



WVSOS Election Division E-ballot Delivery Technology

Cost Proposal

CRFP 1600 SOS2400000001

Skypunch Technology
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WV PURCHASING
DIVISION

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Attachment A - Pricing Page					
Election E-Ballot Delivery Technology					
Item #	Item	Unit of measure	Quantity	Unit Price	Extended total
1	Primary Election for all 55 counties	Lump Sum	1	\$ 152,500.00	\$ 152,500.00
2	General election for all 55 counties	Lump Sum	1	\$ 152,500.00	\$ 152,500.00
3	Setup/Configuration/Installation	Lump Sum			
4	Year One -Implementation/Customization/ System Training - One Time fee to System Acceptance	Lump Sum			
5	First Year Maintenance/Support/Warranty Hosting	Lump Sum			
6	Year 2 Maintenance/Support/Warranty/Hosting (Optional Renewal)	Lump Sum			
7	Year 3 Maintenance/Support/Warranty/Hosting (Optional Renewal)	Lump Sum			
8	Year 4 Maintenance/Support/Warranty/Hosting (Optional Renewal)	Lump Sum			
Total Bid Amount of Contract =				\$	305,000.00

There is no cost to onboard a new customer, nor is there anything to install given this is a SaaS solution. Unlimited training and support is provided by Skypunch for the duration of the contract which includes aiding all election managers in setting up their elections; testing; and support while voting is open. Because this is a one-year contract, lines 6-8 are not applicable.

Alternate Pricing Model

This alternative pricing model allows use of the system by any county or local municipality in the state of West Virginia for any public sector voting event that concludes by December 31, 2025. The appeal of the alternative model is to supercharge two things:

1. Adoption of web-based, cryptographically verifiable voting solutions across the state of West Virginia helping to lay the groundwork for broader scale adoption of such systems in West Virginia while solidify the state's reputation as the home of next generation election technology.
2. Broaden the universe of West Virginia voters set up as "cloud voters" and lay the groundwork for broadening the usage of cloud voting solutions in the future.
3. As a potentially bonus third benefit, now that West Virginia has been awarded money from the *CHIPS and Science Act* to invest in digital identity development this process of establishing West Virginia voters as cloud voters could prove to have application across more than just elections as residents need to prove their identity to other state agencies and perhaps even private-sector entities.

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1	Primary Election for all 55 counties	Lump Sum	1	\$ 152,500.00	\$ 152,500.00
2	General election for all 55 counties	Lump Sum	1	\$ 152,500.00	\$ 152,500.00
3	Use of the Skypunch system for any county or local municipality in West Virginia to conduct a voting event so long as that event concludes by December 31, 2025.	Lump Sum	1	\$ 90,000.00	\$ 90,000.00
Total Bid Amount of Contract =					\$ 395,000.00