

Enterprise Surveillance System CRFP Number: MIS2200000001 West Virginia Department of Health and Human Resources Response to Request for Proposal

Original Proposal

Cost Proposal January 28, 2022

Sunquest Information Systems, Inc. 3300 E. Sunrise Dr. Tucson, AZ 85718

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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.

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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



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 Co	st S	ummary			15						33	-
Description	Implementation		Mai	ntenance & Ope	erat	ions - Base Terr	n		0	ptional Term 1	0	ptional Term 2	0	optional Term 3		
	Year(s) 1-2	Year 2		Year 3		Year 4		Year 5		Year 6		Year 7		Year 8		Total Costs
Project Deliverables & Project Management	\$ 2,843,820.00							25 11 15 1		THE RESERVE				The state of	¢	2,843,820,00
Maintenance and Operations Support		\$ _	\$		\$	-	Ś		Ś		Š		¢		7	Included
Hosting and Disaster Recovery	See Assumptions	\$ 	\$		\$	_	\$		Ś		\$		Š			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	Ś	1,260,000.00	Ś	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	Ś	1,260,000.00	Ś	1,260,000,00	Ś	1,260,000.00	\$	12,623,820.00



Vendor: Sunquest Information Systems, Inc.

Implementation Serv Hourly Rates	ices				Mainte	nance and Operations Hourly Rates	Services				
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	\$ -	\$ -	\$	S		1,001.0	¢ teat o		rear 8
Project Manager	See Assumptions	Project Manager	\$	\$	Š -	S			s .	÷ -	5
Business Lead	See Assumptions	Business Lead	\$ -	\$ -	Š -	5			4	3 -	\$ -
Technical Lead	See Assumptions	Technical Lead	\$ -	\$ -	Š -	ė.	Ġ		\$ -	3 .	\$
mplementation Manager	See Assumptions	Implementation Manager	\$ -	Ś -	İ\$ -	c	ė.		÷ -	3 -	\$ -
Operations Manager		Operations Manager	Ś -	S -	\$ -	0	6		\$ ¢	\$ -	\$ -
Quality Assurance Manager		Quality Assurance Manager	Ś -	S	\$	2	- 3		\$	\$ -	\$
Testing Manager	See Assumptions		\$ -	\$ -	\$ -	s	- 5		\$	\$ - \$ -	\$ -
Document Management Lead	See Assumptions	Document Management Lead	\$ -	s -	\$ -	Ś	- s		Ś		
Information Security Architect/Privacy Data Protection Officer		Information Security Architect/Privacy Data Protection Officer	\$ -	s -	4	s			,		,
Additional Role 1	\$	Additional Role 1	S -	Š .	4	è	- 3		\$ -	> -	\$ -
Additional Role 2		Additional Role 2	s .	\$	Ġ	e e	- 3		\$	\$ -	\$
Additional Role 3		Additional Role 3	\$.	5	ė .	c	- 3		\$	\$ -	5
Additional Role 4		Additional Role 4	\$.	Š.	¢	2	- 5		\$ -	5 -	\$.
Additional Role 5		Additional Role 5	\$ -	\$ -	Ś	Š	- \$ - \$		\$ -	\$.	\$

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.



Vendor: Sunquest Information Systems, Inc.

	Project Deliverables	Ty			
eliverables The delive	Description If versions and maintenance of Deliverables are to be included in cost are listed alphabetically within milestone, no sequence expectations are implied. rubles within each payment milestones will be updated to streamline with the Vendar's submitted RFP response, Initial Work Plan (Attachment E).	Total Cost	Deliverable Cost	Estimated Hours to Complete	Estimate Completi Date
	- Project Initiation and Planning			HE OF I	150
	Ailestone 1: Project Initiation Complete	\$ 710,955.00			
D001	Project Kick-off Meeting		See Assumptions		
D002	Project Charter Change Control Plan		\$ -		
D004	Communication Management Plan		\$ -		
D005	Cost Management Plan		\$ -		
D006	Documentation Management Plan		\$		
D007	Project Work Plan		\$ -		
D008	Quality Management Plan		\$ -		
D009	Risk and Issue Management Plan		\$ -		
D010	Schedule Management Plan		\$ -		
D011	Scope Management Plan		\$		
D012	Stakeholder Management Plan/Stakeholder Analysis		\$ -		
D013	Staffing Management Plan		\$ -		Month
	- Solution Planning	H-			
D014	Allestone 2: Solution Planning 1	\$ 710,955.00			
D014	Data Management Plan Security, Privacy, and Confidentiality Plan		\$ -		
D016	Incident Management Plan	, ° , , , , , ,	\$ -		
D017	Privacy Impact Analysis	100	\$ -		
D018	Requirements Gap Analysis Document		\$		
D019	Requirements Management Plan	100000	\$ -		
D020	Training Management Plan		5		Month 4
	Allestone 3: Solution Planning 2				
D021	Master Test Plan		\$		
D022	Requirements Specification Document		\$ -		
D023	Requirements Traceability Matrix	1000	\$		
D024	Security Plan		\$ -		
D025	System Architecture Plan		s -		
D027	System Back-up and Records Retention Plan System Requirement Document/Back-log User Stories or Use Cases	- TONIL BLOOM	\$ -		
	Solution Design, Testing, and Operations		\$.		Month.
	filestone 4 Solution Design, Testing, and Operations 1	\$ 710,955.00			
D028	Business Process Models	\$ 710,933.00	See Accumptions	See Assumptions	_
D029	Capacity Plan	5.11	\$	ace Assumptions	
D030	Configuration Management		\$ -		
D031	Data Conversion Plan		\$ -		
D032	Data Conversion Test Cases	Control and	\$ -		
D033	Data Conversion Test Results		\$ -		
D034	Database Design Document and Data Models	11 6 2 7 1	\$		
D035	Detailed System Design Document		\$		
D036	Disaster Recovery and Business Continuity	District of the last	\$.		
	Interface Inventory filestone 5: Solution Design, Testing, and Operations 2		\$.		Month (
D038	Load and Stress Test Cases		\$.		
D039	Load and Stress Test Results		\$ -		
D040	Operational Readiness Plan	COLUMN TO	\$		
D041	Operational Readiness Test Scripts	N 50 E.	\$ -		
D042	Operational Readiness Test Results		\$ -		Month 9
Payment Iv	filestone 6: Solution Design, Testing, and Operations 3				
D043	Regression Test Cases	Townson Street Street	\$ -		
D044	Regression Test Results		\$		
D045	Reports and Forms Inventory		\$ -		
D046	System Integration Plan		\$		
D047 D048	System Integration Test Cases	74-7-74	\$		
DU48	System Integration Test Results	The state of	\$ -		
	Henry Accounts now Tost Coron				
D049 D050	User Acceptance Test Cases User Acceptance Test Results and Letter		\$ -		Month 1

	Project Management: Recurring De	liverables and Mainten	ance	
upda impleme on the an	Description includes recurring status reports and the deliverables mandating tes and maintenance throughout the term of the contract. The natution project management monthly invoice may fluctuate based nount of hours used during the period. Some updates maybe be "as triggered" - and do not require on-going maintenance.	Total Cost Total Cost will be broken Into an Implementation project management monthly invoice.	Recurring Deliverable Cost	Estimated Hours to Complete
	up 5- Project Monitor & Control			-10
Payme	ent - Monthly Implementation Project Management Invaice	5		
D066	Project Schedule and Work Plan (Bi-Weekly)		c	
2000				
D067	Project Status Reporting (Weekly and Monthly)		*	
			\$ -	
D067	Project Status Reporting (Weekly and Monthly)		\$ -	
D067 D068	Project Status Reporting (Weekly and Monthly) Risk Register/Exception Plan (On-going)		\$ - \$	

Sunquest Attachment A_Cost Workbook West Virginia_FINAL OCOM idea and Proprietary

Payment N	filestone 7: Deployment 1	\$ 710,955.00	STATE OF THE PARTY	N. Carrier
D051	Cut over Play Book	No. Company	See Assumptions	
D052	Federal Review Supporting Documentation	CENTER OF THE PERSON NAMED IN	\$.	
D053	Implementation Certification Letter		\$.	
D054	Implementation Plan (Roll-out Plan)			
D055	Operations Change Management Plan		'S	Month 12
Payment N	filestone 8: Deployment 2		TOTAL CONTRACTOR	TO STATE OF THE PARTY OF THE PA
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 N	lilestone 9 Deployment 3		THE RESERVE TO BE A SECOND	The Property Lab
D061	System and User Documentation		\$ -	
D062	Training Materials	74.74	\$ -	
D063	Training Report		5	
D064	Training Schedule	144 15 16	5	
D065	Closeout Management Plan	77-83-1	5 .	Month 14
ditional Ve	dor Proposed Deliverables	5 -	The second second	William 24
	Other (specify)	OVER 12	5 -	
	Other (specify)		\$ -	
	Other (specify)	W.VERT	\$ -	
	Other (specify)		5	
	Other (specify)		\$ -	
	Warranty Services		\$	



Vendor: Sunquest Information Systems, Inc.

				Maint	enance a	and Opera	ations Si	upport -	Proposed	Staff	ing Level a	nd Costs		X		-				
			Ma			rations - Ba							onal T	erm 1	Opti	onal Te	m 2	Opt	ional Ter	rm 3
		Year 2		Year 3			Year 4			Year	5		Year 6			Year 7			Year 8	
Staff Position	Hours	Total Cost	Hours	Tot	al Cost	Hours	Tota	al Cost	Hours	To	otal Cost	Hours	To	tal Cost	Hours	_	1 Cost	Hours	_	al Cost
Account Manager		See Assumptions	s	\$			\$	-		\$	-		\$	-	7	S		110010	\$	1 000
Project Manager		\$ -		\$	(*)		\$	4		\$	- 4		Ś	72		\$			d	
Business Lead		\$ -		\$			Ś	-		\$			\$			\$			¢	(2)
Technical Lead		\$ -		\$			S		-	\$			\$	- 2		\$			¢	-
Implementation Manager		\$ -		\$	- 4		S	-		5			Ś			\$		-	¢	1973 1973
Operations Manager		\$ -		\$			Ś	-	-	Ś			\$	(2)		\$		_	¢	-
Quality Assurance Manager		\$ -		s			Ś			\$	-		\$			\$	-	-	÷	128
Testing Manager		\$ -		s			Ś	-		Ś	- 2	-	4	7/4/	-	\$	-		6	(24)
Document Management Lead		\$ -		\$			Ś	-		\$			Ś			\$			6	(3,0
Information Security Architect/Priva		\$ -		S			Ś			\$			\$	727		Ś		-	¢	
Additional Role 1		\$ -		s	-		Ś			Ś	-		\$			ċ		-	0	35.5
Additional Role 2		\$ -		Ś			S			5	- 2	-	ċ			Ś	_		4	
Additional Role 3		\$ -		Ś			5			S			4			\$			\$	
Additional Role 4		\$ -		Ś	7.5		S			Ś			¢	70	-	\$		-	0	
Additional Role 5		\$		S			\$	-		\$			\$			\$	_		\$	
Total		\$ -		\$	(4)		\$			\$			\$	3.70		\$			\$	

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.



Vendor:

Sunquest Information Systems, Inc.

				Hosting an	d Disaster	Recover	y		* - Table 1 - 1 - 1		
	Implementation		M	aintenance 8	& Operatio	ns - Base	Term		Optional Term 1	Optional Term 2	Optional Term 3
	Year(s) 1-2	Υ	ear 2	Year 3		Year 4	Y	ear 5	Year 6	Year 7	Year 8
		-111		Ho	sting Optic	on				WALL TO THE	
Hosting	See Assumptions	\$	-	\$	- \$	-	\$	-	\$ -	\$ -	Ś -
				Disaster	Recovery	Option					- 19 70 -
Disaster Recovery		\$	-	\$	\$		\$	-	s -	Ś -	Ś -
Total Hosting and Disaster Recovery Costs	See Assumptions	\$		\$	- \$		\$	-	\$ -	\$ -	\$ -



West Virainia Department of Health & Human Resources - Enterprise Surveillance System RFF

Vendor Tunount Information Systems Inc.

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 DHNR pays be greater than the fee paid by any other customer of the Contractor for the same type licens

altware Item#	Attachment	Attachment	Software Item	Per Linit Cost	Occuption	Implementation		Maintenance & O	perutions - Base Term		Optional Term 1	Optional Term 2	Optional Term 1	Total Graning	Total Gross	Total	
		Section	2004		10000000	Year 1	Year 2	Year 3	Year4	YearS	Year 6	Year 7	Year B	Costs	Costs	Discount	Total NET Cost
_1				\$ 1,200,000.00	- 1	5 1,200,000.00	\$ 1,200,000	00 \$ 1,200,000.0	\$ 1,200,000.00	\$ 1,200,000.00	\$ 1,200,000.00	\$ 1,360,000.00		\$ 8,580,000,00	\$ 9,780,000.00	\$	\$ 9,780,000,0
2				\$		5	\$	\$ -	\$ -	\$ -	\$	\$ -	S	5 .	\$ -	S -	5
3				\$		5	\$	\$ -	5 -	\$ -	\$	5	\$	4	¢ .	c .	
4				\$ -		\$	\$	5 .	S	\$.	4	9	· ·	é	4	, -	3
- 5				\$		5	S	5 .	Ġ .	è	e e			7	9 -	3 -	5
6				s -		3 .	\$	· ·		é	e e	3	3	2	5 -	5 .	\$ -
7				4		é	ė	10	1	3 .	3	9	3	3 .	5	5 -	\$
8					-	2	•		3 -	\$.	\$	\$	5	5 -	\$	\$	\$ -
				2	-		>		5 .	5 -	\$	\$	5	5	\$	\$ -	5 -
10				2		2	>	5 -	5	\$.	\$	\$	5	5 .	\$	5 -	\$
10						5 -	5	\$.	5	\$ -	\$	\$	1	5	S	ŝ -	4
				otal Packaged Soft	wore Costs	5 1,200,000.00	\$ 1,200,000	00 2 1,200,000.0	\$ 1,200,000.00	\$ 1,200,000.cx	5 1,260,000.00	\$ 1,250,000.00	5 1.360 mm no	5 # 580 000 00°	\$ 5,780,000.00	\$	\$ 9,780,000.00

oftware Item #	Attachment	Attachment Section	Software Item	Environment (e.g., Development, Yest, Training, Production)	Manufacturer	Brand Name	Version Number	Utility / Systems Management Software, DBMS, Data Warehouse, Other	Operating System	Detailed Description	Earliest Propose
_ 1								THE PARTY OF THE P		[a.g., Functionality, Purpose)	Parchase Date
2							_				
3							_				
4							_				
- i											
-		_									
-											
7											
8											
9											
10											

The proposal shall list the proposed software manufacturer, brand name, module rame, and version number for the items being proposed. Costs shall include licensing that covers all environments (e.g., Development, Feet, Training, Production). All required Packaged Software items shall be included on this worksheet (e.g., Utility/Syste Management System (1968)). Data Warehouse, Other). All costs associated with the purchase, delvery, 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. 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 Other Members of the Component of the Software (1964). The Component is the Component of the Software (1964) in the Component of the Software (1964) in the Component of the Software (1964). The Component of the Software (1964) is the Component of the Software (1964) in the Packaged Software Costs table shall correspond to the Software Items in the Packaged Software Specifications table.
The proposal shall list the proposed software manufacturer, brand name, moduler name, and version number for the terms help groposed. Costs shall include licensing that covers all environments (e.g., Development, Feet, Timining, Peopleichin), All recorder Packaged Software terms shall be included on this worksheet (e.g., Utility/Syste Management Software, Ostabase Management System (IDMS), Data Warehouse, Otheris, All costs associated with the purchase, delivery, installation, inspection, Renses, and production of the Software Cost. Vendors may instal additional rows a 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 CHHR with all documentation related to software purchases including, but not infinited to morelocy, software (East), Software (
The proposal shall list the proposed software manufactures, brand same, module rame, and version number for the terms being proposed. Costs shall include lensing that convers all environments (e.g., Development, Vers., Taminan, Production, All required befared scripted from the included on this worksheet (e.g., Utility/Syste Management Software, Database Management System (DBMS), Data Warehouse, Other). All costs associated with the purchase, delivery, installation, inspection, Renises, and production of 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 warrarty 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 infented to mortice, software (texts table shall including, but not findled to mortice, software reports in the Parkased Software Costs table shall
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/Syste Management System (1996). 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 warrarty 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 intellect to motice, software greeners, and other deals that may be required for audit and accounting. Software Items in the Packaged Software Costs table shall



Vendor: Sunquest Information Systems, Inc.

Item #	Attachment	Attachment Section	Description	Rationale	Cost Impact If Assumption is Inva
1	A	2 - Cost Summary	III. At a limit of a	Hosting & DR fees are fully included in the Packaged	s
			Hosting and Disaster Recovery	Software annual subscription pricing	×
2	A	2- Cost Summary		Sunquest is providing an unlimited user licence for the	
				WorldCare EDSS, Software as a Service. Therefore, future	\$
			Packaged Software	variation in pricing is based on changes to the hosting fees only.	
2	Α	2- Cost Summary	T duninged software	As this offering is a SaaS, the year 1 "Packaged Software"	
				or annual subscription fee, will begin upon contract	\$
			Packaged Software	exectuion.	٠
3	A	3 - Labor Rates		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	\$
			Implementation Services	delivered are included.	
	A	4 - 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:	
4				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	
			Project Deliverables	Operations	
	А	5. Maint & Ops Support		All ongoing maintenance and support fees are fully	
5				included in the Packaged Software annual subscription	\$
			Maintenace & Operations	pricing of Software as a Service.	7
6	А	6. Hosting & 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	
			Handing and Disaster B	number of concurrent users, increase in number of	
			Hosting and Disaster Recovery	ELR/EHR results and incidents.	
7	A	7. Software		Sunquest is providing an unlimited user licence for the	
			Software	WorldCare EDSS. Therefore, future variation in pricing is	\$
			Juliwale	based on changes to the hosting fees only.	

Human	
8	\$
9	Š -
10	Ś
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12	Ś.
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16	Š.
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18	Š ,
19	Š .
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.