West Virginia Department of Transportation
CRFP No. DOT22*01

General Instructions

Vendor must indicate on the Cost Summary Sheet whether their proposal is a On-Premise or SaaS solution and complete either the On-Premise tab or the SaaS solution tab depending on its proposed deployment approach. Vendors proposing an On-Premise solution additionally need to provide additional data on the Cost Summary Sheet for columns identified as "D. Unit Price" and "E. Discount %" (not needed for SaaS solution), which are highlighted in light orange. Vendor should complete the deliverable pricing schedule. On the customizations tab, the Vendor should separately list out the cost of each customization identified in the Fleet and Equipment Management Requirements matrix. The total cost for customizations on this tab should tie out to the customization deliverable line on the deliverables tab. On the Managed Services tab, the Vendor should include the cost of providing the required 12 months of production support and the cost of two optional one-year production support periods. On the rate sheet, the Vendor should enter rates by classification which will be utilized as the basis for negotiating any required change orders during the contract period.

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RFP No. CRFP DOT22*01 - Cost-Price Proposal

Cost Summary

Select On-Premise or SaaS Solution, set one to "Y" and one to "N"		
If On-Premise solution, provide the additional fields D. Unit Price, E. Discount % (not needed for SaaS solution)		
On-Premise Solution?	**N**	Y = On-Premise Solution, Any other Value represents a SaaS Solution

Offeror: Infor

1. Software - Core Solution	A. SKU	B. Product No.	C. Quantity	D. Unit Price	E. Discount %	F. Total Price
Infor EAM Essentials	EEN-S-ESSENTLS		110			$ 61,565.67
Infor EAM Enterprise GIS	EEN-HOST-SEGIS		1			$ 4,645.41
Infor EAM Enterprise Web Services Toolkit	EEN-HOST-SEWEBTK		1			$ 4,645.41
Infor EAM Enterprise Web Services Connector	EEN-HOST-SEWEBCL		5			$ 2,218.76
Infor EAM Enterprise Advanced Reporting Author	EEN-HOST-SEAU		4			$ 1,397.89
Optimized Scheduler	EEN-S-CONSOPTIMZER		1			$ 16,657.38
Infor EAM Enterprise Electronic Record / Signature	EEN-HOST-SESIG		1			$ 4,645.41
Infor EAM Enterprise Fleet Management	EEN-HOST-SEFLT		1			$ 4,645.41
Infor EAM Enterprise Customer Service Requests	EEN-HOST-SECSR		3000			$ 287.84
Infor EAM Enterprise Reliability Planning and Analysis	EEN-HOST-SRPA		1			$ 4,645.41
Infor EAM Alert Management	EEN-HOST-SALM		1			$ 4,645.41
Infor OS Essentials	ION-S-ESSENTLS-CE		1			$ -
Infor Storage	ION-S-STORAGE		2			$ -
Infor User Adoption Platform	ANC-S-UAPBUN		110			$ 15,000.00
Infor Campus Plus Membership	EDU-S-NOP-CPM		1			$ 4,000.00
					Software Subtotal	$ 129,000.00

2. Third Party Products	A. SKU	B. Product No.	C. Quantity	D. Unit Price	E. Discount %	F. Total Price
						$ -
					Third Party Subtotal	$ -

3. Services			Total Price	
Implementation (from **Implementation Tab**)			$	817,410.00
		Impl Services Subtotal	$	817,410.00

PROPOSED 4. Ongoing Costs	A. Base-Implementation	B. Base-Post Production	C. Option Term	D. Total Price (A+B+C)
Annual SaaS Subscriptions	$ 258,000.00	$ 402,686.00	$ 296,018.00	$ 956,704.00
Annual Third Party SaaS Subscription	$ -	$ -	$ -	$ -
SaaS-Application Managed Services		$ 120,000.00	$ 240,000.00	$ 360,000.00
			Ongoing Costs Subtotal	$ 1,316,704.00

Total Contract Price (Sum of Subtotals of Section 3 and 4 only)	$ 2,134,114.00

Offeror: Infor

1. Deliverables/Miletones	A. Total Price
Project Work Plan	$ 19,032.00
Project Kick-off Meeting	$ -
Project Management Plan	$ -
Quality Management Plan	$ -
Knowledge Transfer Plan	$ -
Stakeholder Engagement Plan	$ -
Organizational Change Management Plan	$ 72,000.00
Master Test Plan	$ 93,912.00
Data Conversion Plan	$ 27,664.00
Interface Plan	$ 88,400.00
Training Plan	$ -
Go-Live Deployment Plan	$ -
Post Go-Live Plan	$ -
System Detailed Design Document (SDDD)	$ 146,484.00
Security Plan	$ -
Requirements Traceability Matrix	$ -
Configured Software	$ 244,700.00
Unit Tested Interface Programs	$ -
Unit Tested Conversion Programs	$ -
Mock Data Conversion 1	$ -
Mock Data Conversion 2	$ -
Unit Tested Custom Objects (Forms, Reports, Workflows) - *ties to Customizations Subtotal for Fleet*	$ -
System Test Report	$ -
Integration Test Report	$ -
Security Test Report	$ -
Performance Test Report	$ -
User Acceptance Test Report	$ -
Training Materials	$ 73,830.00
Training Course Pilot (pre User Acceptance Test)	$ -
End-user Training	$ 27,000.00

1. Deliverables/Miletones	A. Total Price
Enterprise Readiness Plan	$ -
OCM Support/Materials per approved plan	$ -
Cut-over to Production	$ 24,388.00
Acceptance	$ -
Fleet Services Subtotal	**$ 817,410.00**

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Customization Cost - Complete By Phase for Each Item in Requirements Matrix Classifed as Customization or Third-Party Customization

Offeror: Infor

Customization Name/Description	Requirement #	Complexity	Price
Fleet Customizations			
No customizations required			$ -
			$ -
			$ -
			$ -
Add Lines Above As Required			$ -
		Total Cost, Fleet Customizations	$ -

CRFP No. DOT22*01 Cost-Price Proposal
On-Premise
Annual Software Maintenance

Offeror: Infor

1. Annual Software Maintenance - Core Solution	Implementation		Post Production Base Contract		
	2021	2022	2023	2024	2025
Annual Maintenance is included	$ -	$ -	$ -	$ -	$ -
	$ -	$ -	$ -	$ -	$ -

Software Maintenance: Implementation $ -   Software Maintenance: Post-Production Base Contract $ -

1. Annual Software Maintenance - Core Solution	Post Production Options		
	2026	2027	Total Price
	$ -	$ -	$ -
	$ -	$ -	$ -

Software Maintenance - Post Production Options $ -

1. Annual Software Maintenance - Third-Party	Implementation		Post Production Base Contract		
	2021	2022	2023	2024	2025
	$ -	$ -	$ -	$ -	$ -
	$ -	$ -	$ -	$ -	$ -

Software Maintenance: Implementation $ -   Software Maintenance: Post-Production Base Contract $ -

1. Annual Software Maintenance - Third Party	Post Production Options		
	2026	2027	Total Price
	$ -	$ -	$ -
	$ -	$ -	$ -

Software Maintenance - Post Production Options $ -

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CRFP No. DOT22*01 Cost-Price Proposal
SaaS Solution
Annual Software Subscriptions

Offeror: Infor

1. Annual Software Subscription	Implementation		Post Production Base Contract		
	2021	2022	2023	2024	2025
Infor EAM Enterprise Bundle	$ 129,000.00	$ 129,000.00	$ 129,000.00	$ 134,160.00	$ 139,526.00
		$ -	$ -	$ -	$ -

Software Subscription - Implementation $ 258,000.00

Software Subscription - Post Production Base Contract $ 402,686.00

1. Annual Software Subscription	Post Production - Options		
	2026	2027	Total Price
Infor EAM Enterprise Bundle	$ 145,107.00	$ 150,911.00	$ 296,018.00
	$ -	$ -	$ -

Software Subscription - Post Production Options $ 296,018.00

1. Annual Software Subscription - Third-Party	Implementation		Post Production Base Contract		
	2021	2022	2023	2024	2025
	$ -	$ -	$ -	$ -	$ -
	$ -	$ -	$ -	$ -	$ -

Software Subscription - Implementation $ -

Software Subscription - Post Production Base Contract $ -

1. Annual Software Subscription - Third-Party	Post Production - Options		
	2026	2027	Total Price
	$ -	$ -	$ -
	$ -	$ -	$ -

Software Subscription - Post Production Options $ -

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All Solutions
Application Managed Services

Offeror: Infor

1. Application Managed Services	Base	Options Period	
	2023	2024	2025
	$ 120,000.00	$ 120,000.00	$ 120,000.00
Application Managed Services-Base	$ 120,000.00	Appl Managed Services-Options Period	$ 240,000.00

Total Price - Managed Services	$	360,000.00

WVDOT Fleet System
CRFP No. DOT22*01
RATE SHEET

Offeror: Infor

Instructions: Vendors shall complete and submit this Rate Sheet. Vendors shall include billing rates for key staff that may provide professional services under this contract. Billing Rates shall be fully-burdened and include overhead, other direct costs and profit. These rates shall be used as a basis for the purchase of additional professional services under this Contract.

Item No.	Role	Role Description	Unit	Billing Rate
1	Consultant Assoc.	EAM Fleet Consultant	Hour	$145.00
2	Consultant	EAM Fleet Consultant	Hour	$200.00
3	Consultant, Sr	EAM Fleet Consultant	Hour	$210.00
4	Solution Architect	EAM Fleet SA	Hour	$210.00
5	Project Manager	Project Manager	Hour	$230.00
6	Project Director	Project Director	Hour	$230.00
7	GDS Sr. Consultant Infor Offshore EAM Team		Hour	$80.00
8	GDS Project Manager	Infor Offshore EAM Team	Hour	$80.00
9			Hour	$
10			Hour	$
11			Hour	$
12			Hour	$
13			Hour	$
14			Hour	$
15			Hour	$

1. Deliverables/Miletones	A. Total Price	NOTES
Project Work Plan	$ 19,032.00	
Project Kick-off Meeting	$ -	Included with Project Work Plan
Project Management Plan	$ -	Included with Project Work Plan
Quality Management Plan	$ -	Included with Project Work Plan
Knowledge Transfer Plan	$ -	Included with OCM
Stakeholder Engagement Plan	$ -	Included with OCM
Organizational Change Management Plan	$ 72,000.00	
Master Test Plan	$ 93,912.00	
Data Conversion Plan	$ 27,664.00	
Interface Plan	$ 88,400.00	
Training Plan	$ -	Included with Training costs below
Go-Live Deployment Plan	$ -	
Post Go-Live Plan	$ -	
System Detailed Design Document (SDDD)	$146,484.00	
Security Plan	$ -	Included with SDDD
Requirements Traceability Matrix	$ -	Included with SDDD
Configured Software	$244,700.00	
Unit Tested Interface Programs	$ -	All testing included with Master Test Plan
Unit Tested Conversion Programs	$ -	All testing included with Master Test Plan
Mock Data Conversion 1	$ -	Included with Data Conversion Plan
Mock Data Conversion 2	$ -	Included with Data Conversion Plan
Unit Tested Custom Objects (Forms, Reports, Workflows) - *ties to Customizations Subtotal for Fleet*		
System Test Report	$ -	All testing included with Master Test Plan
Integration Test Report	$ -	All testing included with Master Test Plan
Security Test Report	$ -	All testing included with Master Test Plan
Performance Test Report	$ -	All testing included with Master Test Plan
User Acceptance Test Report	$ -	All testing included with Master Test Plan
Training Materials	$ 73,830.00	
Training Course Pilot (pre User Acceptance Test)	$ -	Included with Training Materials
End-user Training	$ 27,000.00	
Enterprise Readiness Plan	$ -	Included with Cut-over to Production
OCM Support/Materials per approved plan	$ -	Included with OCM

Cut-over to Production	$ 24,388.00	
Acceptance	$ -	Included wth Master Test Plan
Fleet Services Subtotal	**$817,410.00**	