



**Enterprise Surveillance System
CRFP Number: MIS220000001
West Virginia Department of Health and Human Resources
Response to Request for Proposal**

Original Proposal

**Cost Proposal
January 28, 2022**

Sunquest Information Systems, Inc.
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West Virginia Department of Health & Human Resources - Enterprise Surveillance System RFP
Table of Contents

Vendor Name: <Insert Name>

Worksheet Title/Hyperlink	Description
1. Instructions	Instructions for completing the Cost Workbook in accordance with the RFP.
2. Cost Summary	Worksheet that summarizes total proposed costs. Vendors have no enterable fields on this tab.
3. Labor Rates	Worksheet for Vendor to itemize hourly rate structures for proposed project staff.
4. Project Deliverables	Worksheet describing project deliverables during implementation and maintenance.
5. Maint & Ops Support	Worksheet for Vendor to itemize software maintenance, enhancement, not-to-exceed, and help desk costs.
6. Hosting & Disaster Recovery	Worksheet for Vendor to itemize hosting and disaster recovery costs.
7. Software	Worksheet for Vendor to itemize all one-time and ongoing packaged software costs.
8. Assumptions	Worksheet for Vendor to itemize all assumptions upon which its pricing is dependent.

West Virginia Department of Health & Human Resources - Enterprise Surveillance System RFP

1. Instructions

Vendor: Sunquest Information Systems, Inc.

Please refer to the RFP document for details describing the services and scope of the Enterprise Data Solution in accordance with this Cost Workbook. In addition to the items below, the DHHR expects Vendors to review the Cost Proposal Instructions in the RFP.

No.	Instructions	Location
1	This Microsoft Excel Cost Workbook contains multiple worksheets designed to provide a robust understanding of the costing models used by the Vendor. Use of this Cost Workbook is essential for DHHR to evaluate the Vendor's proposal, and it is essential the Vendor use this form in preparing its pricing response to this RFP.	All tabs
2	Completion of the DHHR's Cost Workbook is mandatory. Any cost-related data including the completed DHHR Cost Workbook must only be submitted with Package 2: Cost Proposal as per the RFP.	All tabs
3	The worksheet labeled TOC (Table of Contents) contains brief descriptions of each spreadsheet, as well as convenient one-click navigation of the Cost Workbook. Vendors must enter their "Vendor Name" in each worksheet.	All tabs
4	Each worksheet is designed to elicit specific pricing information related to the RFP. If the Vendor's typical pricing model does not normally charge for a specific element provided within this workbook, then please provide a statement in the "Cost Assumptions" tab regarding the Vendor's methodology of charging for that element (e.g., not applicable, no additional charge).	All tabs
5	The "Cost Summary" tab will be automatically calculated using the information entered on the other worksheets. Vendor must not change or modify content on this tab.	2. Cost Summary
6	DHHR will use the "Labor Rates" supplied by the Vendor as a rate card for all future change requests, this includes statement of work covering the delivery and integration of additional data sources not identified during the solution's initial implementation.	3. Labor Rates
7	Project deliverables will be charged using a firm-fixed-price. It is expected that the proposed cost per deliverable is all inclusive of initial submission and any updates or maintenance required . Payments will be made using a deliverables-based approach.	4. Project Deliverables
8	The list of deliverables provided in this document are deliverables DHHR has identified as critical for the Enterprise Data Solution. All tasks associated with the implementation services proposed must be included in the total one-time cost for that service.	4. Project Deliverables
9	Maintenance and Operations service fees will be calculated based on the Labor Rate and the required number of Vendor hours expended per year. Payments will be made monthly.	5. Maint & Ops Support
10	If the total implementation period is longer than 12 months, the Vendor is required to provide an assumption in Tab 10. Assumptions stipulating that part of Year 2 will be implementation costs. DHHR will then understand that part of Year 2 M&O costs will be a smaller figure for the months left in Year 2.	10. Assumptions
11	The Vendor should provide details pertaining to the assumptions, expectations, and performance parameters that have been used as the basis for the pricing. Please note that the Vendor's response to this Cost Workbook will not be considered an actual commitment to perform the project, but WILL BE considered a costing model and pricing structure commitment, if it is the selected Vendor.	10. Assumptions

West Virginia Department of Health & Human Resources - Enterprise Surveillance System RFP
 Attachment A: Cost Workbook
 Vendor: Sunquest Information Systems, Inc.

Notes
The costs on this worksheet will be automatically calculated using the information entered on the other worksheets. It is the responsibility of the Vendor to ensure spreadsheet calculations are correct.

Total Cost Summary									
Description	Implementation	Maintenance & Operations - Base Term				Optional Term 1	Optional Term 2	Optional Term 3	Total Costs
	Year(s) 1-2	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	
Project Deliverables & Project Management	\$ 2,843,820.00								\$ 2,843,820.00
Maintenance and Operations Support		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	Included
Hosting and Disaster Recovery	See Assumptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	Included
Packaged Software	\$ 1,200,000.00	\$ 1,200,000.00	\$ 1,200,000.00	\$ 1,200,000.00	\$ 1,200,000.00	\$ 1,260,000.00	\$ 1,260,000.00	\$ 1,260,000.00	\$ 9,780,000.00
Total	\$ 4,043,820.00	\$ 1,200,000.00	\$ 1,200,000.00	\$ 1,200,000.00	\$ 1,200,000.00	\$ 1,260,000.00	\$ 1,260,000.00	\$ 1,260,000.00	\$ 12,623,820.00



West Virginia Department of Health & Human Resources - Enterprise Surveillance System RFP
 Attachment A: Cost Workbook
 Vendor: Sunquest Information Systems, Inc.

Implementation Services Hourly Rates		Maintenance and Operations Services Hourly Rates									
Staff Position	Rate	Staff Position	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	
Account Manager	See Assumptions	Account Manager	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Project Manager	See Assumptions	Project Manager	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Business Lead	See Assumptions	Business Lead	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Technical Lead	See Assumptions	Technical Lead	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Implementation Manager	See Assumptions	Implementation Manager	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Operations Manager	See Assumptions	Operations Manager	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Quality Assurance Manager	See Assumptions	Quality Assurance Manager	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Testing Manager	See Assumptions	Testing Manager	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Document Management Lead	See Assumptions	Document Management Lead	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Information Security Architect/Privacy Data Protection Officer	See Assumptions	Information Security Architect/Privacy Data Protection Officer	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Additional Role 1	\$ -	Additional Role 1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Additional Role 2	\$ -	Additional Role 2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Additional Role 3	\$ -	Additional Role 3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Additional Role 4	\$ -	Additional Role 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Additional Role 5	\$ -	Additional Role 5	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	

Notes

This tab must be used to provide contractor/subcontractor hourly labor rates for the various classifications and grades of personnel. Applicable purchase, delivery, tax, services, safety, license, travel, per diem, Vendor's staff training, project facility, and any other expenses associated with the delivery and implementation of the proposed items must be included in the Vendor's costs and fixed hourly rates.

As per the RFP, DHHR will use the "Labor Rates" supplied by the Vendor as a rate card for all future change requests leveraging the Software Modifications and Enhancements Pool and statement of work covering the Delivery and Integration of Additional Data Sources not identified during the solution's initial implementation.

Vendor may include additional roles to describe the various classifications and grades of its personnel. Vendors may insert additional rows as required (e.g., a Senior-Level Programmer and a Junior-Level Programmer require two separate rows).

It is the responsibility of the Vendor to ensure spreadsheet calculations are correct.



West Virginia Department of Health & Human Resources - Enterprise Surveillance System RFP
 Attachment A: Cost Workbook
 Vendor: Sunquest Information Systems, Inc.

Project Deliverables				
Description	Total Cost	Deliverable Cost	Estimated Hours to Complete	Estimated Completion Date
<i>Draft versions and maintenance of Deliverables are to be included in cost. Deliverables are listed alphabetically within milestone, no sequence expectations are implied. The deliverables within each payment milestones will be updated to streamline with the Vendor's submitted RFP response, Initial Work Plan (Attachment E)</i>				
Task Group 1 - Project Initiation and Planning				
<i>Payment Milestone 1: Project Initiation Complete</i>				
D001	\$ 710,955.00	See Assumptions		
D002		\$ -		
D003		\$ -		
D004		\$ -		
D005		\$ -		
D006		\$ -		
D007		\$ -		
D008		\$ -		
D009		\$ -		
D010		\$ -		
D011		\$ -		
D012		\$ -		
D013		\$ -		Month 3
Task Group 2 - Solution Planning				
<i>Payment Milestone 2: Solution Planning 1</i>				
D014	\$ 710,955.00	\$ -		
D015		\$ -		
D016		\$ -		
D017		\$ -		
D018		\$ -		
D019		\$ -		
D020		\$ -		Month 4
<i>Payment Milestone 3: Solution Planning 2</i>				
D021		\$ -		
D022		\$ -		
D023		\$ -		
D024		\$ -		
D025		\$ -		
D026		\$ -		
D027		\$ -		Month 5
Task Group 3 - Solution Design, Testing, and Operations				
<i>Payment Milestone 4: Solution Design, Testing, and Operations 1</i>				
D028	\$ 710,955.00	See Assumptions	See Assumptions	
D029		\$ -		
D030		\$ -		
D031		\$ -		
D032		\$ -		
D033		\$ -		
D034		\$ -		
D035		\$ -		
D036		\$ -		
D037		\$ -		Month 6
<i>Payment Milestone 5: Solution Design, Testing, and Operations 2</i>				
D038		\$ -		
D039		\$ -		
D040		\$ -		
D041		\$ -		
D042		\$ -		Month 9
<i>Payment Milestone 6: Solution Design, Testing, and Operations 3</i>				
D043		\$ -		
D044		\$ -		
D045		\$ -		
D046		\$ -		
D047		\$ -		
D048		\$ -		
D049		\$ -		
D050		\$ -		Month 12
Task Group 4 - Solution Deployment				

Project Management: Recurring Deliverables and Maintenance			
Description	Total Cost	Recurring Deliverable Cost	Estimated Hours to Complete
<i>This table includes recurring status reports and the deliverables mandating updates and maintenance throughout the term of the contract. The implementation hours management monthly invoice may fluctuate based on the amount of hours used during the period. Some updates may be "as triggered" - and do not require on-going maintenance.</i>			
<i>Total cost will be broken into an implementation project management monthly invoice.</i>			
Task Group 5- Project Monitor & Control			
<i>Payment - Monthly Implementation Project Management Invoice</i>			
D066	\$ -	\$ -	
D067		\$ -	
D068		\$ -	
D069		\$ -	
D070		\$ -	
D071		\$ -	



Payment Milestone 7: Deployment 1		\$ 710,955.00		
D051	Cut over Play Book		See Assumptions	
D052	Federal Review Supporting Documentation	\$ -		
D053	Implementation Certification Letter	\$ -		
D054	Implementation Plan (Roll-out Plan)	\$ -		
D055	Operations Change Management Plan	\$ -		Month 12
Payment Milestone 8: Deployment 2				
D056	Operational Milestone Review	\$ -		
D057	Product Screenshots, Reports and Data Certification	\$ -		
D058	Report Distribution Schedule	\$ -		
D059	Solution Health Monitoring Plan	\$ -		
D060	System Operations Plan	\$ -		Month 13
Payment Milestone 9: Deployment 3				
D061	System and User Documentation	\$ -		
D062	Training Materials	\$ -		
D063	Training Report	\$ -		
D064	Training Schedule	\$ -		
D065	Closeout Management Plan	\$ -		Month 14
Additional Vendor Proposed Deliverables		\$ -		
	Other (specify)	\$ -		
	Other (specify)	\$ -		
	Other (specify)	\$ -		
	Other (specify)	\$ -		
	Other (specify)	\$ -		
	Warranty Services	\$ -		

West Virginia Department of Health & Human Resources - Enterprise Surveillance System RFP
Attachment A: Cost Workbook
Vendor: Sunquest Information Systems, Inc.

Staff Position	Maintenance and Operations Support - Proposed Staffing Level and Costs													
	Maintenance & Operations - Baseline Term								Optional Term 1		Optional Term 2		Optional Term 3	
	Year 2		Year 3		Year 4		Year 5		Year 6		Year 7		Year 8	
	Hours	Total Cost	Hours	Total Cost	Hours	Total Cost	Hours	Total Cost	Hours	Total Cost	Hours	Total Cost	Hours	Total Cost
Account Manager	See Assumptions		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Project Manager	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Business Lead	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Technical Lead	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Implementation Manager	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Operations Manager	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Quality Assurance Manager	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Testing Manager	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Document Management Lead	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Information Security Architect/Private	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Additional Role 1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Additional Role 2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Additional Role 3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Additional Role 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Additional Role 5	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Notes

Vendors are to fill in the columns labeled 'Hours' all other cells must not be altered.

Vendors have been provided with rows to add five (5) additional roles. If more than five (5) additional roles are needed, Vendors may add additional rows to the table. It is the Vendor's responsibility to ensure that all calculated formulas are updated and correct.

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Attachment A: Cost Workbook
Vendor: Sunquest Information Systems, Inc.

Hosting and Disaster Recovery								
	Implementation	Maintenance & Operations - Base Term				Optional Term 1	Optional Term 2	Optional Term 3
	Year(s) 1-2	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Hosting Option								
Hosting	See Assumptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Disaster Recovery Option								
Disaster Recovery		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Hosting and Disaster Recovery Costs	See Assumptions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Support Fees under this contract may not increase from one Support Period to the next by more than a percentage identified by the Vendor, for any license in the Software. Further, in no event will the Support Fee DHHR pays be greater than the fee paid by any other customer of the Contractor for the same type license.

Packaged Software Costs (Initial Purchase and Ongoing Maintenance by Year)																		
Software Item #	Attachment	Attachment Section	Software Item	Per Unit Cost	Quantity	Implementation	Maintenance & Operations - Base Term					Optional Term			Total Ongoing Costs	Total Gross Costs	Total Discount	Total NET Costs
							Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8				
1				\$ 1,200,000.00	3	\$ 1,200,000.00	\$ 1,200,000.00	\$ 1,200,000.00	\$ 1,200,000.00	\$ 1,200,000.00	\$ 1,200,000.00	\$ 1,260,000.00	\$ 1,260,000.00	\$ 1,260,000.00	\$ 8,580,000.00	\$ 9,780,000.00	\$ -	\$ 9,780,000.00
2				\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
3				\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4				\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
5				\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
6				\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
7				\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
8				\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
9				\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
10				\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Packaged Software Costs:							\$ 1,200,000.00	\$ 1,200,000.00	\$ 1,200,000.00	\$ 1,200,000.00	\$ 1,200,000.00	\$ 1,260,000.00	\$ 1,260,000.00	\$ 1,260,000.00	\$ 8,580,000.00	\$ 9,780,000.00	\$ -	\$ 9,780,000.00

Software											
Software Item #	Attachment	Attachment Section	Software Item	Environment (e.g., Development, Test, Training, Production)	Manufacturer	Brand Name	Version Number	Utility / System Management Software, DBMS, Data Warehouse, Other	Operating System	Detailed Description (e.g., Functionality, Purpose)	Earliest Proposed Purchase Date
1											
2											
3											
4											
5											
6											
7											
8											
9											
10											

Notes

The proposal shall list the proposed software manufacturer, brand name, module name, and version number for the items being proposed. Costs shall include licensing that covers all environments (e.g., Development, Test, Training, Production). All required Packaged Software Items shall be included on this worksheet (e.g., Utility/System Management Software, Database Management System (DBMS), Data Warehouse, Other). All costs associated with the purchase, delivery, installation, inspection, licenses, and production of the Software components shall be loaded into the Software Cost.

Vendors may insert additional rows as required. It is the responsibility of the Vendor to ensure spreadsheet calculations are correct. All software and associated warranty and maintenance documents must be purchased in DHHR's name. The Vendor must provide DHHR with all documentation related to software purchases including, but not limited to invoices, packing slips, license agreements, and other details that may be required for audit and accounting. Software items in the Packaged Software Costs table shall correspond to the Software Items in the Packaged Software Specifications table.

West Virginia Department of Health & Human Resources - Enterprise Surveillance System RFP
Attachment A: Cost Workbook
Vendor: Sunquest Information Systems, Inc.

Item #	Attachment	Attachment Section	Description	Rationale	Cost Impact If Assumption is Invalid
1	A	2 - Cost Summary	Hosting and Disaster Recovery	Hosting & DR fees are fully included in the Packaged Software annual subscription pricing	\$ -
2	A	2- Cost Summary	Packaged Software	Sunquest is providing an unlimited user licence for the WorldCare EDSS, Software as a Service. Therefore, future variation in pricing is based on changes to the hosting fees only.	\$ -
2	A	2- Cost Summary	Packaged Software	As this offering is a SaaS, the year 1 "Packaged Software" or annual subscription fee, will begin upon contract execution.	\$ -
3	A	3 - Labor Rates	Implementation Services	Sunquest is presenting a fixed-fee proposal for implementation in Year 1. Fees for all employees that will be assigned to this project, and services that will be delivered are included.	\$ -
4	A	4 - Project Deliverables	Project Deliverables	Sunquest is providing a fixed-fee proposal based on a 12 month implementation and deployment. The one-time Project Management & Project deliverable fees will be due in year 1. We are proposing four payment milestones as estimated as follows: 1- 25% - Upon Contract Execution, Software Installation to build area 2 - 25% - Solution Planning Complete 3 - 25% - Solution Design, Testing, and Operations Build Complete 4: -25% - Training, Migration and UAT Complete and Live Operations	\$ -
5	A	5. Maint & Ops Support	Maintenance & Operations	All ongoing maintenance and support fees are fully included in the Packaged Software annual subscription pricing of Software as a Service.	\$ -
6	A	6. Hosting & Disaster Recovery	Hosting and Disaster Recovery	Hosting & DR fees are included in the Packaged Software annual subscription pricing. Sunquest would like to clarify the following in regards to hosting and DR. Hosting fees are based off of information provided by West Virginia. Due to the pandemic, hosting fees can fluctuate in the future. Increases in the following can, and likely will, impact Hosting fees: increase in the number of concurrent users, increase in number of ELR/EHR results and incidents.	\$ -
7	A	7. Software	Software	Sunquest is providing an unlimited user licence for the WorldCare EDSS. Therefore, future variation in pricing is based on changes to the hosting fees only.	\$ -

8					\$	-
9					\$	-
10					\$	-
11					\$	-
12					\$	-
13					\$	-
14					\$	-
15					\$	-
16					\$	-
17					\$	-
18					\$	-
19					\$	-
20					\$	-

Notes

The Vendor is required to state all assumptions upon which its pricing is being determined. Insert as many lines as necessary to ensure all concerns are accurately expressed. Assumptions shall not conflict with the Terms and Conditions or Mandatory Requirements of this RFP.

The Vendor should provide pricing consistent with the following:

- Apply the pricing in accordance with the Terms and Conditions and Mandatory Requirements of the RFP.
- Clearly identify and explain all of the pricing assumptions made, upon which pricing is predicated including the cost/pricing impact if the assumption is invalid.
- State if any charge is subject to Special Conditions, and clearly specify those conditions and quantify their impact upon the charges.