



State of West Virginia

Department of Health
and Human Resources

Electronic Benefits Transfer (EBT)
System Services

Fidelity Information Services, LLC (FIS)
11000 W. Lake Park Drive
Milwaukee, Wisconsin 53224
(T) 888-323-0310
(F) 414-815-7112

RFP HHR1700000001
October 18, 2016

10/14/16 10:11:55
MU Purchasing Division

Cost Proposal	1
Response to Attachment C – Cost Worksheets	1
Cost Worksheet -Summary of Proposal Response Sheets	1
SNAP & TANF/Cash Schedule A	4
Schedule A: Proposal Response Sheet EBT Cost Worksheet – Year 1	4
Schedule A: Proposal Response Sheet EBT Cost Worksheet – Year 2	5
Schedule A: Proposal Response Sheet EBT Cost Worksheet – Year 3	6
Schedule A: Proposal Response Sheet EBT Cost Worksheet – Year 4	7
Schedule A: Proposal Response Sheet EBT Cost Worksheet – Year 5	8
Schedule A: Proposal Response Sheet EBT Cost Worksheet – 1 st One Year Renewal	9
Schedule A: Proposal Response Sheet EBT Cost Worksheet – 2 nd One Year Renewal	10
Schedule B Pricing Response: Conversion Costs EBT	11
SNAP Proposal Response Sheet Schedule C Pricing Response: Disaster Services	12
SNAP & TANF Schedule D Pricing Response: Professional Programming Services EBT	13
Proposal Response Sheet Schedule E	14
Pricing Response: SNAP Exempt Retailers and TANF	14
State-Deployed EBT Only Terminals	14
WIC Proposal Response Sheet Schedule F: Cost Per Case Month (CPCM) Pricing	16
WIC Proposal Response Sheet Schedule G: State-Deployed WIC Only Terminals	17
WIC Proposal Response Sheet Schedule H: Conversion Costs	18
WIC Proposal Response Sheet Schedule I: Professional Programming Services Costs WIC	19
Child Care Proposal Response Sheets Schedule J	20
Child Care Proposal Response Sheet Schedule K: POS Equipment	21
Child Care Proposal Response Sheets Schedule L: Conversion Costs	21
Child Care Proposal Response Sheet Schedule M: Professional Services Costs	22
Billable ATM Transaction Fees: Proposal Response Sheet Schedule N	23
Optional EBT Processes Cost	23
Single Card Solution – All Programs Proposal Response Sheets Schedule O: Conversion Costs	23
SNAP and TANF/Cash Card Solution with Photo ID Proposal Response Sheets Schedule P: Conversion Costs	24
Single Card Solution Proposal Response Sheet Schedule Q	25
Managing Four or More SNAP Replacement Cards in a Rolling 12 Month Period Proposal Response Sheet Schedule R	26

Cost Proposal

Response to Attachment C – Cost Worksheets

Exhibit A: Cost Worksheets

Cost information below as detailed in the Request for Proposal and submitted in a separate sealed envelope. Cost should be clearly marked.

Cost Worksheet -Summary of Proposal Response Sheets

EBT Services—SNAP and TANF/Cash

Line	Activity	Annual Total
1	Year 1 EBT Services	\$ 3,111,953
2	Year 2 EBT Services	\$ 1,695,313
3	Year 3 EBT Services	\$ 1,746,161
4	Year 4 EBT Services	\$ 1,798,515
5	Year 5 EBT Services	\$ 1,852,469
6	1 st One Year Renewal EBT Services	\$ 1,877,966
7	2 nd One Year Renewal EBT Services	\$ 1,933,032
8	(A) Total for Years 1 thru 5 and Two-One Year Renewals of EBT Services	\$ 14,015,409
9	(B) Total Cost for EBT Conversion	\$ 0
10	(C) Total Cost for a Disaster Services	\$ 13,500
11	(D) Total for Professional Programming Services	\$ 9,000
12	(E) Total for SNAP Exempt Retailers and TANF State-Deployed EBT Only terminals	\$ 27,000
13	Total A, B, C, D & E EBT Services	\$ 14,064,909

WIC Services

Line	Activity	Annual Total
14	Year 1 WIC Services	\$ 316,026
15	Year 2 WIC Services	\$ 316,026
16	Year 3 WIC Services	\$ 316,026
17	Year 4 WIC Services	\$ 316,026

18	Year 5	WIC Services	\$ 316,026
19	1 st One Year Renewal	WIC Services	\$ 316,026
20	2 nd One Year Renewal	WIC Services	\$ 316,026
21	(F) Total for Years 1 through 5 and Two-One Year Renewals of WIC Services		\$ 2,212,182

22	Year 1	State-Deployed WIC Only Terminals	\$ 22,800
23	Year 2	State-Deployed WIC Only Terminals	\$ 22,800
24	Year 3	State-Deployed WIC Only Terminals	\$ 22,800
25	Year 4	State-Deployed WIC Only Terminals	\$ 22,800
26	Year 5	State-Deployed WIC Only Terminals	\$ 22,800
27	1 st One Year Renewal	State-Deployed WIC Only Terminals	\$ 22,800
28	2 nd One Year Renewal	State-Deployed WIC Only Terminals	\$ 22,800
29	(G) Total for Years 1 thru 5 and Two-One Year Renewals of State-Deployed WIC Only Terminals		\$ 159,600
30	(H) Total WIC Conversion Costs		\$ 0
31	(I) Total WIC Professional Services Costs		\$ 3,000
32	Total F, G, H, I WIC Services		\$ 2,384,782

Child Care Services

33	Year 3	Child Care Services CPCM	\$ 299,520
34	Year 4	Child Care Services CPCM	\$ 300,960
35	Year 5	Child Care Services CPCM	\$ 302,400
36	1 st One Year Renewal	Child Care Services CPCM	\$ 308,635
37	2 nd One Year Renewal	Child Care Services CPCM	\$ 317,894

8	(J) Total for Years 3 through 5 and Two -One Year Renewals of Child Care Services		\$ 1,529,410
39	Year 3	POS Equipment – Child Care	\$ 82,080
40	Year 4	POS Equipment – Child Care	\$ 82,560
41	Year 5	POS Equipment – Child Care	\$ 83,040
42	1 st One Year Renewal	POS Equipment – Child Care	\$ 83,520
43	2 nd One Year Renewal	POS Equipment – Child Care	\$ 84,000
44	(K) Total for Years 3 thru 5 and Two -One Year Renewals of POS Equipment for Child Care Services		\$ 415,200
45	(L) Total Child Care Conversion Costs		\$ 325,000
46	(M) Total Child Care Professional Services		\$ 9,000
47	Total J, K, L and M Child Care Services		\$ 2,278,610
48	Grand Total EBT, WIC and Child Care (Lines 13, 32, 47)		\$ 18,728,300

Optional EBT Processes Cost–Single Card Solution

49	O) Total Conversion Costs		\$ 225,210
50	Q) Total for Professional Services		\$ 13,000
51	Total O and Q Single Card Solution		\$ 238,210

Optional EBT Processes Cost - SNAP and TANF/Cash Card Solution with Photo ID

52	(P) Total Conversion Costs		\$ 150,000
53	Q) Total for Professional Services		\$ 13,000
54	Total P and Q SNAP & TANF/Cash Card Solution with Photo ID		\$ 163,000

Optional EBT Processes Cost–Managing Four or More SNAP Replacement Cards

55	(R) Total for Managing Four or More SNAP Cards		\$ 20,000
----	--	--	-----------

56	Grand Total for Request for Proposal (Total of Lines 48, 51,54 and 55)		\$ 19,149,510
----	--	--	---------------

NOTE: COST WILL EVALUATED BASED ON THE OVERALL LOWEST GRAND TOTAL OF LINE 56 ON PAGE 158 THAT INCLUDES THE TOTAL LINES FOR LINE 48, 51,54 AND 55 OF THIS DETAILED COST SHEET THAT INCLUDES THE BASE SERVICES AND ALL OPTIONAL SERVICES MEETING SPECIFICATIONS.

SNAP & TANF/Cash Schedule A

Schedule A: Proposal Response Sheet EBT Cost Worksheet – Year 1

Column 1	Column 2	Column 3	Column 4	Column 5
Conversion Cost Year 1	Total Cost Year 1			\$ 1,466,000
Service Cost for Year 1	Average Caseload/Units per Month	CPCM	Col 2 x 3 = Total Cost per Month	Col 4 x 12 = Total Yearly Cost
Caseload / CPCM				
SNAP Only cases	176,321	\$.67	\$ 118,135	\$ 1,417,621
TANF / Cash Only cases	1,842	\$.75	\$ 1,382	\$ 16,578
Combined SNAP / TANF cases	6,055	\$.88	\$ 5,328	\$ 63,941
All Other Cash except Child Care	12,000	\$.75	\$ 9,000	\$ 108,000
Transaction Fee	Average Units Per Month	Cost per Transaction	Total Cost per Month	Col 4 x 12 = Total Yearly Cost
Cash Only Withdrawals ATM / POS	8,731	\$.38	\$ 3,318	\$ 39,813
Denials-ATM	1,887	\$.00	\$ 0	\$ 0
Denials-POS	2,885	\$.00	\$ 0	\$ 0
Bal. Inquiry-ATM	3,306	\$.00	\$ 0	\$ 0
Bal. Inquiry-POS	71	\$.00	\$ 0	\$ 0
Total EBT Cost-Year 1				\$ 3,111,953
(Enter Total on Line 1 of the Summary of Proposal Response Sheet)				

Schedule A: Proposal Response Sheet EBT Cost Worksheet – Year 2

Column 1	Column 2	Column 3	Column 4	Column 5
Service Cost for Year 2	Average Caseload/Units per Month	CPCM	Col 2 x 3 = Total Cost per Month	Col 4 x 12 = Total Yearly Cost
Caseload / CPCM				
SNAP Only cases	181,610	\$.67	\$ 121,679	\$ 1,460,144
TANF / Cash Only cases	1,897	\$.75	\$ 1,423	\$ 17,073
Combined SNAP / TANF cases	6,236	\$.88	\$ 5,488	\$ 65,852
All Other Cash except Child Care	12,360	\$.75	\$ 9,270	\$ 111,240
Transaction Fee	Average Units Per Month	Cost per Transaction	Total Cost per Month	Col 4 x 12 = Total Yearly Cost
Cash Only Withdrawals ATM / POS	8,992	\$.38	\$ 3,417	\$ 41,004
Denials-ATM	1,943	\$.00	\$ 0	\$ 0
Denials-POS	2,971	\$.00	\$ 0	\$ 0
Bal. Inquiry-ATM	3,405	\$.00	\$ 0	\$ 0
Bal. Inquiry-POS	73	\$.00	\$ 0	\$ 0
Total EBT Cost-Year 2				\$ 1,695,313
(Enter Total on Line 2 of the Summary of Proposal Response Sheet)				

Schedule A: Proposal Response Sheet EBT Cost Worksheet – Year 3

Column 1	Column 2	Column 3	Column 4	Column 5
Service Cost for Year 3	Average Caseload/Units per Month	CPCM	Col 2 x 3 = Total Cost per Month	Col 4 x 12 = Total Yearly Cost
Caseload / CPCM				
SNAP Only cases	187,058	\$.67	\$ 125,329	\$ 1,503,946
TANF / Cash Only cases	1,953	\$.75	\$ 1,465	\$ 17,577
Combined SNAP / TANF cases	6,424	\$.88	\$ 5,653	\$ 67,837
All Other Cash except Child Care	12,730	\$.75	\$ 9,548	\$ 114,570
Transaction Fee	Average Units Per Month	Cost per Transaction	Total Cost per Month	Col 4 x 12 = Total Yearly Cost
Cash Only Withdrawals ATM / POS	9,261	\$.38	\$ 3,519	\$ 42,230
Denials-ATM	2,001	\$.00	\$ 0	\$ 0
Denials-POS	3,060	\$.00	\$ 0	\$ 0
Bal. Inquiry-ATM	3,507	\$.00	\$ 0	\$ 0
Bal. Inquiry-POS	75	\$.00	\$ 0	\$ 0
Total EBT Cost-Year 3				\$ 1,746,161
(Enter Total on Line 3 of the Summary of Proposal Response Sheet)				

Schedule A: Proposal Response Sheet EBT Cost Worksheet – Year 4

Column 1	Column 2	Column 3	Column 4	Column 5
Service Cost for Year 4	Average Caseload/Units per Month	CPCM	Col 2 x 3 = Total Cost per Month	Col 4 x 12 = Total Yearly Cost
Caseload / CPCM				
SNAP Only cases	192,669	\$.67	\$ 129,088	\$ 1,549,059
TANF / Cash Only cases	2,011	\$.75	\$ 1,508	\$ 18,099
Combined SNAP / TANF cases	6,616	\$.88	\$ 5,822	\$ 69,865
All Other Cash except Child Care	13,111	\$.75	\$ 9,833	\$ 117,999
Transaction Fee	Average Units Per Month	Cost per Transaction	Total Cost per Month	Col 4 x 12 = Total Yearly Cost
Cash Only Withdrawals ATM / POS	9,538	\$.38	\$ 3,624	\$ 43,493
Denials-ATM	2,061	\$.00	\$ 0	\$ 0
Denials-POS	3,151	\$.00	\$ 0	\$ 0
Bal. Inquiry-ATM	3,682	\$.00	\$ 0	\$ 0
Bal. Inquiry-POS	77	\$.00	\$ 0	\$ 0
Total EBT Cost-Year 4				\$ 1,798,515
(Enter Total on Line 4 of the Summary of Proposal Response Sheet)				

Schedule A: Proposal Response Sheet EBT Cost Worksheet – Year 5

Column 1	Column 2	Column 3	Column 4	Column 5
Service Cost for Year 5	Average Caseload/Units per Month	CPCM	Col 2 x 3 = Total Cost per Month	Col 4 x 12 = Total Yearly Cost
Caseload / CPCM				
SNAP Only cases	198,449	\$.67	\$ 132,961	\$ 1,595,530
TANF / Cash Only cases	2,071	\$.75	\$ 1,553	\$ 18,639
Combined SNAP / TANF cases	6,815	\$.88	\$ 5,997	\$ 71,966
All Other Cash except Child Care	13,504	\$.75	\$ 10,128	\$ 121,536
Transaction Fee	Average Units Per Month	Cost per Transaction	Total Cost per Month	Col 4 x 12 = Total Yearly Cost
Cash Only Withdrawals ATM / POS	9,824	\$.38	\$ 3,733	\$ 44,797
Denials-ATM	2,122	\$.00	\$ 0	\$ 0
Denials-POS	3,245	\$.00	\$ 0	\$ 0
Bal. Inquiry-ATM	3,866	\$.00	\$ 0	\$ 0
Bal. Inquiry-POS	79	\$.00	\$ 0	\$ 0
Total EBT Cost-Year 5				\$ 1,852,469
(Enter Total on Line 5 of the Summary of Proposal Response Sheet)				

Schedule A: Proposal Response Sheet EBT Cost Worksheet – 1st One Year Renewal

Column 1	Column 2	Column 3	Column 4	Column 5
Service Cost for 1st One Year Renewal	Average Caseload/Units per Month	CPCM	Col 2 x 3 = Total Cost per Month	Col 4 x 12 = Total Yearly Cost
Caseload / CPCM				
SNAP Only cases	204,402	\$.66	\$ 134,905	\$ 1,618,864
TANF / Cash Only cases	2,133	\$.73	\$ 1,557	\$ 18,685
Combined SNAP / TANF cases	7,019	\$.86	\$ 6,036	\$ 72,436
All Other Cash except Child Care	13,909	\$.73	\$ 10,154	\$ 121,843
Transaction Fee	Average Units Per Month	Cost per Transaction	Total Cost per Month	Col 4 x 12 = Total Yearly Cost
Cash Only Withdrawals ATM / POS	10,118	\$.38	\$ 3,845	\$ 46,138
Denials-ATM	2,185	\$.00	\$ 0	\$ 0
Denials-POS	3,342	\$.00	\$ 0	\$ 0
Bal. Inquiry-ATM	3,981	\$.00	\$ 0	\$ 0
Bal. Inquiry-POS	81	\$.00	\$ 0	\$ 0
Total EBT Cost-1st One Year Renewal				\$ 1,877,966
(Enter Total on Line 6 of the Summary of Proposal Response Sheet)				

Schedule A: Proposal Response Sheet EBT Cost Worksheet – 2nd One Year Renewal

Column 1	Column 2	Column 3	Column 4	Column 5
Service Cost for 2nd One Year Renewal	Average Caseload/Units per Month	CPCM	Col 2 x 3 = Total Cost per Month	Col 4 x 12 = Total Yearly Cost
Caseload / CPCM				
SNAP Only cases	210,534	\$.66	\$ 138,952	\$ 1,667,429
TANF / Cash Only cases	2,197	\$.73	\$ 1,604	\$ 19,246
Combined SNAP / TANF cases	7,230	\$.86	\$ 6,218	\$ 74,614
All Other Cash except Child Care	14,326	\$.73	\$ 10,458	\$ 125,496
Transaction Fee	Average Units Per Month	Cost per Transaction	Total Cost per Month	Col 4 x 12 = Total Yearly Cost
Cash Only Withdrawals ATM / POS	10,142(10,142)	\$.38	\$ 3,854	\$ 46,248
Denials-ATM	2,250	\$.00	\$ 0	\$ 0
Denials-POS	3,442	\$.00	\$ 0	\$ 0
Bal. Inquiry-ATM	4,100	\$.00	\$ 0	\$ 0
Bal. Inquiry-POS	83	\$.00	\$ 0	\$ 0
Total EBT Cost-2nd One Year Renewal				\$ 1,933,032
(Enter Total on Line 7 of the Summary of Proposal Response Sheet)				

Note: The table above was modified as shown, Average Units Per Month for Cash Only Withdrawals ATM/POS by the State's Answer to Question #27 in its Addendum Number 3, issued on September 8, 2016.

Schedule B Pricing Response: Conversion Costs EBT

Column 1	Column 2
Category	Cost
EBT-only terminal conversion costs	\$0
New EBT Card	\$0
Total Conversion Costs EBT (Enter Total on Line 9 Summary of Proposal Response Sheet)	\$0

SNAP Proposal Response Sheet Schedule C Pricing Response: Disaster Services

Column 1	Column 2	Column 3	Column 4
Type of Service	Estimated Number	Cost per	Total Cost per Disaster
Cost Per Disaster Card > 30,000	30,000	\$.40	\$ 12,000
Incremental CPCM Fee per Disaster Case during a 90 day period	30,000	\$.05	\$ 1,500
Total EBT Cost-Disaster Services (Enter Total on Line 10 of the Summary of Proposal Response Sheet)			\$ 13,500



SNAP & TANF Schedule D Pricing Response: Professional Programming Services EBT

The Vendor shall provide the Professional Services at an hourly rate of for programing per hour. (For proposal evaluation purposes only, 100 hours will be the estimated quantity of hours)

Column 1	Column 2	Column 3	Column 4
Programming	Hours	Rate	Total
	100	\$ 90	\$ 9,000
Total cost (Enter Total on Line 11 Summary of Proposal Response Sheet).			\$ 9,000

Proposal Response
Sheet Schedule E
Pricing Response: SNAP Exempt Retailers and TANF
State-Deployed EBT Only Terminals

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6	Column 7
State-Deployed EBT Only Terminals	Specify Type of Hardware, Maintenance, Communications, Other	Number of Wireless Terminals	Monthly Cost Per Wireless Terminal Monthly Lease Fee Cost Per Month-Per EBT Wireless Terminal	Monthly Fees for Wireless Service including set Up Costs Col 3 x 4 = Monthly Total	Column 3 X Column 4 + Column 3 X Column 5 - Monthly Cost Col 5 x 12 = Total Yearly Cost	Column 6 X 12 Total Yearly Cost
Optional SNAP Direct Sales Farmer and Farmers' Market Wireless Equipment including customer service Requiring Detailed Narrative	VeriFone VX 680 handheld device. The VX 680 uses cell phone technology, and AT&T's network providing nationwide, reliable, and high-speed telecommunications coverage. FIS provides wireless retailers with installation support, training and training materials. In addition, access to the 24/7 retailer Customer Service Center (CSC) and equipment repair or replacement is included in the monthly lease fee.	50	\$ 45	\$ 0	\$ 2,250	\$ 27,000

State Owned POS with Vendor Retailer Support Requiring Detailed Narrative		13				
Total Cost (Enter Total on Line 12 Summary of Proposal Response Sheet).						\$ 27,000

Note: The table above was modified as shown, by the State's Answer to Question #28 in its Addendum Number 3, issued on September 8, 2016.

WIC Proposal Response Sheet Schedule F: Cost Per Case Month (CPCM) Pricing

Column 1	Column 2	Column 3	Column 4	Column 5
Service Cost for	Estimated Cases per month	CPCM	Col 2 x 3 = Total Cost per Month	Col 4 x 12 = Total Yearly Cost
Year 1	27,150	\$.97	\$ 26,336	\$ 316,026
Year 2	27,150	\$.97	\$ 26,336	\$ 316,026
Year 3	27,150	\$.97	\$ 26,336	\$ 316,026
Year 4	27,150	\$.97	\$ 26,336	\$ 316,026
Year 5	27,150	\$.97	\$ 26,336	\$ 316,026
1 st One Year Renewal	27,150	\$.97	\$ 26,336	\$ 316,026
2 nd One Year Renewal	27,150	\$.97	\$ 26,336	\$ 316,026
Total WIC Cost (Enter Total on Lines 14 through 21 Summary of Proposal Response Sheet)				\$ 2,212,182

WIC Proposal Response Sheet Schedule G: State-Deployed WIC Only Terminals

Column 1	Column 2	Column 3	Column 4	Column 5
Service Cost for	Estimated Terminals per month	Cost per Terminal	Col 2 x 3 = Total Cost per Month	Col 4 x 12 = Total Yearly Cost
Year 1	95	\$ 20	\$ 1,900	\$ 22,800
Year 2	95	\$ 20	\$ 1,900	\$ 22,800
Year 3	95	\$ 20	\$ 1,900	\$ 22,800
Year 4	95	\$ 20	\$ 1,900	\$ 22,800
Year 5	95	\$ 20	\$ 1,900	\$ 22,800
1st One Year Renewal	95	\$ 20	\$ 1,900	\$ 22,800
2nd One Year Renewal	95	\$ 20	\$ 1,900	\$ 22,800
Total WIC Cost (Enter Total on Lines 22 through 29 Summary of Proposal Response Sheet)				\$ 159,600

WIC Proposal Response Sheet Schedule H: Conversion Costs

(Paid upon receipt and approval of deliverables as Specified in the RFP)

Column 1	Column 2
Category	Cost
WIC System Conversion and Retailer Enablement	\$0
New WIC Card	\$0
Total Cost (Enter Total on Line 30 Summary of Proposal Response Sheet)	\$0

WIC Proposal Response Sheet Schedule I: Professional Programming Services Costs WIC

PRICING RESPONSE: PROFESSIONAL PROGRAMMING SERVICES EBT

The Vendor shall provide the Professional Services at an hourly rate for programming for agreed upon changes. (For proposal evaluation purposes only, 100 hours will be the estimated quantity of hours.)

Column 1	Column 2	Column 3	Column 4
Programming	Hours	Rate	Total
	100	\$ 130	\$ 13,000
Total Cost (Enter Total on Line 31 Summary of Proposal Response Sheet)			\$ 13,000

Child Care Proposal Response Sheets Schedule J

COST PER CASE MONTH (CPCM) PRICING				
To be applicable upon Pilot Caseload and each rollout of caseload as Child Care is implemented.				
Column 1	Column 2	Column 3	Column 4	Column 5
Service Cost for	Average Cases per month	CPCM	Col 2 x 3 = Total Cost per Month	Col 4 x 12 = Total Yearly Cost
Year 3	20,800	\$ 1.20	\$ 24,960	\$ 299,520
Year 4	20,900	\$ 1.20	\$ 25,080	\$ 300,960
Year 5	21,000	\$ 1.20	\$ 25,200	\$ 302,400
1st One Year Renewal	21,433	\$ 1.20	\$ 25,720	\$ 308,635
2nd One Year Renewal	22,076	\$ 1.20	\$ 26,491	\$ 317,894
Total Child Care Cost (Enter on Lines 33 through 38 Summary of Proposal Response Sheet)				\$ 1,529,410

Child Care Proposal Response Sheet Schedule K: POS Equipment

Column 1	Column 2	Column 3	Column 4	Column 5
Service Cost for	Estimated Terminals per month	Cost per Terminal	Col 2 x 3 = Total Cost per Month	Col 4 x 12 = Total Yearly Cost
Year 3	342	\$ 20	\$ 6,840	\$ 82,080
Year 4	344	\$ 20	\$ 6,880	\$ 82,560
Year 5	346	\$ 20	\$ 6,920	\$ 83,040
1st One Year Renewal	348	\$ 20	\$ 6,960	\$ 83,520
2nd One Year Renewal	350	\$ 20	\$ 7,000	\$ 84,000
Total Child Care POS Equipment Cost (Enter on Lines 39 through 43 Summary of Proposal Response Sheet)				\$ 415,200

Child Care Proposal Response Sheets Schedule L: Conversion Costs

(Paid upon receipt and approval of deliverables as Specified in the RFP)

Column 1	Column 2	Column 3
Category	%	Cost
Child Care System Design, Development and Testing, Provider Enablement	60	\$ 195,000
Pilot Implementation	10	\$ 32,500
Statewide Rollout	30	\$ 97,500
Total Start-up Costs	100	\$ 325,000
Total (Enter Total on Line 45 Summary of Proposal Response Sheet)		\$ 325,000



Child Care Proposal Response Sheet Schedule M: Professional Services Costs

PRICING RESPONSE: PROFESSIONAL PROGRAMMING SERVICES EDT

The Vendor shall provide the Professional Services at an hourly rate for programing for agreed upon changes. (For proposal evaluation purposes only, 100 hours will be the estimated quantity of hours.)

Column 1	Column 2	Column 3	Column 4
Programming	Hours	Rate	Total
	100	\$ 90	\$ 9,000
Total (Enter Total on Line 46 Summary of Proposal Response Sheet)			\$ 9,000

Billable ATM Transaction Fees: Proposal Response Sheet Schedule N

Billable ATM Transaction Fees

CATEGORY	COST PER TRANSACTION
Cardholder ATM Transaction Fees for Greater than 3 per month	\$ 1.00
State Transaction Fees Up to 3 Per Month Per Cardholder	\$ 0.38

Optional EBT Processes Cost

Single Card Solution – All Programs Proposal Response Sheets Schedule O: Conversion Costs

(Paid upon receipt and approval of deliverables as Specified in the RFP)

Column 1	Column 2	Column 3
Category	%	Cost
System Design	20	\$ 45,042
Development and Testing	30	\$ 67,563
Pilot Implementation	20	\$ 45,042
Statewide Rollout	30	\$ 67,563
Total (Enter Total on Line 49 of the Summary of Proposal Response Sheet)	100	\$ 225,210

Note: FIS will provide the impact to its proposed CPCM, if any, upon the State's selection of optional services or combination of optional services that are to be implemented, and the mutual evaluation and approval of the final technical and scope requirements aligned to each selected optional services.

SNAP and TANF/Cash Card Solution with Photo ID Proposal Response Sheets
Schedule P: Conversion Costs

(Paid upon receipt and approval of deliverables as Specified in the RFP)

Column 1	Column 2	Column 3
Category	%	Cost
System Design	20	\$ 30,000
Development and Testing	20	\$ 30,000
Retailer Enablement	20	\$ 30,000
Pilot Implementation	10	\$ 15,000
Statewide Rollout	30	\$ 45,000
Total (Enter Total on Line 52 of the Summary of Proposal Response Sheet)	100	\$ 150,000

Note: FIS will provide the impact to its proposed CPCM, if any, upon the State's selection of optional services or combination of optional services that are to be implemented, and the mutual evaluation and approval of the final technical and scope requirements aligned to each selected optional services.

Single Card Solution Proposal Response Sheet Schedule Q

PRICING RESPONSE: PROFESSIONAL PROGRAMMING SERVICES

To be used for ALL of the Single Card Solutions

The Vendor shall provide the Professional Services at an hourly rate for programing for agreed upon changes. (For proposal evaluation purposes only, 100 hours will be the estimated quantity of hours.)

Column 1	Column 2	Column 3	Column 4
Programming	Hours	Rate	Total
	100	\$130	\$ 13,000
Total (Enter Total on Line 50 and 53 Summary of Proposal Response Sheet)			\$ 13,000

Note: FIS will provide the impact to its proposed CPCM, if any, upon the State's selection of optional services or combination of optional services that are to be implemented, and the mutual evaluation and approval of the final technical and scope requirements aligned to each selected optional services.

**Managing Four or More SNAP Replacement Cards in a Rolling 12 Month Period
 Proposal Response Sheet Schedule R**

Four or More SNAP Replacement Cards

Column 1	Column 2	Column 3	Column 4
Managing Four or More SNAP Replacement Cards in a Rolling 12 Month Period with a Cardholder Notice Mailed by the Vendor	Average Letters / Month 60	Average Cases / Month (Year 4 through 2 nd - one year renewal of contract) 201,500	Total Cost (Year 4 through 2 nd - one year renewal of contract)
Development and Testing			\$ 0
Monthly Professional Services			\$ 417
Total (Enter Total on Line 55 Summary of Proposal Response Sheet)			\$ 20,000