VENDOR NAME: TriVir LLC

BUYER: Larry D McDonnell

SOLICITATION NO.: CRFP 0947 ERP2400000002

BID OPENING DATE: April 4th, 2024

BID OPENING TIME: 1:30PM Eastern

FAX NUMBER: N/A

COST PROPOSAL

Pricing Proposal for Identity Management Single Sign-On Solution

In Response To:

ITN Number: CRFP 0947 ERP2400000002

For: State of West Virginia

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TriVir LLC submits the following Cost Proposal for ITN-22-046-MF – Identity and Access Management Services and Single Sign-On Solution:

- A. TriVir offers a single service, Identity Management Consulting. The hourly labor rate for that service is stated on the Pricing Sheet.

- B. The approach for implementing this solution is detailed in the technical response's Proposed Approach and Methodology section. The number of hours needed for implementation will be determined during initial discovery and Requirements Assessment.

- C. Travel is not anticipated for this engagement. However, should travel be required, TriVir has listed an on-site rate, including expenses.

- D. There are no additional expenses, including clerical, supplies, etc.

Note 1: Subscription pricing for the Ping Advanced Identity Cloud is provided for the first year. Annual SaaS pricing on this proposal will be increased by 5% per year for the duration of this cost proposal. TriVir is a registered reseller of Ping Identity and does not control the pricing offered by Ping Identity.

Note 2: TriVir Professional services rates will increase by 3% annually.

Exhibit A - Pricing Page			
Identity Management Single Sign-On Solution Licensing (Section A)			
	Description	**Quantity**	**Extended Price (Annual Price)**
Year 1	SAAS Software License - Pricing to reference both unique and total logins for the calendar year 2024 as attached.	24,000	$1,197,263.45
Year 2	SAAS Software License - Pricing to reference both unique and total logins for the calendar year 2024 as attached.	24,000	$1,139,434.74
Year 3	SAAS Software License - Pricing to reference both unique and total logins for the calendar year 2024 as attached.	24,000	$1,196,406.48
Optional Year 4	SAAS Software License - Pricing to reference both unique and total logins for the calendar year 2024 as attached.	24,000	$1,256,226.80

		Estimated Quantity	Onsite Hourly	Estimated Quantity	Offsite Hourly	Extended Price

Optional Year 5	SAAS Software License - Pricing to reference both unique and total logins for the calendar year 2024 as attached.	24,000	$1,319,038.14
Optional Year 6	SAAS Software License - Pricing to reference both unique and total logins for the calendar year 2024 as attached.	24,000	$1,384,990.05
	SAAS Monthly Support (If necessary)		Included
	Subtotal (Section A) Licensing		**$7,493,359.66**

- Unit pricing is not provided. Each SaaS software year line item comprises multiple components pricing.

Support and Implementation Services (Section B)

Title	Estimated Quantity (Onsite)	Onsite Hourly Rate	Estimated Quantity (Offsite)	Offsite Hourly Rate	Extended Price
Implementation and migration onto Ping Advanced Identity Cloud for First-Year Systems	40	$320	80	$265	$34,000
Subtotal (Section B) Support and Implementation Services					**$34,000**
TOTAL BID AMOUNT (Sum of Sections A and B)					**$7,527,359.66**

- On-site rate includes travel charges. Quantities are provided for evaluation purposes only. Actual quantity will depend on initial discovery and scope definition of in-scope systems and use-cases.

Professional Services Labor Category

TriVir offers a single labor category representing a blended rate for Project Management, Engineering (requirement definition, development, testing, and deployment), and support. The table below identifies the labor category and the proposed hourly rate.