



State of West Virginia

Data Center 2.0 RFP
Department of Administration, Purchasing Division
2019 Washington Street East
Charleston, WV 25305-0130
Jessica S. Chambers
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Cost Proposal
Solicitation No. 00T2000000001

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Original

April 10, 2020



State of West Virginia

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Solicitation Number OOT2000000001

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Submitted To:

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Department of Administration, Purchasing
Division
2019 Washington Street East
Charleston, WV 25305-0130
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Submitted By:

ViON Corporation
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RESTRICTIVE LEGEND

This proposal includes data that shall not be disclosed outside the Government and shall not be duplicated, used, or disclosed, in whole or in part -- for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this offeror, as a result of, or in connection with, the submission of this data, the Government shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit the Government's right to use information contained in this data if it is obtained from another source without restriction. The data subject to this restriction are contained in sheets appropriately annotated with the following marking:

"Use or disclosure of proposal data is subject to the restriction on the cover page of this proposal."

CAVEAT

Where discrepancies appear between ViON's proposal and ViON supporting documentation, ViON's written word shall take precedence.

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TITLE PAGE

ITEM	ViON RESPONSE
RFP Subject:	Data Center 2.0 RFP
RFP Number:	OOT200000001
Vendor Name:	ViON Corporation
Business Address:	196 Van Buren Street Herndon, VA 20170
Telephone Number:	(571) 353-6000
Fax Number:	(703) 707 0987
Name of Contact Person:	Bridget Bradshaw
Email Address	Bridget.Bradshaw@vion.com

Date: 4/10/2020

Signature.



TABLE OF CONTENTS

TITLE PAGE **2**

COST PROPOSAL..... **4**



COST PROPOSAL

ViON has attached the cost sheet “**DC 2.0 RFP Exhibit A Cost Sheet (OT20023)_ViON Corporation**” on the following pages.

Attachment A: Cost Sheet

Note 1	4.2.4.7.7	Vendor must input pricing for each tier Base Solution(s), Expansion Node(s), Expansion Storage, Enterprise Data Backup, and Infrastructure Operations Monitoring in the pricing page. These costs will be a per month charge and include all costs for providing that service as indicated elsewhere in this RFP. Vendor must also input a per hour charge for on-demand professional services positions listed on the pricing page.
Note 2	4.2.4.7.8	Vendor must input percent discount to the corresponding Asset in Service year periods. (Cells G4 through M4). Enter a whole number into the cell and the sheet will automatically display as a percentage
Note 3	4.2.4.7.9	The Vendor's price in Asset in Service will be used by the State to calculate the cost of all orders. Orders placed in billing status in Year 1 will be billed at the subsequent Year's monthly unit price beginning in subsequent year. For example, a tier 0 solution ordered in month 1 of Year 1, will be invoiced at the Year 2 unit price beginning in Month 1 of Year 2.

	Assets in Service (Years)				Contract Option Years			Totals					
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7						
	0.00%	10.00%	20.00%	35.00%	45.00%	55.00%	60.00%						
001	See Desc.	Tier 0 Solution (4.2.1.1.1.1, 4.2.1.1.1.4, 4.2.4.3.5)	Per Month	\$ 33,631.90	1	\$ 403,582.80	\$ 363,224.52	\$ 322,866.24	\$ 262,328.82	\$ 221,970.54	\$ 181,612.26	\$ 161,433.12	\$ 1,917,018.30
002	See Desc.	Tier 0 Additional Node (4.2.1.1.1.2, 4.2.1.1.1.4, 4.2.4.3.6)	Per Month	\$ 2,055.00	4	\$ 98,640.00	\$ 88,776.00	\$ 78,912.00	\$ 64,116.00	\$ 54,252.00	\$ 44,388.00	\$ 39,456.00	\$ 468,540.00
003	See Desc.	Tier 0 Perf. Storage Exp. (4.2.1.1.1.3, 4.2.1.1.1.4, 4.2.4.3.7)	Per Month	\$ 1,006.00	4	\$ 48,288.00	\$ 43,459.20	\$ 38,630.40	\$ 31,387.20	\$ 26,558.40	\$ 21,729.60	\$ 19,315.20	\$ 229,368.00
004	See Desc.	Tier 0 Volume Storage Exp. (4.2.1.1.1.3, 4.2.1.1.1.4, 4.2.4.3.7)	Per Month	\$ 1,748.00	6	\$ 125,856.00	\$ 113,270.40	\$ 100,684.80	\$ 81,806.40	\$ 69,220.80	\$ 56,635.20	\$ 50,342.40	\$ 597,816.00
005	See Desc.	Tier 1 Solution (4.2.1.1.1.1, 4.2.1.1.1.5, 4.2.4.3.5)	Per Month	\$ 41,959.60	2	\$ 1,007,030.40	\$ 906,327.36	\$ 805,624.32	\$ 654,569.76	\$ 553,866.72	\$ 453,163.68	\$ 402,812.16	\$ 4,783,394.40
006	See Desc.	Tier 1 Additional Node (4.2.1.1.1.2, 4.2.1.1.1.5, 4.2.4.3.6)	Per Month	\$ 2,055.00	8	\$ 197,280.00	\$ 177,552.00	\$ 157,824.00	\$ 128,232.00	\$ 108,504.00	\$ 88,776.00	\$ 78,912.00	\$ 937,080.00
007	See Desc.	Tier 1 Perf. Storage Exp. (4.2.1.1.1.3, 4.2.1.1.1.5, 4.2.4.3.7)	Per Month	\$ 2,172.00	6	\$ 156,384.00	\$ 140,745.60	\$ 125,107.20	\$ 101,649.60	\$ 86,011.20	\$ 70,372.80	\$ 62,553.60	\$ 742,824.00
008	See Desc.	Tier 1 Volume Storage Exp. (4.2.1.1.1.3, 4.2.1.1.1.5, 4.2.4.3.7)	Per Month	\$ 1,748.00	10	\$ 209,760.00	\$ 188,784.00	\$ 167,808.00	\$ 136,344.00	\$ 115,368.00	\$ 94,392.00	\$ 83,904.00	\$ 996,360.00
009	See Desc.	Tier 2 Solution (4.2.1.1.1.1, 4.2.1.1.1.6, 4.2.4.3.5)	Per Month	\$ 41,959.60	2	\$ 1,007,030.40	\$ 906,327.36	\$ 805,624.32	\$ 654,569.76	\$ 553,866.72	\$ 453,163.68	\$ 453,163.68	\$ 4,833,745.92
010	See Desc.	Tier 2 Additional Node (4.2.1.1.1.2, 4.2.1.1.1.6, 4.2.4.3.6)	Per Month	\$ 2,055.00	4	\$ 98,640.00	\$ 88,776.00	\$ 78,912.00	\$ 64,116.00	\$ 54,252.00	\$ 44,388.00	\$ 39,456.00	\$ 468,540.00
011	See Desc.	Tier 2 Perf. Storage Exp. (4.2.1.1.1.3, 4.2.1.1.1.6, 4.2.4.3.7)	Per Month	\$ 2,172.00	4	\$ 104,256.00	\$ 93,830.40	\$ 83,404.80	\$ 67,766.40	\$ 57,340.80	\$ 46,915.20	\$ 41,702.40	\$ 495,216.00
012	See Desc.	Tier 2 Volume Storage Exp. (4.2.1.1.1.3, 4.2.1.1.1.6, 4.2.4.3.7)	Per Month	\$ 1,748.00	6	\$ 125,856.00	\$ 113,270.40	\$ 100,684.80	\$ 81,806.40	\$ 69,220.80	\$ 56,635.20	\$ 50,342.40	\$ 597,816.00

Total On-Premise Infrastructure Evaluated Price

\$ 17,067,718.62

Enterprise Data Backup

Line Item Number	Contract Item	Description	Unit of Measure	Unit Price	Estimated Quantity	Total
013	4.2.4.4.1.1	Enterprise Databackup Initial Implementation	LumpSum	\$ 20,336.00	1	\$ 20,336.00
014	4.2.4.4.1.2	Enterprise Data Backup Base (150 TB)	Per Month	\$ 22,712.00	2	\$ 45,424.00
015	4.2.4.4.1.3	Enterprise Data Backup Expansion (50 TB)	Per Month	\$ 4,604.00	10	\$ 46,040.00

Total Enterprise Data Backup Cost

\$ 111,800.00

Infrastructure Operational Monitoring

Attachment A: Cost Sheet

Line Item Number	Contract Item	Description	Unit of Measure	Unit Price	Estimated Quantity	Total
016	4.2.4.5.1.1	Infrastructure Operational Monitoring Implementation	LumpSum	\$ 113,688.00	1	\$ 113,688.00
017	4.2.4.5.1.2	Infrastructure Monitoring Base (250 Components)	Per Month	\$ 3,916.80	1	\$ 3,916.80
018	4.2.4.5.1.3	Infrastructure Monitoring Expansion (50 Components)	Per Month	\$ 783.36	20	\$ 15,667.20

Total Infrastructure Operational Monitoring Cost \$ 19,584.00

On-Demand Professional Services

Line Item Number	Contract Item	Description	Unit of Measure	Unit Price	Estimated Quantity	Total
019	4.2.1.4.3.1	Application Migration Specialist - Remote	Per Hour	\$ 207.38	500	\$ 103,690.00
020	4.2.1.4.3.1	Application Migration Specialist - On-site	Per Hour	\$ 210.00	500	\$ 105,000.00
021	4.2.1.4.3.2	Data Backup & Disaster Recovery Specialist - Remote	Per Hour	\$ 253.86	500	\$ 126,930.00
022	4.2.1.4.3.2	Data Backup & Disaster Recovery Specialist - On-site	Per Hour	\$ 271.86	500	\$ 135,930.00
023	4.2.1.4.3.3	Data Migration Specialist - Remote	Per Hour	\$ 173.81	2000	\$ 347,620.00
024	4.2.1.4.3.3	Data Migration Specialist - On-site	Per Hour	\$ 150.00	2000	\$ 300,000.00
025	4.2.1.4.3.4	Database Specialist - Remote	Per Hour	\$ 173.81	500	\$ 86,905.00
026	4.2.1.4.3.4	Database Specialist - On-site	Per Hour	\$ 180.00	500	\$ 90,000.00
027	4.2.1.4.3.5	Project Manager - Remote	Per Hour	\$ 201.78	500	\$ 100,890.00
028	4.2.1.4.3.5	Project Manager - On-site	Per Hour	\$ 205.00	500	\$ 102,500.00
029	4.2.1.4.3.6	Storage Specialist - Remote	Per Hour	\$ 140.25	500	\$ 70,125.00
030	4.2.1.4.3.6	Storage Specialist - On-site	Per Hour	\$ 150.00	500	\$ 75,000.00
031	4.2.1.4.3.7	System Administrator Specialist - Remote	Per Hour	\$ 140.25	500	\$ 70,125.00
032	4.2.1.4.3.7	System Administrator Specialist - On-site	Per Hour	\$ 150.00	500	\$ 75,000.00
033	4.2.1.4.3.8	Technical Writer - Remote	Per Hour	\$ 101.09	500	\$ 50,545.00
034	4.2.1.4.3.8	Technical Writer - On-site	Per Hour	\$ 115.00	500	\$ 57,500.00

Total On-Demand Professional Services Cost \$ 1,897,760.00

Total On-Premise Infrastructure Evaluated Cost (Cell N18)				\$ 17,067,718.62
Total Enterprise Data Backup Cost (Cell G25)				\$ 111,800.00
Total Infrastructure Operational Monitoring Cost (Cell G33)				\$ 19,584.00
Total Estimated On-Demand Professional Services Cost (Cell G54)				\$ 1,897,760.00
Total Cost				\$ 19,096,862.62

		Vendor must input a percentage of discount in the blue columns identified above Per Note 2 (4.2.4.7.8)
		Vendor must input a unit cost in the yellow columns identified above.

*****Quantities Listed are estimates only. Actual Quantities may vary.**

Attachment A: Cost Sheet

****** Any product or service not on the Agency provided Cost Sheet will not be allowed. The state cannot accept alternate pricing pages, failure to use Exhibit A Cost Sheet could lead to disqualification of vendors bid.**