware requested.

Desirables Costs per standard DL/ID card:

RFP Item Reference	Description of Desirable Item	Incremental Cost/Card
4.1.2, 4.5.10	Iris	\$0.45
4.2.3, 4.5.1	Document Authentication	\$0.20
4.1.6, 4.5.11	10 Print Finger Image scanner	\$0.04
4.1.9	21.5" Monitor	\$0.02
4.3.3	Label Printer	\$0.03
4.1.20	Magnetic Stripe	\$0.05

Desirables Costs per standard RDL/RID card:

RFP Item Reference	Description of Desirable Item	Incremental Cost/Card
4.1.2, 4.5.10	Iris	\$0.45
4.2.3, 4.5.1	Document Authentication	\$0.20
4.1.6, 4.5.11	10 Print Finger Image scanner	\$0.04
4.1.9	21.5" Monitor	\$0.02
4.3.3	Label Printer	\$0.03
4.1.20	Magnetic Stripe	\$0.05

