

## COST PROPOSAL

### IDENTITY MANAGEMENT SINGLE SIGN-ON SOLUTION

REQUEST FOR PROPOSALS NO. CRFP 0947 ERP2400000002



## State of West Virginia

**Submitted to:**

Larry D McDonnell  
State of West Virginia  
Department of Administration,  
Purchasing Division 2019 Washington Street East  
Charleston, WV 25305-0130  
Phone: 304-558-3970

**Opening Date:** February 23<sup>rd</sup>, 2024

**Deadline for Questions:** March 1<sup>st</sup>, 2024

**Technical Proposal Due Date:** April 4<sup>th</sup>, 2024

**Financial Proposal Due Date:** April 4<sup>th</sup>, 2024

**ORIGINAL**



**Submitted by:**

**Software Productivity Strategists, Inc.**

2400 Research Blvd. Suite 115

Rockville, MD 20850

301-337-2290

**Mary Stang | Director – State, Local Education**

**Email:** [mary.stang@spsnet.com](mailto:mary.stang@spsnet.com)

**Signature:**

*Mary Stang*



## COVER LETTER

Larry D McDonnell  
West Virginia Oasis  
Department of Administration Purchasing Division  
2019 Washington Street East  
Charleston, WV 25305-0130  
Email ID: larry.d.mcdonnell@wv.gov

**March 29, 2024**

Dear Larry,

We are pleased to submit our cost proposal in response to the Request for Proposal (RFP) for Identity Management Single Sign-On Solution under the State of West Virginia. Our proposal encompasses the RFP requirements, and we are confident that our expertise and capabilities align perfectly with the project's objectives.

If you have any questions concerning this proposal, please contact Mary Stang by phone 301-337-2290 or via email [mary.stang@spsnet.com](mailto:mary.stang@spsnet.com).

Sincerely,



Software Productivity Strategists, Inc.  
Mary Stang, Director – State, Local Education

## CRFP ERP24-02 - Exhibit A - Pricing Page - IDM RFP

Exhibit A - Pricing Page				
Identity Management Single Sign-On Solution Licensing				
	Description	Unit Price	Quantity	Extended Price (Annual Price)
Year 1	IBM Security Verify SAAS Software License - Pricing to reference both unique and total logins for the calendar year 4/1/2024 to 3/31/2025 as attached. This is not referencing named or assigned user accounts. Average of 24,000 Unique Logins per month	\$378,305.77	1	\$378,305.77
Year 2	IBM Security Verify SAAS Software License - Pricing to reference both unique and total logins for the calendar year 4/1/2025 to 3/31/2026 as attached. This is not referencing named or assigned user accounts. Average of 24,000 Unique Logins per month	\$397,217.74	1	\$397,217.74
Year 3	IBM Security Verify SAAS Software License - Pricing to reference both unique and total logins for the calendar year 4/1/2026 to 3/31/2027 as attached. This is not referencing named or assigned user accounts. Average of 24,000 Unique Logins per month	\$417,078.65	1	\$417,078.65
Optional Year 4	IBM Security Verify SAAS Software License - Pricing to reference both unique and total logins for the calendar year 4/1/2027 to 3/31/2028 as attached. This is not referencing named or assigned user accounts. Average of 24,000 Unique Logins per month	\$446,274.15	1	\$446,274.15
Optional Year 5	IBM Security Verify SAAS Software License - Pricing to reference both unique and total logins for the calendar year 4/1/2028 to 3/31/2029 as attached. This is not referencing named or assigned user accounts. Average of 24,000 Unique Logins per month	\$477,513.34	1	\$477,513.34
Optional Year 6	IBM Security Verify SAAS Software License - Pricing to reference both unique and total logins for the calendar year 4/1/2029 to 3/31/2030 as attached. This is not referencing named or assigned user accounts. Average of 24,000 Unique Logins per month	\$510,939.27	1	\$510,939.27
	Additional Unique Logins by User (per month)		1,000	\$0.00
	SAAS Monthly Support (If necessary)			\$0.00
Subtotal (Section A) Licensing				\$2,627,328.92

Support and Implementation Services						
	Title	Estimated Quantity (Onsite)	Onsite Hourly Rate	Estimated Quantity (Offsite)	Offsite Hourly Rate	Extended Price
	Services and Support to include Installation, Customization, Integration, and Data Conversion	300	\$225.00	1500	\$149.00	\$291,000.00
Subtotal (Section B) Support and Implementation Services						\$291,000.00
TOTAL BID AMOUNT (Sum of Section A and B)						
*All pricing includes travel charges. Quantities are estimates for evaluation purposes only						\$2,918,328.92