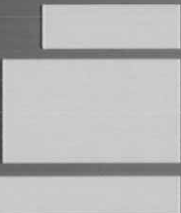


Proposal for a



New Line of Business Solution

West Virginia Consolidated Retirement Board

Submitted by

Sagitec Solutions, LLC

422 County Road D East
Little Canada, MN 55117
www.sagitec.com

ORIGINAL

Cost Proposal

Krista Ferrell, Senior Buyer
WV Purchasing Division
2019 Washington Street, East
Charleston, WV 25305-0130

Sagitec is happy to submit this cost proposal for implementing a new line-of-business solution for the West Virginia Consolidated Public Retirement Board (WVCPRB). We strongly believe that our team and our solution represent the best choices overall when considering project risk, return on investment, and positioning for the future. We truly look forward to working with you.

Sagitec read your RFP carefully—and we understand your desire to implement the project in 36 months. However, Sagitec felt that the size, scope, and complexity of the project warranted a longer schedule. We know other vendors will agree to the original 36-month schedule—at least up front. But they will likely inundate you with change orders when they find themselves overtaxed and unable to meet their previous commitments. We've seen our competitors do this time and again.

Sagitec would prefer to be honest with you from the start. It's a long-held value that's helped us establish one of the strongest records of on-time/on-budget deliveries in the industry. Sagitec proposes to implement your new line-of-business solution in two phases, spanning 43 months, for approximately \$24 million. We feel this is the best way to mitigate risk, achieve mission-critical objectives, and avoid overburdening WVCPRB staff.

That being said, WVCPRB has several opportunities to lower the price of this fixed cost proposal, which we are happy to discuss with you. For example:

- WVCPRB can implement the project in a single deployment instead of multiple deployments. This will condense the schedule by more than 6 months and require fewer overall hours. We can mitigate the risk associated with a "big bang" by executing the project in a series of iterative phases (complete SDLC), but eliminate the scrap and rework associated with bridging.
- WVCPRB can replace the mandatory fixed-fee contract vehicle with an alternative, such as: time and materials with a variable scope and a cost ceiling; time and materials with fixed scope and a cost ceiling; or even a fixed profit contract. The current contract vehicle necessitates a 15 percent contingency budget.

The nature of a fixed price proposal requires that Sagitec include significant contingency to accommodate ambiguity and the financial risk of the unknown. We hope, as WVCPRB works through this procurement, that you'll give us an opportunity to spend a few days with you to understand your issues and constraints and refine our assumptions.

I certify that I am a Senior Partner and Principal in Sagitec Solutions, LLC and am authorized to make this contractually binding offer to WVCPRB. This offer is firm and irrevocable for 180 calendar days. Please direct any questions regarding this proposal to me at 651.335.3406 or by emailing me at rick.deshler@sagitec.com.

On behalf of the entire Sagitec team, I look forward to working with you through the remainder of the procurement process and beyond.

Sincerely,



Rick Deshler, Senior Partner
Sagitec Solutions, LLC

BID SUMMARY: FIXED PRICE PROPOSAL

SAGITEC SOLUTIONS LLC

Project Element	FY 2014	FY 2015	FY 2016	FY 2017	Warranty FY 2018	Out Year Support Period (FY 2018-2026)	Totals
Functional Project Elements							
Hardware	\$896,040						\$896,040
Commodity Software	\$1,747,827						\$1,747,827
Services	\$3,356,640	\$5,318,177	\$4,798,521	\$5,601,053	\$685,546	\$4,471,193	\$24,231,129
LOB Application License Fee	\$1,000,000	\$0	\$0	\$0	\$0	\$5,271,360	\$6,271,360
LOB Application Source Code (WV specific)	\$0	\$0	\$0	\$0	\$0		\$0
Disaster Recovery Managed Services	\$0	\$32,713	\$135,431	\$140,171	\$0	\$1,504,229	\$1,812,543
4,000 sq. ft. Facility in Charleston	\$170,000	\$124,200	\$128,547	\$133,046	\$68,851		\$624,645
Mandatory Escrow Agreement		\$1,500	\$1,530	\$1,561	\$0	\$15,528	\$20,118
TOTAL - Functional	\$7,170,507	\$5,476,589	\$5,064,029	\$5,875,830	\$754,397	\$11,262,309	\$35,603,662
Optional Project Elements (through implementation and warranty period)							
Option 1 – Hardware Procurement							\$896,040
Option 2 – Commodity Software Procurement							\$1,747,827
Option 3 – LOB Application Source Code (Base)							\$0
Option 4 – Data Cleansing	\$60,000	\$63,000	\$66,150	\$0	\$69,458		\$258,608
Option 5 – Vendor Delivery of Employer Training	\$0	\$119,952	\$30,958	\$0	\$0		\$150,910
Option 6 – Replace ApplicationXtender Imaging	Sagitec does not propose this option						\$0
Option 7 – Deferred Retirement Option Plan							\$480,996
TOTAL – Options	\$60,000	\$182,952	\$97,108	\$0	\$69,458		\$890,514
GRAND TOTAL - FUNCTIONAL + OPTIONS	\$7,230,507	\$5,659,541	\$5,161,137	\$5,875,830	\$823,854	\$11,262,309	\$36,494,176

BID SUMMARY: FIXED PRICE PROPOSAL

SAGITEC SOLUTIONS LLC

Project Element	FY 2014	FY 2015	FY 2016	FY 2017	Warranty FY 2018	Out Year Support Period (FY 2018-2026)	Totals
Incremental Costs							
Hourly rates associated with work beyond the scope of this RFP will be at \$132 for FY'14, increased by 5% for each year thereafter.							\$0
Notes							
1. Not all hardware and commodity software needs to be purchased in the first year. Pricing reflects retail prices and contingency allowances.							
2. Warranty and first year of "out year support" overlap.							
3. Disaster Recovery Managed Services includes all production hot site hosting, hardware, software and infrastructure support. This starts shortly before the first "go-live" and continues throughout year support							
4. Sagitec cannot provide a fixed price bid for data cleansing. Our price for this option is based on 2,000 hours of Sagitec effort, spread across multiple years.							
5. Sagitec did not propose Option 6. We are a FileNet reseller, but saw no value in proposing an alternative to your current ECM solution at this point.							
6. Sagitec cannot provide a fixed price bid for Option 7. The specific requirements and execution time frame will drive the actual costs. Our price for this option assumed 3,753 hours of Sagitec effort occurring in the first year.							

SCHEDULE 1: FIXED PRICE HARDWARE BUDGET

1	2	3	4	5	6	7
ITEM NO	QTY	MANUFACTURER	MODEL	DESCRIPTION	UNIT COST	TOTAL
1	6	HP		HP DL580 G7 (or equivalent) - (4) E7-4830 8 Core Xeon CPU, 256GB RAM ((4) 64GB Memory Board), (2) 72GB SAS 10K RPM HDD, (2) QLogic 8Gb PCIe x8 Fibre Channel 2 port HBA, (2) 4 Port Gigabit Network Card, (4) 1200W Power Supply, iLO Advanced Server License, 5 year 4 hour 24x7 CarePack	\$32,300.00	\$193,800
2	1	HO		HP DL360e G8 or equivalent - E5-2420 6 Core Xeon CPU, 16GB RAM, (2) HP 81Q QLogic 8Gb PCIe Fibre Channel Single Port HBA, (2) 750W Power Supply, DVD-ROM Drive, iLO Advanced Server License, 5 year 4 hour 24x7 CarePack	\$8,750.00	\$8,750
3	2	Cisco		Cisco WS-C3750X-48T-E - 48 Port, IP Services, 1.6 Ft. StackWise Cable, Redundant Power Supply, SmartNet 4hr 24x7 5 Years	\$18,900.00	\$37,800
	2	Cisco		Cisco ASA 5525-X - IPS Edition, SmartNet 4hr 24x7 5 Years	\$25,300.00	\$50,600
	60	Misc		Ethernet Cable - 12 Ft Cat-6	\$10.00	\$600
	2	Cisco		Cisco MDS 9124 - 16 Port License, (16) SFP, Redundant Power Supply, SmartNet 4 hour 24x7 5 Years	\$10,300.00	\$20,600
	50	Misc		Fiber Cable - 3 Meter Multimode LC/LC	\$20.00	\$1,000
	1	HP		HP EVA P6300 - 29TB (50 x 600GB 10K Small Form Factor Drives) Raw, HP Installation Service, Business Copy, Command View, 5 Year 24x7 Support	\$150,000.00	\$150,000
	1	HP		HP MSL4048 Fiber Channel Tape Library - LTO-5 Ultrium 3280, 48 Slots, (100) LTO-5 Tape Cartridges, LTO-5 Ultrium RW Bar Code Label Pack, 5 Year 13x5 Support	\$25,750.00	\$25,750
	2	HP		HP 10642 G2 Shock Universal Rack	\$1,500.00	\$3,000
	4	Cisco		Cisco ACE 4710 - 2Gbps Throughput, SmartNet 8x5 Next Business Day 5 Years	\$52,700.00	\$210,800
	1	APC		APC UPS - Symmetra LX 12kVA, (2) APC Metered Rack ZeroU PDU	\$14,000.00	\$14,000
	3	HO		HP LaserJet 9050dn - 2000 Sheet Media Tray, 3000 Sheet Stacker, 5 year 4 hour 13x5 CarePack	\$10,000.00	\$30,000
	1			20% Hardware Fixed Fee Contingency Budget	\$149,340.00	\$149,340
Total						\$896,040

SCHEDULE 2: FIXED PRICE SOFTWARE BUDGET

1	2	3	4	5	6	7	8
ITEM NO	# OF COPIES	MANUFACTURER	MODEL	DESCRIPTION	UNIT COST	5 YR SUPPORT PRICE	TOTAL
1	24			VMWARE VSPHERE 5.1 ENTERPRISE PLUS FOR 1 PROCESSOR	\$5,900	\$200,000	\$341,600
2	1			VMWARE VCENTER STANDARD	\$8,300	\$5,000	\$13,300
3	24			VMWARE VSPHERE ENTERPRISE PLUS SUPPORT 4 YEARS	\$3,496		\$83,904
4	1			VMWARE VCENTER SUPPORT 4 YEARS	\$5,000		\$5,000
5	24			VEEAM BACKUP & RECOVERY TIER B	\$1,100	\$26,400	\$52,800
6	1			VEEAM BACKUP & RECOVERY TIER B SUPPORT 4 YEAR	\$1,040		\$1,040
7	24			MS WINDOWS SERVER 2008 R2 DATACENTER or Higher	\$2,368		\$56,832
8	90			MS WINDOWS SERVER 2008 R2 UCAL	\$32		\$2,841
9	1			MS EXTERNAL CONNECTOR LICENSE	\$1,825		\$1,825
10	1			SQL SERVER 2012 DEVELOPER EDITION	\$50		\$50
11	6			SQL SERVER 2012 ENTERPRISE EDITION CORE BASED - 2 CORE LICENSE	\$12,000		\$72,000
12	2			MS OFFICE STANDARD 2010	\$361		\$723
13	5			VISUAL STUDIO 2012 PRO	\$500		\$2,500
14	1			TEAM FOUNDATION SERVER 2012	\$500		\$500
15	90			VSTUDIO TEAM FOUNDATION UCAL 2012	\$347		\$31,230
16	1			MSDN UNIVERSAL	\$1,299		\$1,299
17	1			REDGATE SQL TOOLBELT	\$1,500	\$1,650	\$3,150
18	1			EMBARCEDERO DBARTISAN SQL SERVER edition	\$2,000		\$2,000
19	2			ADOBE ACROBAT 9 PRO EXTENDED	\$199		\$398
20	8			NDEPEND	\$356		\$2,848
21	1			MELISSADATA - ADDRESS VERIFICATION	\$7,690		\$7,690
22	1			RIGHTFAX	\$27,000		\$27,000
23	2			LOGIXML INFO STUDIO PERPETUAL PER YEAR	\$995		\$1,990
24	1			LOGIXML AD HOC PERPETUAL - PER SERVER	\$29,995		\$29,995

SCHEDULE 2: FIXED PRICE SOFTWARE BUDGET

1	2	3	4	5	6	7	8
ITEM NO	# OF COPIES	MANUFACTURER	MODEL	DESCRIPTION	UNIT COST	5 YR SUPPORT PRICE	TOTAL
25	10			3 OF 9 FONT - BAR CODING	\$139		\$1,390
26	1			SILK PERFORMER WITH SERVER ANALYSIS MODULE V2011 R1, 1 USER	\$18,000	\$19,800	\$37,800
27	125			SILK PERFORMER 125 CONCURRENT USER, 3 MONTHS	\$320	\$10,000	\$50,000
28	30000			SILK PERFORMER CLOUD 1000 CONCURRENT 30 DAYS	\$1	\$7,500	\$37,500
29	1			IDENTITYGUARD INFRASTRUCTURE BUNDLE, PLATINUM SUPP	\$30,000	\$33,000	\$63,000
30	100			IDENTITYGUARD (EI-UC-FULL-L6)USER CAL	\$8	\$880	\$1,680
31	160000			IDENTITYGUARD (EI-UC-LITE-L6)USER CAL 140,000 - Please see assumption below	\$1	\$132,000	\$252,000
32	1			MS LYNC 2010 STANDARD EDITION	\$700		\$700
33	90			MS LYNC 2010 STANDARD CAL	\$35		\$3,150
34	1			MS SHAREPOINT SERVER 2010	\$4,390		\$4,390
35	90			MS SHAREPOINT STANDARD UCAL 2010	\$94		\$8,440
36	8			MS OFFICE PROJECT 2010	\$600		\$4,800
37	20			SEAVUS PROJECT VIEWER	\$39		\$780
38	1			DOC-TO-HELP	\$1,400	\$1,540	\$2,940
39	1			ADOBE CAPTIVATE	\$799	\$879	\$1,678
40	1			ARTICULATE STUDIO	\$1,850	\$2,035	\$3,885
41	1			ACCELOPS VA FOUNDATION 250 DEVICES	\$37,260	\$37,260	\$74,520
42	1			ACCELOPS SIEM MODULE (750 P)	\$10,557	\$10,557	\$21,114
43	100			ACCELOPS PAM VIRTUAL APPLIANCE (1000 P)	\$242	\$24,200	\$24,200
44	1			ACCELOPS QUICKSTART INSTALL SERVICE	\$8,000		\$8,000
45	1			30% Fixed Fee Contingency Budget	\$403,345	\$0	\$403,345
Total							\$1,747,827
#	NOTES						

SCHEDULE 2: FIXED PRICE SOFTWARE BUDGET

1	2	3	4	5	6	7	8
ITEM NO	# OF COPIES	MANUFACTURER	MODEL	DESCRIPTION	UNIT COST	5 YR SUPPORT PRICE	TOTAL

1 All software does not need to be purchased in year 1 of the project.

2 This estimate includes 5 years annual maintenance where it's provided by OEM. This is denoted by a support column. Software maintenance for other products will be at the State's discretion and the cost is independent of Sagitec's fixed price proposal.

3 Our commodity software budget assumes retail pricing which may be significantly higher than pricing provided to the State.

SCHEDULE 3: FIXED PRICE FOR SERVICE RELATED AND MISCELLANEOUS COSTS AND FEES

Cost Element	FY 2014			FY 2015			FY 2015			FY 2017			Warranty / Post Warranty Period			Total Hours	Total Cost
	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total		
Requirements Analysis																	
Lead BA	\$120	\$1,080	\$129,600	\$126	\$1,080	\$136,080	\$132	\$900	\$119,070	\$139	\$900	\$125,024				\$3,960	\$509,774
BA	\$120	\$2,160	\$259,200	\$126	\$3,240	\$408,240	\$132	\$2,700	\$357,210	\$139	\$2,700	\$375,071				\$10,800	\$1,399,721
Jr BA	\$120	\$3,240	\$388,800	\$126	\$4,320	\$544,320	\$132	\$3,600	\$476,280	\$139	\$3,600	\$500,094				\$14,760	\$1,909,494
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
Travel	\$60	\$1,620	\$97,200	\$63	\$2,160	\$136,080	\$66	\$1,800	\$119,070	\$69	\$1,800	\$125,024				\$7,380	\$477,374
Subtotal		\$8,100	\$874,800		\$10,800	\$1,224,720		\$9,000	\$1,071,630		\$9,000	\$1,125,212				\$36,900	\$4,296,362
Software Modifications Development																	
Delivery Manager	\$120	\$1,080	\$129,600	\$126	\$1,800	\$226,800	\$132	\$900	\$119,070	\$139	\$900	\$125,024				\$4,680	\$600,494
Technical Analyst	\$120	\$3,240	\$388,800	\$126	\$3,240	\$408,240	\$132	\$2,700	\$357,210	\$139	\$2,700	\$375,071				\$11,880	\$1,529,321
Developer	\$120	\$3,240	\$388,800	\$126	\$8,640	\$1,088,640	\$132	\$7,200	\$952,560	\$139	\$7,200	\$1,000,188				\$26,280	\$3,430,188
Database Administer	\$120	\$1,080	\$129,600	\$126	\$1,080	\$136,080	\$132	\$900	\$119,070	\$139	\$900	\$125,024				\$3,960	\$509,774
Deployment	\$120		\$0	\$126	\$270	\$34,020	\$132	\$225	\$29,768	\$139	\$225	\$31,256				\$720	\$95,043
Travel	\$60	\$2,160	\$129,600	\$63	\$3,758	\$236,723	\$66	\$2,981	\$197,210	\$69	\$2,981	\$207,070				\$11,880	\$770,602
Subtotal		\$10,800	\$1,166,400		\$18,788	\$2,130,503		\$14,906	\$1,774,887		\$14,906	\$1,863,632				\$59,400	\$6,935,421
Hardware and Commodity Software Installation and Configuration																	
Infrastructure	\$120	\$540	\$64,800	\$126	\$540	\$68,040	\$132	\$450	\$59,535	\$139	\$450	\$62,512				\$1,980	\$254,887
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
Travel	\$60	\$135	\$8,100	\$63	\$135	\$8,505	\$66	\$113	\$7,442	\$69	\$113	\$7,814				\$495	\$31,861
Subtotal		\$675	\$72,900		\$675	\$76,545		\$563	\$66,977		\$563	\$70,326				\$2,475	\$286,748
Integration																	
ECM	\$120	\$540	\$64,800	\$126	\$540	\$68,040	\$132	\$225	\$29,768	\$139	\$225	\$31,256				\$1,530	\$193,863
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
Travel	\$60	\$135	\$8,100	\$63	\$135	\$8,505	\$66	\$56	\$3,721	\$69	\$56	\$3,907				\$383	\$24,233
Subtotal		\$675	\$72,900		\$675	\$76,545		\$281	\$33,488		\$281	\$35,163				\$1,913	\$218,096
Conversion and Bridging																	
Conversion	\$120	\$2,160	\$259,200	\$126	\$2,160	\$272,160	\$132	\$1,800	\$238,140	\$139	\$1,800	\$250,047				\$7,920	\$1,019,547
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
Travel	\$60	\$540	\$32,400	\$63	\$540	\$34,020	\$66	\$450	\$29,768	\$69	\$450	\$31,256				\$1,980	\$127,443

SCHEDULE 3: FIXED PRICE FOR SERVICE RELATED AND MISCELLANEOUS COSTS AND FEES

Cost Element	FY 2014			FY 2015			FY 2015			FY 2017			Warranty / Post Warranty Period			Total Hours	Total Cost
	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total		
Subtotal		\$2,700	\$291,600		\$2,700	\$306,180		\$2,250	\$267,908		\$2,250	\$281,303				\$9,900	\$1,146,990
Training																	
Trainer	\$120	\$1,080	\$129,600	\$126	\$2,160	\$272,160	\$132	\$3,600	\$476,280	\$139	\$7,200	\$1,000,188				\$14,040	\$1,878,228
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
Travel	\$60	\$270	\$16,200	\$63	\$540	\$34,020	\$66	\$900	\$59,535	\$69	\$1,800	\$125,024				\$3,510	\$234,779
WVCPRB Travel			\$0			\$0			\$0			\$0					\$0
Subtotal		\$1,350	\$145,800		\$2,700	\$306,180		\$4,500	\$535,815		\$9,000	\$1,125,212				\$17,550	\$2,113,007
Testing																	
Testing Lead	\$120	\$540	\$64,800	\$126	\$1,080	\$136,080	\$132	\$900	\$119,070	\$139	\$900	\$125,024				\$3,420	\$444,974
Tester	\$120	\$2,160	\$259,200	\$126	\$4,320	\$544,320	\$132	\$3,600	\$476,280	\$139	\$3,600	\$500,094				\$13,680	\$1,779,894
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
Travel	\$60	\$270	\$16,200	\$63	\$540	\$34,020	\$66	\$450	\$29,768	\$69	\$450	\$31,256				\$1,710	\$111,243
Subtotal		\$2,970	\$340,200		\$5,940	\$714,420		\$4,950	\$625,118		\$4,950	\$656,373				\$18,810	\$2,336,111
Document Preparation																	
Tech Writer	\$120	\$540	\$64,800	\$126	\$1,080	\$136,080	\$132	\$900	\$119,070	\$139	\$900	\$125,024				\$3,420	\$444,974
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
Travel	\$60	\$54	\$3,240	\$63	\$108	\$6,804	\$66	\$90	\$5,954	\$69	\$90	\$6,251				\$342	\$22,249
Subtotal		\$594	\$68,040		\$1,188	\$142,884		\$990	\$125,024		\$990	\$131,275				\$3,762	\$467,222
Project Management																	
Project Manager	\$120	\$1,080	\$129,600	\$126	\$1,080	\$136,080	\$132	\$900	\$119,070	\$139	\$900	\$125,024				\$3,960	\$509,774
Project Administer	\$120	\$1,080	\$129,600	\$126	\$1,080	\$136,080	\$132	\$900	\$119,070	\$139	\$900	\$125,024				\$3,960	\$509,774
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
	\$120		\$0	\$126		\$0	\$132		\$0	\$139		\$0				\$0	\$0
Travel	\$60	\$1,080	\$64,800	\$63	\$1,080	\$68,040	\$66	\$900	\$59,535	\$69	\$900	\$62,512				\$3,960	\$254,887
Subtotal		\$3,240	\$324,000		\$3,240	\$340,200		\$2,700	\$297,675		\$2,700	\$312,559				\$11,880	\$1,274,434
LOB Application Software Warranty for 12 Months after Final Acceptance (Maintenance and Support)																	
Lead BA													\$146	900	\$131,275	\$900	\$131,275
BA/Tester													\$146	1,800	\$262,549	\$1,800	\$262,549
Trainer													\$146	200	\$29,172	\$200	\$29,172
Developer													\$146	1,800	\$262,549	\$1,800	\$262,549
Subtotal														4,700	\$685,546	\$4,700	\$685,546

SCHEDULE 3: FIXED PRICE FOR SERVICE RELATED AND MISCELLANEOUS COSTS AND FEES

Cost Element	FY 2014			FY 2015			FY 2015			FY 2017			Warranty / Post Warranty Period			Total Hours	Total Cost	
	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total			
One Year of Post Warranty IT Support																		
Infrastructure																\$0	\$0	
Technical Analyst																\$0	\$0	
Developer																included in Schedule 3A		
DBA																\$0	\$0	
Subtotal																\$0	\$0	
One Year of Post Warranty Operations Support																		
Project Manager														\$146	\$0	\$0	\$0	\$0
Project Administer														\$146	\$0	\$0	\$0	\$0
Conversion														\$146	\$0	\$0	\$0	\$0
Travel	\$60		\$0	\$63		\$0	\$66		\$0	\$69		\$0	\$73	\$0	\$0	\$0	\$0	
Subtotal															\$0	\$0	\$0	\$0
Other Support Services																		
			\$0			\$0			\$0			\$0				\$0	\$0	
			\$0			\$0			\$0			\$0				\$0	\$0	
			\$0			\$0			\$0			\$0				\$0	\$0	
			\$0			\$0			\$0			\$0				\$0	\$0	
Subtotal		\$0	\$0		\$0	\$0		\$0	\$0		\$0	\$0				\$0	\$0	
Services Total		\$31,104	\$3,356,640		\$46,706	\$5,318,177		\$40,140	\$4,798,521		\$44,640	\$5,601,053		\$4,700	\$685,546	\$167,290	\$19,759,936	
Other Costs																		
LOB Application License Fee			\$1,000,000			\$0			\$0			\$0			\$0		\$1,000,000	
Source Code			\$0			\$0			\$0			\$0			\$0		\$0	
DR Managed Services			\$0			\$32,713			\$135,431			\$140,171			\$0		\$308,314	
Framework Escrow			\$0			\$1,500			\$1,530			\$1,561					\$4,591	
GRAND TOTAL			\$4,356,640			\$5,352,389			\$4,935,482			\$5,742,784			\$685,546		\$21,072,841	

SCHEDULE 3A – FIXED PRICE PROPOSAL FOR OUT YEAR SUPPORT

Cost Element	FY 2017			FY 2018			FY 2019			FY 2020			FY 2021			FY '17 - '21 Totals	
	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	Hours	Cost
Post Warranty IT Support																	
Business Analysis	\$0			\$146	900	\$131,275	\$153	900	\$137,838	\$161	900	\$144,730	\$169	900	\$151,967	\$3,600	\$565,810
Development	\$0			\$146	900	\$131,275	\$153	900	\$137,838	\$161	900	\$144,730	\$169	900	\$151,967	\$3,600	\$565,810
Unit Testing	\$0			\$146	450	\$65,637	\$153	450	\$68,919	\$161	450	\$72,365	\$169	450	\$75,983	\$1,800	\$282,905
	\$0																\$0
Subtotals					2,250	\$328,187		2,250	\$344,596		2,250	\$361,826		2,250	\$379,917	9,000	\$1,414,526
Post Warranty Operations Support																	
Infrastructure	\$0			\$146	80	\$11,669	\$153	80	\$12,252	\$161	80	\$12,865	\$169	80	\$13,508	\$320	\$50,294
Neospin Admin	\$0			\$146	450	\$65,637	\$153	450	\$68,919	\$161	450	\$72,365	\$169	450	\$75,983	\$1,800	\$282,905
	\$0			\$0		\$0	\$0		\$0	\$0		\$0	\$0		\$0	\$0	\$0
Subtotals					530	\$77,306		530	\$81,172		530	\$85,230		530	\$89,492	\$2,120	\$333,199
Services - Yearly Totals						\$405,493			\$425,768			\$447,056			\$469,409	\$11,120	\$1,747,725
Other Costs																	
LOB Application Maintenance Fee						\$592,798			\$610,582			\$628,899			\$647,766		\$2,480,046
DR Managed Services						\$145,077			\$150,155			\$155,410			\$160,849		\$611,491
Framework Escrow						\$1,592			\$1,624			\$1,656			\$1,689		\$6,561
Summary - FY 2022 to FY 2026																	
Cost Element	FY 2022			FY 2023			FY 2024			FY 2025			FY 2026			FY '22 - '26 Totals	
	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	Hours	Cost
Post Warranty IT Support																	
Business Analysis	\$177	900	\$159,565	\$186	900	\$167,543	\$195	900	\$175,921	\$205	900	\$184,717	\$216	900	\$193,952	\$4,500	\$881,698
Development	\$177	900	\$159,565	\$186	900	\$167,543	\$195	900	\$175,921	\$205	900	\$184,717	\$216	900	\$193,952	\$4,500	\$881,698
Unit Testing	\$177	450	\$79,783	\$186	450	\$83,772	\$195	450	\$87,960	\$205	450	\$92,358	\$216	450	\$96,976	\$2,250	\$440,849
						\$0											\$0
Subtotals		2,250	\$398,913		2,250	\$418,859		2,250	\$439,802		2,250	\$461,792		2,250	\$484,881	11,250	\$2,204,246
Post Warranty Operations Support																	
Infrastructure	\$177	80	\$14,184	\$186	80	\$14,893	\$195	80	\$15,637	\$205	80	\$16,419	\$216	80	\$17,240	\$400	\$78,373
Neospin Admin	\$177	450	\$79,783	\$186	450	\$83,772	\$195	450	\$87,960	\$205	450	\$92,358	\$216	450	\$96,976	\$2,250	\$440,849
	\$0		\$0	\$0		\$0	\$0		\$0	\$0		\$0	\$0		\$0	\$0	\$0
Subtotals		530	\$93,966		530	\$98,664		530	\$103,598		530	\$108,778		530	\$114,216	\$2,650	\$519,222
Services - Yearly Totals			\$492,879			\$517,523			\$543,399			\$570,569			\$599,098	13,900	\$2,723,468

SCHEDULE 3A – FIXED PRICE PROPOSAL FOR OUT YEAR SUPPORT

Cost Element	FY 2017			FY 2018			FY 2019			FY 2020			FY 2021			FY '17 - '21 Totals	
	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	Hours	Cost
Other Costs																	
LOB Application Maintenance Fee			\$0			\$667,199			\$687,215			\$707,832			\$729,067		\$2,791,314
DR Managed Services			\$166,479			\$172,306			\$178,336			\$184,578			\$191,038		\$892,738
Framework Escrow			\$1,723			\$1,757			\$1,793			\$1,828			\$1,865		\$8,967
GRAND TOTALS																	
Services																25,020	\$4,471,193
LOB Application License Fee																	\$5,271,360
DR Managed Services																	\$1,504,229
Framework Escrow																	\$15,527.53

Note: The cost of replacing hardware or commodity software is not reflected in this pricing. Sagitec assumes HW/SW will be replaced outside of this project as a function of WV State IT Asset Management.

SCHEDULE 4: OPTION - DATA CLEANSING

Cost Element	FY 2014			FY 2015			FY 2016			FY 2017			Total Hours	Total Cost
	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total		
Services														
Data Analyst	\$120	350	\$42,000	\$126	350	\$44,100	\$132	350	\$46,305	\$139	350	\$48,620	1,400	\$181,025
Database Admin	\$120	150	\$18,000	\$126	150	\$18,900	\$132	150	\$19,845	\$139	150	\$20,837	600	\$77,582
Position:			\$0			\$0			\$0			\$0	-	\$0
Position:			\$0			\$0			\$0			\$0	-	\$0
Position:			\$0			\$0			\$0			\$0	-	\$0
Position:			\$0			\$0			\$0			\$0	-	\$0
Position:			\$0			\$0			\$0			\$0	-	\$0
Subtotal		\$500	\$60,000		\$500	\$63,000		\$500	\$66,150		\$500	\$69,458	2,000	\$258,608
Additional Hardware (if any)														
														\$0
Subtotal			\$0			\$0			\$0			\$0		\$0
Additional Commodity Software (if any)														
														\$0
														\$0
Subtotal			\$0			\$0			\$0			\$0		\$0
Miscellaneous Costs (if any)														
														\$0
Subtotal			\$0			\$0			\$0			\$0		\$0
GRAND TOTALS		\$500	\$60,000		\$500	\$63,000		\$500	\$66,150		\$500	\$69,458	2,000	\$258,608
<p>Note: Sagitec cannot estimate the hours associated with data cleansing without more information. The hours quoted are estimates only, subject to change after analysis has been performed.</p>														

SCHEDULE 5: OPTION – DELIVERY OF EMPLOYER TRAINING

Cost Element	FY 2014			FY 2015			FY 2016			FY 2017			Warranty Period			Total Hours	Total Cost
	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total		
Services																	
Schedule Coordinator	\$120		\$0	\$126	\$100	\$12,600	\$132	\$20	\$2,646	\$139		\$0			\$0	\$120	\$15,246
Primary Trainer(s)	\$132		\$0	\$126	\$426	\$53,676	\$132	\$107	\$14,156	\$139		\$0			\$0	\$533	\$67,832
Secondary Trainer	\$132		\$0	\$126	\$426	\$53,676	\$132	\$107	\$14,156	\$139		\$0			\$0	\$533	\$67,832
			\$0			\$0			\$0			\$0			\$0	\$0	\$0
			\$0			\$0			\$0			\$0			\$0	\$0	\$0
			\$0			\$0			\$0			\$0			\$0	\$0	\$0
			\$0			\$0			\$0			\$0			\$0	\$0	\$0
Subtotal		\$0	\$0		\$952	\$119,952		\$234	\$30,958		\$0	\$0		\$0	\$0	\$1,186	\$150,910
Additional Hardware (if any)																	
																	\$0
Subtotal			\$0			\$0			\$0			\$0			\$0		\$0
Additional Commodity Software (if any)																	
																	\$0
Subtotal			\$0			\$0			\$0			\$0			\$0		\$0
Miscellaneous Costs (if any)																	
																	\$0
Subtotal			\$0			\$0			\$0			\$0			\$0		\$0
GRAND TOTALS		\$0	\$0		\$952	\$119,952		\$234	\$30,958		\$0	\$0		\$0	\$0	\$1,186	\$150,910

Sagitec did not propose option 6, replacement of your existing imaging system. Sagitec has successfully integrated ApplicationXtender with Neospin™.

SCHEDULE 6: OPTION – REPLACEMENT OF EXISTING IMAGING SYSTEM														
Cost Element	Year 1 Cost			Year 2 Cost			Year 3 Cost			Warranty Period			R Total Hours	Total Cost
	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total		
Services														
Position:			\$0			\$0			\$0			\$0	\$0	\$0
Subtotal		\$0	\$0		\$0	\$0		\$0	\$0		\$0	\$0	\$0	\$0
Additional Hardware (if any)														
														\$0
Subtotal			\$0			\$0			\$0			\$0		\$0
Additional Commodity Software (if any)														
														\$0
Subtotal			\$0			\$0			\$0			\$0		\$0
Miscellaneous Costs (if any)														
														\$0
Subtotal			\$0			\$0			\$0			\$0		\$0
GRAND TOTALS		\$0	\$0		\$0	\$0		\$0	\$0		\$0	\$0	\$0	\$0

SCHEDULE 7: OPTION - DEFERRED RETIREMENT PLAN OPTION (DROP)

Price Proposal for 3,753 Hours of Effort

Cost Element	FY 14			FY 15			FY 16			FY 17			Total Hours	Total Cost
	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total		
Services														
Analyst	\$120	1,200	\$144,000	\$126		\$0	\$132		\$0	\$139		\$0	\$1,200	\$144,000
Developer	\$132	1,920	\$253,440			\$0			\$0			\$0	\$1,920	\$253,440
Tester	\$132	633	\$83,556			\$0			\$0			\$0	\$633	\$83,556
Position:			\$0			\$0			\$0			\$0	\$0	\$0
Subtotal		3,753	\$480,996		\$0	\$0		\$0	\$0		\$0	\$0	3,753	\$480,996
Additional Hardware (if any)														
														\$0
Subtotal			\$0			\$0			\$0			\$0		\$0
Additional Commodity Software (if any)														
														\$0
Subtotal			\$0			\$0			\$0			\$0		\$0
Miscellaneous Costs (if any)														
														\$0
Subtotal			\$0			\$0			\$0			\$0		\$0
GRAND TOTALS		3,753	\$480,996		\$0	\$0		\$0	\$0		\$0	\$0	3,753	\$480,996

Note: Without specific requirements, Sagitec cannot provide WVCPR with a fixed priced bid for the DROP. Our estimate assumes a maximum of 3,753 hours. Actual hours may differ (more or less) depending on specific requirements.

SCHEDULE 8: COST BY PHASE

Project Phase	Cost
Monthly Project Management & Control (recurring for 55 months)	\$97,866
Phase 1: Detailed Work Plan	
Work Plan Phase 1 Accepted	\$807,392
Phase 2: Requirements Confirmation	
Phase 2 Requirements Confirmation Complete	\$807,392
Phase 3: Infrastructure	
Phase 3 HW/SW Ready	\$484,435
Phase 4: Solution Implementation	
Phase 4. A Production Go Live	\$2,906,612
Phase 4. A 60-day Acceptance Completed	\$322,957
Phase 4. B Production Go Live	\$4,844,354
Phase 4. B 60-day Acceptance Completed	\$322,957
Phase 4. C Production Go Live	\$2,099,220
Phase 4. C 60-day Acceptance Completed	\$322,957
Phase 5: Warranty	
Release of first half of holdback	\$807,392
Warranty Complete	\$807,392
Warranty Closure	\$807,392
Release of second half of holdback	\$807,392
Total	\$21,530,462

SCHEDULE 8: COST BY PHASE

Project Phase

Cost

Note: Sagitec can comply with the RFP defined payment points, assuming WVCPRB agrees to pay for Project Management products on a monthly basis. Sagitec has applied this practice consistently on other projects (e.g., OSERS and KTRS) where LRWL also recommended very few payment points. As an alternative, Sagitec has also successfully negotiated a 'deliverable-based' payment schedule that will result in discrete payment points.

Vendor's Fixed Price Cost Proposal
SAGITEC SOLUTIONS LLC

Project Element	FY 2014	FY 2015	FY 2016
Functional Project Elements			
Hardware	\$896,040		
Commodity Software	\$1,747,827		
Services	\$3,356,640	\$5,318,177	\$4,798,521
LOB Application License Fee	\$1,000,000	\$0	\$0
LOB Application Source Code (WV specific)	\$0	\$0	\$0
Disaster Recovery Managed Services	\$0	\$32,713	\$135,431
4,000 Sq ft Facility in Charleston	\$170,000	\$124,200	\$128,547
Mandatory Escrow Agreement		\$1,500	\$1,530
TOTAL - Functional	\$7,170,507	\$5,476,589	\$5,064,029

Optional Project Elements (through implementation and warranty period)			
Option 1 – Hardware Procurement			
Option 2 – Commodity Software Procurement			
Option 3 – LOB Application Source Code (Base)			
Option 4 – Data Cleansing	\$60,000	\$63,000	\$66,150
Option 5 – Vendor Delivery of Employer Training	\$0	\$119,952	\$30,958
Option 6 – Replace ApplicationXtender Imaging			Sagitec does not propose this option
Option 7 – Deferred Retirement Option Plan			
TOTAL – Options	\$60,000	\$182,952	\$97,108

GRAND TOTAL - FUNCTIONAL + OPTIONS	\$7,230,507	\$5,659,541	\$5,161,137
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Incremental Costs
Hourly rates associated with work beyond the scope of this RFP will be at \$132 for FY'14, increased by 5% for each year thereafter.

Notes

- Not all hardware and commodity software needs to be purchased in the first year. Pricing reflects retail prices and contingencies.
- Warranty and first year of "out year support" overlap.
- Disaster Recovery Managed Services includes all production hot site hosting, hardware, software and infrastructure support.
- Sagitec can not provide a fixed price bid for data cleansing. Our price for this option is based on 2,000 hours of Sagitec effort.
- Sagitec did not propose Option 6. We are a FileNet reseller, but saw no value in proposing an alternative to your current EC.
- Sagitec can not provide a fixed price bid for Option 7. The specific requirements and execution time frame will drive the actual cost.

proposal
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FY 2017	Warranty FY 2018	Out Year Support Period (FY 2018-2026)	Totals
			\$896,040
			\$1,747,827
\$5,601,053	\$685,546	\$4,471,193	\$24,231,129
\$0	\$0	\$5,271,360	\$6,271,360
\$0	\$0		\$0
\$140,171	\$0	\$1,504,229	\$1,812,543
\$133,046	\$68,851		\$624,645
\$1,561	\$0	\$15,528	\$20,118
\$5,875,830	\$754,397	\$11,262,309	\$35,603,662

			\$896,040
			\$1,747,827
			\$0
\$0	\$69,458		\$258,608
\$0	\$0		\$150,910
is option			\$0
			\$480,996
\$0	\$69,458		\$890,514

\$5,875,830	\$823,854	\$11,262,309	\$36,494,176
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			\$0
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cy allowances.

This starts shortly before the first "go-live" and continues through out year support
 1, spread across multiple years.
 M solution at this point.

al costs. Our price for this option assumed 3,753 hours of Sagitec effort occuring in the first year.