Prepared For:

West Virginia Department of Transportation
Division of Highways

Advanced Traffic Management System (ATMS)

COST PROPOSAL
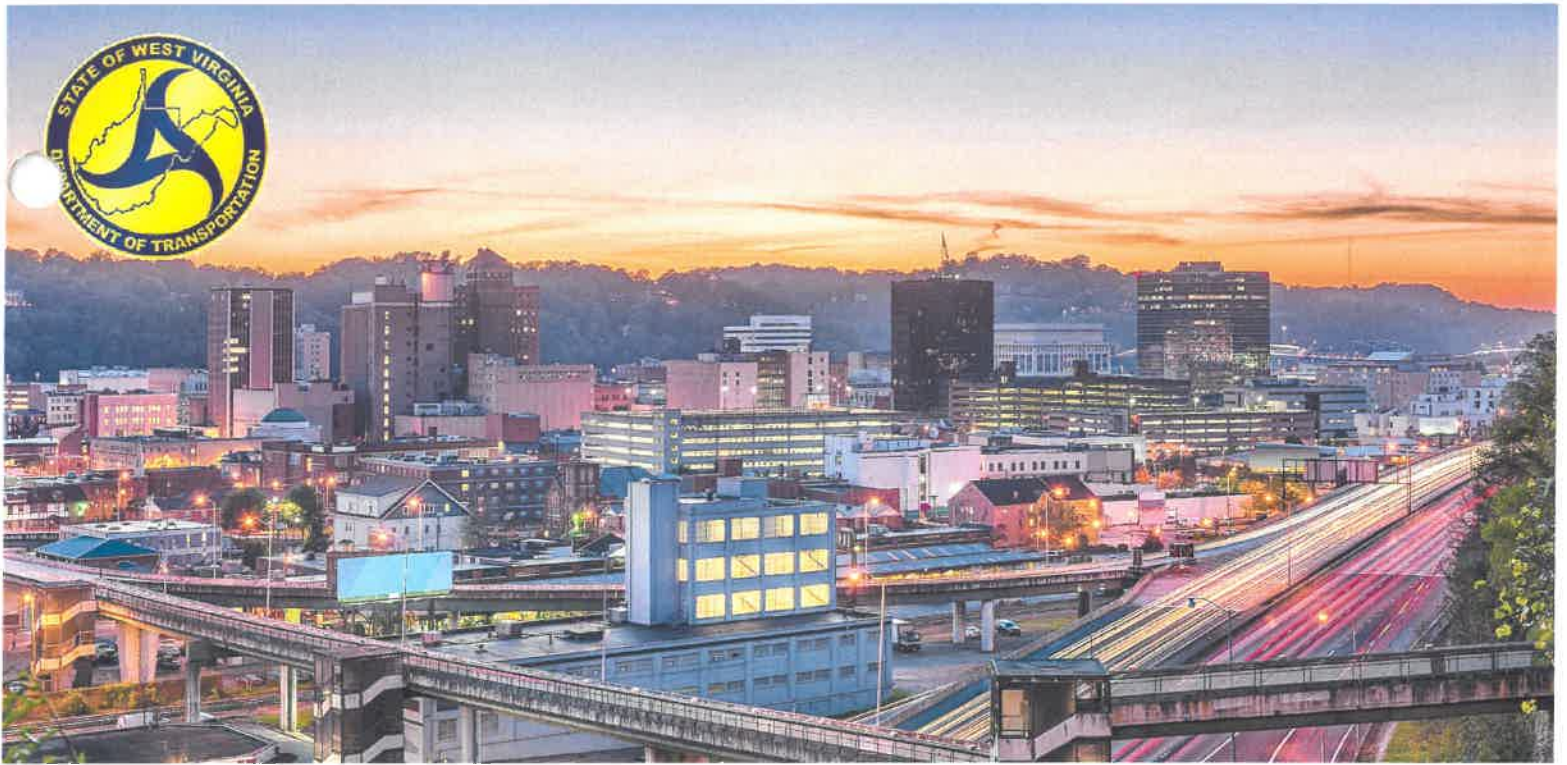## CRFP NO. DOT1900000001

Prepared By:

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Point of Contact
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May 29, 2019

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May 29, 2019

Cover Letter (CRFP Section 5.3.3)

May 29, 2019

Attn: Crystal G. Hustead
West Virginia Department of Transportation Division of Highways
2019 Washington Street, East Charleston, WV 25305
RE: Response to CRFP No. DOT1900000001 - Advanced Traffic Management System

Dear Ms. Hustead,

Thank you for the opportunity to respond to Request for Proposal CRFP No. DOT1900000001 for an Advanced Traffic Management System solution. The following Technical Response illustrates how Q-Free, Infologistics ("ILOG"), Skyline Technology Solutions ("Skyline"), and Environmental Systems Research Institute, Inc. ("ESRI") (together "Team Q-Free") are positioned to offer a cost-efficient, fully integrated, configurable, and mature ATMS and 511 platform to the West Virginia Department of Transportation Division of Highways ("WVDOH"). Our team understands the critical nature of this project to WVDOH and is fully committed to delivering a complete technical and business solution that is the lowest technical risk while positioning WVDOH for the future. Our key personnel have partnered with WVDOH beginning in 2008 and have helped WVDOH grow their operations capabilities by providing tools that help lower incident clearance times and increase public situational awareness. In addition, working in partnership with WVDOH, we have increased critical connections to West Virginia Public Service Access Points (PSAP e911 centers) with 25 active integrations. Team Q-Free already has deep knowledge of WVDOH's ITS infrastructure, Transportation Management Center, sparse telecommunications, cyber security policies, unique weather needs and demanding freight challenges.

Team Q-Free is committed to providing the highest quality service and we are extremely proud of our record of deploying, operating, and maintaining WVDOH's ATMS and traveler information platform. With Team Q-Free, WVDOH can look forward to having a dedicated partner who will provide the following advantages:

- **Experienced Project Team and Subcontractors** – Team Q-Free has a demonstrated working relationship and deep experience working with WVDOH;

- **Major Reduction of Schedule/Cost Risk** – Team Q-Free's off-the-shelf ATMS platform is already implemented. Working proactively with WVDOH and employing the latest software development methodologies (Agile), Team Q-Free will incrementally develop key enhancements (i.e. Events Manager Module) and a cost-effective 511 platform; and

- **Best Value** – Team Q-Free's deployment and operations/maintenance costs have been minimized by relying on off-the-shelf capabilities of our ATMS platform and ILOG's cost-effective Integrated Voice Response (IVR) solution. We will utilize ERSI to also leverage existing WVDOH GIS data.

Thank you for your time in reviewing our proposal. As requested in the CRFP, our proposal and pricing will remain firm a minimum of 180 days from May 29, 2019. If we can be of additional help in the review process, please feel free to call me at 757-262-9988 or email me at Daniel.Skiffington@q-free.com. We look forward to participating in the proposal process and working with WVDOH in the future.

Sincerely,

Daniel Skiffington
Executive Vice President, Inter-Urban Division
Q-Free America, Inc.

Attachment A: Cost Sheet

REQUEST FOR PROPOSAL
West Virginia Department of Transportation-ATMS and 511 Platform

Cost information below as detailed in the Request for Proposal and submitted in a separate sealed envelope. Cost Sheet and the RFP Number should be clearly marked on the outside of the envelope.

Cost Item	Unit	Unit Cost	Total Cost	Comment
ATMS development, installation, integration, testing and deployment Base Package to meet mandatory functional requirements	LS	$1,780,355	$1,780,355	
Additional ATMS Services or Modules to be provided to meet desirable functional requirements (detail & define in proposal)	LS	$462,365	$462,365	
Communications system and services required to provide the ATMS and associated operations desired - Years 2 - 8.	Annual	$200,000	$1,400,000	Due to market variations with regard to telecommunication rates and variations in communication needs presented, this item cost will be input as a standardized unit cost per year by each Vendor.
511 System development, installation, integration, testing and deployment Base Package to meet mandatory functional requirements	LS	$252,459	$252,459	
Additional 511 System Services or Modules to be provided to meet desirable functional requirements (detail & define in proposal)	LS	$10,890	$10,890	
Telephony and communications system and services required to provide the 511 Systems and services desired	LS	$40,565	$40,565	
Materials and Equipment required per Section 4, Subsection 5.15	LS	$2,824,052	$2,824,052	
ATMS and 511 System Maintenance Personnel Services -Year 1	LS	N/A	N/A	Year 1 is System Development period.
ATMS and5ll System Maintenance Personnel Services -Years2-4	LS	$1,119,591	$1,119,591	

REQUEST FOR PROPOSAL
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Cost Item	Unit	Unit Cost	Total Cost	Comment
ATMS and 511 System Maintenance Personnel Services -Years 5-6	LS	$876,653	$876,653	
ATMS and 511 System Maintenance Personnel Services -Years7-8	LS	$922,170	$922,170	
ATMS and 511 System Software Maintenance/Upgrade Services - Years 1-2	LS	Included in Base System Package Price	Included in Base System Package Price	Covered by Base Software price and warranty for 1 year after acceptance.
ATMS and 511 System Software Maintenance/Upgrade Services - Years 3 - 4	LS	$691,659	$691,659	
ATMS and 511 System Software Maintenance/Upgrade Services - Years 5 - 6	LS	$695,557	$695,557	
ATMS and 511 System Software Maintenance and Upgrade Services - Years 7 - 8	LS	$699,822	$699,822	
Software Training Services - Year 1	LS	N/A	N/A	Year 1 is System Development period.
Software Training Services - Years 2-4	LS	$102,175	$102,175	
Software Training Services - Years 5-6	LS	$66,769	$66,769	
Software Training Services - Years 7- 8	LS	$69,165	$69,165	
Non-Specified Time for as-needed technical support outside of time and costs included above - Years 1- 8.	Hourly	$150	$300,000	Use an average hourly Unit Cost inclusive of overhead and profit (loaded rate) and calculate based on 250 hours/year for each of years 1 - 8. Use of these hours and budget is by WVDOH prior approval only.
Non-specified annual ATMS and 511 System Materials Budget outside of materials and costs included above - Years 2 - 8	Annual	$30,000	$210,000	Materials may include new hardware, 3rd party software, supplies, equipment expenses, etc. Prior approval by WVDOH required for use of this materials budget.

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Cost Item	Unit	Unit Cost	Total Cost	Comment
IDIQ Time & Materials	LS	$1,000,000	$1,000,000	Mandatory item per Section 4, Subsection 5.17
TOTAL			**$13,524,248**	

Signature:

Daniel Shufflin

Title: Executive Vice President, Inter-Urban Division

Date: May 29, 2019

Revised 08/02/2018