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WVDOT RIGHT OF WAY MANAGEMENT- SYSTEM - 62210C002

**Centralized Response to Request for
Proposal (CRFP #): DOT2200000002
Cost Proposal**

Sept 30, 2021

Submitted to:

Department of Administration, Purchasing Division
2019 Washington Street East
Charleston, WV 25305



Flairsoft Limited

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West Virginia Department of Transportation

CRFP No. DOT2200000002



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 then complete either the annual software maintenance or subscriptions tab depending on the deployment and licensing approach. 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 Right-of-Way, Utility Relocation and Railroad Agreements 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.

West Virginia Department of Transportation



CRFP No. DOT220000002 Cost-Price Proposal

Customization Cost for Each Item in Requirements Matrix Classified as Customization or Third-Party Customization

Customization Name/Description	Requirement #	Complexity	Price
ROW Customizations			
Provide user access to the forecasting capabilities within the Vendor solution for a minimum of 50% of the available forecasting capabilities without requiring the installation of any client software.	RPT-013	Medium	\$ 13,514.00
Display on the reports portal a list of reports that have been distributed to the user (i.e. the user has been granted authorization to view a report by the designated report publisher/owner).	RPT-019	Small	\$ 4,054.20
Allow users to search existing reports inventory and subscribe to reports after requesting and receiving permission from the report owner/publisher.	RPT-021	Small	\$ 8,108.00
Provide the ability for designated report publishers to un-publish reports to individual users or groups of users, with the un-publication subject to approval based on WVDOT business rules.	RPT-022	Small	\$ 5,405.60
Allow users to define or modify the sort order of reports.	RPT-030	Small	\$ 5,405.60
Provide the ability to schedule, view and modify the start time for batch printing including any dependencies on certain business conditions or events; provide option to restrict batch printing of large volume outputs by job or to certain authorized users to minimize on paper usage.	RPT-061	Small	\$ 5,405.60
Allow the system administrator or other authorized user to define limits on the execution time for a report or query and/or the numbers being retrieved.	RPT-063	Small	\$ 5,405.60
Cancel automatically a query or report job if it fails to meet system administrator defined criteria (e.g., time limits, infinite loops, excessive pages, etc.).	RPT-064	Small	\$ 5,405.60
Provide the ability for authorized users or system administrator to terminate any query or report that significantly reduces system performance.	RPT-065	Small	\$ 2,702.80
Provide functionality to audit exports of report data and modifications to report definitions.	RPT-067	Medium	\$ 13,514.00
Provide reports on user production statistics by user ID, time of day, length of job, etc. to determine who is viewing a report, what reports are being used and resources consumed by department/user suitable for billing purposes.	RPT-069	Small	\$ 8,108.00
Add Lines Above As Required			
Total Cost, ROW Customizations			\$ 77,029.00

West Virginia Department of Transportation



CRFP No. DOT220000002 Cost-Price Proposal
 SaaS Solution
 Annual Software Subscriptions

Offeror: Flairsoft Ltd.

1. Annual Software Subscription	Implementation		Post Production Base Contract		
	2021	2022	2023	2024	2025
300 User Software as a Service annual license fees for Right of Way, Property Management, and Utility Coordination modules including standard support & maintenance. 2 years of Dev and Test environments hosted at AWS.	\$ 10,000.00	\$ 10,000.00	\$ 285,600.00	\$ 294,168.00	\$ 302,993.04
Premuim Support - Optional			\$ 37,128.00	\$ 38,241.84	\$ 39,389.10
Software Subscription - Implementation		\$ 20,000.00	Software Subscription - Post Production Base Contract		\$ 997,519.98

1. Annual Software Subscription	Post Production - Options		
	2026	2027	Total Price
300 User Software as a Service annual license fees for Right of Way, Property Management, and Utility Coordination modules including standard support & maintenance. 2 years of Dev and Test environments hosted at AWS.	\$ 312,082.83	\$ 321,445.32	\$ 633,528.15
Premuim Support - Optional	\$ 40,570.77	\$ 41,787.89	\$ 82,358.66
Software Subscription - Post Production Options			\$ 715,886.81

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

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



WVDOT Right-of-Way, Utility Relocation and Railroad Agreements System
CRFP No. DOT2200000002
RATE SHEET

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	Project Manager	Oversee all activities relative to the contract(s), order(s) and/or project(s) assigned.	Hour	\$170.00
2	Client Partner	Plans, organizes, directs, and tasks in problem areas of extensive scope and complexity.	Hour	\$220.00
3	Business Analyst	Plans, organizes, directs, and tasks in problem areas of extensive scope and complexity.	Hour	\$130.00
4	Quality Assurance Lead	Develops, modifies, applies, and maintains standards for quality operating methods, processes, systems and procedures.	Hour	\$135.00
5	Integration/Application Architect	Responsible for all or part of the architecture of a system, sub-system or component.	Hour	\$195.00
6	GIS Architect	Responsible for all or part of the GIS architecture of a system, sub-system or component.	Hour	\$155.00
7	Lead Software Engineer	Performs analysis, specification, development, testing, implementation and maintenance of platform and application systems, including design and data modeling; may also include database design and implementation.	Hour	\$135.00
8	Software Engineer	Responsible for development, testing, implementation and maintenance of application systems under the oversight of a Senior Consultant, Senior Architect, Architect or Project Manager.	Hour	\$125.00
9	Principal Software Engineer	Performs analysis, specification, development, testing, implementation and maintenance of platform and application systems, including design and data modeling; may also include database design and implementation.	Hour	\$135.00
10	Security Architect	Develops and implements security systems for any manual or automated systems.	Hour	\$155.00
11	Subject Matter Expert	Plans, organizes, directs, and tasks in problem areas of extensive scope and complexity.	Hour	\$175.00
12	Lead Trainer	Duties include developing course materials , organizing and conducting training sessions.	Hour	\$165.00
13				
14				
15				