



Cost Proposal: State of West Virginia RFP to Modernize the DMV Driver System

Solicitation Number
CRFP 0802 DMV2600000001

Submitted By
Aura Solutions LLC (dba AstreaX)
1500 North Priest Drive, Suite 102
Tempe, AZ 85281
Phone: 480.212.6202

Contact Person
Jason Gladstone, Director
jgladstone@astreaX.com | Phone: 480.212.6202

Vendor Signature

A handwritten signature in black ink, appearing to be "J. Gladstone", written over a horizontal line.

Date
January 22, 2026

ORIGINAL

West Virginia Department of Transportation (WVDOT) RFP No. CRFP 0802 DMV260000001—West Virginia DMV System Modernization



Instructions

Vendor, please enter your name in the text box below (it will propagate throughout the r

Aura Solutions LLC (dba AstreaX)

Cost Proposal

This workbook has formulas that automatically sum the numbers entered by the Vendor in their proposal. Critical cells have been protected to prevent overtyping or modification, and only cells that can accept data are accessible.

For this tab (i.e., the **Instructions Tab**), the Vendor shall enter their name in the cell above with the blue arrow pointing to it. The name entered above will be propagated throughout the remainder of the worksheet.

Proposals must include a completed Cost Proposal in Microsoft® Excel® format using this Cost Proposal workbook.

Vendor shall provide pricing for application managed services and any subscriptions for the SaaS/Cloud-based DMV solutions and any proposed third-party software solutions for ten (10) years for the solution defined in the written RFP. The Vendor shall separately cost out hosting if the Vendor provides this versus hosting in a State controlled Cloud environment. The Department expects to pay a reduced SaaS subscription fee during the initial implementation period.

Overall Cost Summary

This tab is calculated from other tabs in the workbook. No entries are required or allowed here.

Summary

The Vendor shall enter information (SKU, product number, quantity) about their proposed core software solution and any third-party software components that may be required in Part 2.

The remainder of this tab is calculated from other tabs in the workbook.

These tabs break out the milestone cost for each phase. Vendors shall enter prices in the cost workbook for each deliverable/milestone. The total of the milestones for each phase will be automatically carried forward to the Summary and Overall Cost Summary tabs. The Vendor should account for all anticipated costs within the payment milestones. The Agency reserves the right to reject the request for payment of any direct cost item that was not included in the cost proposal or that was not expressly approved in advance of the cost being incurred. Travel costs will not be reimbursed separately and must be included in the milestone/deliverable pay points for each implementation phase as appropriate. Also enter the anticipated or targeted delivery date for each item (this will help us understand expected cash flow by fiscal year). Percentages of total are automatically calculated on this tab. Planning should not exceed 5% of the phase total. Phase Acceptance should be at least 20% of the phase total.

Customizations Tabs

For customizations, Vendor shall enter line-item pricing for each proposed customization in each phase. The sum total of the customizations in each phase will be automatically carried forward to the customization milestone applicable to each phase.

Subscriptions Tab

Vendor shall provide pricing for subscriptions for the SaaS/Cloud-based DMV solution, application managed services, hardware maintenance and refreshes and hosting needed to meet the outlined requirements and any proposed third-party software solutions for ten (10) years.

Rate Sheet Tab

Vendor shall complete the rate card tab of the cost workbook by entering the proposed hourly rate for each proposed resource classification. Hourly rates are to be inclusive of direct labor and overhead costs, but should not include any travel expenses. These rates shall be utilized by the Agency as the basis for negotiating any change orders to the contract. In the event travel is required as part of a change order, travel will be negotiated separately and then allocated/applied to the cost of each milestone contained in the change order. The rates provided shall be good for the first three (3) years of the contract, with the contractor allowed to escalate these rates by a percentage not to exceed the prevailing annual consumer price index (CPI) for West Virginia beginning in contract Year 4. The Rate Sheet is an independent table and is not calculated in the Total Price and does not carry forward to the summary tabs.

A Note on the Approach:

Our Technical Proposal and Cost Proposal follows the phased approach that was provided in the WVDMV RFP. If selected to move forward, we would like to share an alternative approach to Phases 1-3 which will result in a significant reduction in cost and risk for the modernization project. Based on our ongoing work and industry relationships, we believe our alternative approach would be acceptable to

Pricing Assumptions:

- Customizations listed in the Customization Tabs refer to code changes, not configuration changes.
- Our pricing includes the following hardware: cameras, customer check-in kiosks, ruggedized tablets for road testing, knowledge test kiosks, advanced signature pads, scanners for CSRs and back office, and printers for each workstation. Hardware does not include computers for customer service representatives. Additional hardware types or amount of hardware may impact the cost. During discovery, any current hardware owned by WVDMV that can be reused will be removed from the AstreaX procurement list and the project cost will be adjusted down accordingly.
- Cloud pricing is based on Azure Commercial Cloud. If the WVDMV/WVOT chooses to go with Government Cloud, there may be an impact to cost.
- Phase 1 requires the use of zOS Connect (or equivalent) to allow for the mainframe CICS application(s) to initiate and receive REST messages. The cost of zOS Connect (or equivalent) is not included in our proposal. If not already owned, the WVDMV will be responsible for acquiring zOS Connect (or equivalent) and making it available for use by the AstreaX team. This software is necessary to enable the use of REST messages with the WVDMV legacy Drivers system.
- Our proposed disaster recovery approach for the WVDMV follows the Arizona MVD's cost-conscious On-Demand Recovery model where data is replicated in real-time to the secondary region while the infrastructure remains in a standby state. If the WVDMV/WVOT chooses a different approach, there may be an impact to cost.



This sheet provides an overall summary of total proposed cost. No entries are allowed or required.

RFP No. CRFP 0802 DMV260000001—West Virginia DMV System Modernization
Proposer: Aura Solutions LLC (dba AstreaX)
Overall Cost Summary for Offeror's Proposed Driver's License Solution

1. Implementation Services (Costs are pulled from the Detail Tabs)	Total Price	Notes
Phase 1 - Retire AAMVA Unified Network Interface (UNI) Platform and integrate with Mainframe DL System	\$ 2,195,268.00	
Phase 2 - Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach	\$ 13,699,560.00	
Phase 3 - Implement enhanced capabilities to Driver's License system and replace peripheral systems	\$ 6,022,392.00	
Phase 4 - (State Option) Implement Vendor's Vehicle Digital Titling and Registration system	\$ 8,325,896.00	
Services Subtotal	\$ 30,243,116.00	

4. Ongoing Costs (Costs Consolidated and pulled from the Detail Tabs)	A. Base-Implementation	B. Base-Post Production	C. Total Price
Annual SaaS Subscription for Core Software - Phase 1 - Retire AAMVA Unified Network Interface (UNI) Platform and integrate with Mainframe DL System	\$ 1,419,968.00	\$ -	\$ 1,419,968.00
Annual Third Party SaaS Subscription - Phase 1 - Retire AAMVA Unified Network Interface (UNI) Platform and integrate with Mainframe DL System	\$ -	\$ -	\$ -
Annual SaaS Subscription for Core Software - Phase 2 - Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach	\$ 2,322,700.00	\$ 29,220,474.63	\$ 31,543,174.63
Annual Third Party SaaS Subscription - Phase 2 - Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach	\$ 591,621.16	\$ 2,366,484.64	\$ 2,958,105.80
Annual SaaS Subscription for Core Software - Phase 3 - Implement enhanced capabilities to Driver's License system and replace peripheral systems	\$ -	\$ 5,740,560.00	\$ 5,740,560.00
Annual Third Party SaaS Subscription - Phase 3 - Implement enhanced capabilities to Driver's License system and replace peripheral systems	\$ -	\$ -	\$ -
Annual SaaS Subscription for Core Software - Phase 4 - (State Option) Implement Vendor's Vehicle Digital Titling and Registration system	\$ -	\$ 3,198,240.00	\$ 3,198,240.00
Annual Third Party SaaS Subscription - Phase 4 - (State Option) Implement Vendor's Vehicle Digital Titling and Registration system	\$ -	\$ -	\$ -
		Subscriptions Subtotal	\$ 44,860,048.43

Base Contract (Implementation Services)	\$ 21,917,220.00
Base Contract (Associated Subscriptions)	\$ 41,661,808.43
Total for Base Contract Only (Phases 1, 2, and 3)	\$ 63,579,028.43
Department Options [Phase 4 - (State Option) Implement Vendor's Vehicle Digital Titling and Registration system] Implementation Services	\$ 8,325,896.00
Department Options [Phase 4 - (State Option) Implement Vendor's Vehicle Digital Titling and Registration system] Associated Subscriptions	\$ 3,198,240.00
Total Contract Price (Base and Options)	\$ 75,103,164.43



Proposer should enter product information for each proposed software product for the driver's license solution in Sections 1 and 2 only. The remainder of this sheet summarizes costs from other sheets and requires no entries.

RFP No. CRFP 0802 DMV260000001—West Virginia DMV System Modernization
Proposer: Aura Solutions LLC (dba AstreaX)
Driver's License Software Acquisition, Implementation, and Ongoing Operation

1. Software - Core Solution	Itemize Software Modules Here and Include Pricing on Subscription Tab by Year		
	A. SKU	B. Product No.	C. Quantity
Arizona MAX Solution - shared code - no licensing costs			

2. Third Party Products	Itemize Software Modules Here and Include Pricing on Subscription Tab by Year		
	A. SKU	B. Product No.	C. Quantity
Adobe Acrobat			
Asprise Scanner.js			
DocuSign			
EMGU CV			
Essential Objects			
FullCalendar			
Google Developer License			
Google Maps Developer License			
Handfire - Enterprise			
MadCap Flare			
Power BI Pro			
RebexTotalPack			
ReCaptcha			
Smarty Address Validation			
SQL Server			
Tajaz Signature Pad Certificate			
TransUnion iQvation Device Reputation			
Twilio			

3. Services	Total Price
Phase 1 - Retire AAMVA Unified Network Interface (UNI) Platform and Integrate with Mainframe DL System	\$ 2,195,268.00
Phase 2 - Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach	\$ 13,699,560.00
Phase 3 - Implement enhanced capabilities to Driver's License system and replace peripheral systems	\$ 6,022,392.00
Phase 4 - (State Option) Implement Vendor's Vehicle Digital Titling and Registration system	\$ 8,325,896.00
Services Subtotal	\$ 30,243,116.00

4. SaaS Subscription Costs	A. Initial Implementation	B. Post Production	C. Total Price (A+B)
Annual SaaS Subscription for Phase 1 - Retire AAMVA Unified Network Interface (UNI) Platform and integrate with Mainframe DL System	\$ 1,419,968.00	\$ -	\$ 1,419,968.00
Annual Third Party SaaS Subscription for Phase 1 - Retire AAMVA Unified Network Interface (UNI) Platform and integrate with Mainframe DL System	\$ -	\$ -	\$ -
Annual SaaS Subscription for Phase 2 - Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach	\$ 2,322,700.00	\$ 29,220,474.63	\$ 31,543,174.63
Annual Third Party SaaS Subscription for Phase 2 - Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach	\$ 591,621.16	\$ 2,366,484.64	\$ 2,958,105.80
Annual SaaS Subscription for Phase 3 - Implement enhanced capabilities to Driver's License system and replace peripheral systems	\$ -	\$ 5,740,560.00	\$ 5,740,560.00
Annual Third Party SaaS Subscription for Phase 3 - Implement enhanced capabilities to Driver's License system and replace peripheral systems	\$ -	\$ -	\$ -
Annual SaaS Subscription for Phase 4 - (State Option) Implement Vendor's Vehicle Digital Titling and Registration system	\$ -	\$ 3,198,240.00	\$ 3,198,240.00
Annual Third Party SaaS Subscription for Phase 4 - (State Option) Implement Vendor's Vehicle Digital Titling and Registration system	\$ -	\$ -	\$ -
Subscription Costs Subtotal			\$ 44,860,048.43

STATE OPTION
STATE OPTION

Total Price (Sum of Subtotals of Section 3-Services and 4-Software Subscriptions)	\$ 75,103,164.43
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RFP No. CRFP 0802 DMV260000001—West Virginia DMV System Modernization

Enter pricing and anticipated delivery dates for Phase 1.

Proposer: Aura Solutions LLC (dba AstreaX)

Phase 1 - Retire AAMVA Unified Network Interface (UNI) Platform and integrate with Mainframe DL System



1. Deliverables/Milestones	A. Total Price	Target Delivery Date	%
<p>Project Plans and Kick-off Meeting, including: Project Work Plan, Project Kick-off Meeting, Project Management Plan with Resource Management Plan, Release Management Plan, Quality Management Plan, Knowledge Transfer Plan, Stakeholder Engagement Plan, Organizational Change Management (OCM) Plan, Master Test Plan, Data Conversion-Migration Plan, Interface Plan, Training Plan, Production Support/HelpDesk Support Plan, Go-Live Deployment Plan, Operational Level Agreements, Service Level Agreements, Post Go-Live Plan, Security Plan</p> <p>Design: System Detailed Design Document (SDDD) & Requirements Traceability Matrix</p>	\$109,763.40	2026-07-31	5.00%
<p>Development: Helpdesk Support Tools/Monitoring Tools, Modified Cobol, Copybooks, Modifications, etc. Restful Services, Build or Prepare the required Testing Environments, Unit Tested Restful Services, Unit tested Cobol Code/JCL, & Unit Test Reports, Workflows</p>	\$878,107.20	2027-01-31	40.00%
<p>Testing: System Test Report, Integration Test Report, Security Test Report, Performance Test Report, User Acceptance Test (UAT) Report, & Approved Configured Software</p>	\$548,817.00	2027-03-15	25.00%
<p>Production Readiness: Training Materials, Training Course Pilot (pre-UAT), End-User Training, Enterprise Readiness Plan, Support/Materials per Approved Plan, Delivery and Commissioning of Any Required Hardware & Cut-over to Production</p>	\$219,526.80	2027-03-31	10.00%
<p>Phase 1 Release Acceptance</p>	\$439,053.60	2027-04-30	20.00%
Release Services Subtotal	\$ 2,195,268.00		100.00%

Enter the subscription cost per year for Phase 1.



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Proposer: Aura Solutions LLC (dba AstreaX)

Annual Software Subscription Cost for Phase 1 - Retire AAMVA Unified Network Interface (UNI) Platform and integrate with Mainframe DL System

1. Annual Software Subscription - Core Solution	Initial Implementation		Post Production								
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	
Core Solution Software Components	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Application Managed Services	\$211,200.00	\$708,768.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Hardware Maintenance and Refresh	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Hosting	\$200,000.00	\$300,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Subtotal: Core Software During Initial Implementation	\$ 1,419,968.00		Subtotal: Core Software During Production Support								\$ -

2. Annual Software Subscription - Third-Party	Initial Implementation		Post Production								
	Year 2	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Subtotal: Third-Party Software During Initial Implementation	\$ -		Subtotal: Third-Party Software During Production Support								\$ -

RFP No. CRFP 0802 DMV2600000001—West Virginia DMV System Mod Enter pricing and anticipated delivery dates for Phase 2.

Proposer: Aura Solutions LLC (dba AstreaX)

Phase 2 - Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach



1. Deliverables/Milestones	A. Total Price	Target Delivery Date	%
Project Plans and Kick-off Meeting , including: Project Work Plan, Project Kick-off Meeting, Project Management Plan with Resource Management Plan, Release Management Plan, Quality Management Plan, Knowledge Transfer Plan, Stakeholder Engagement Plan, Organizational Change Management (OCM) Plan, Master Test Plan, Data Conversion-Migration Plan, Interface Plan, Training Plan, Production Support/HelpDesk Support Plan, Go-Live Deployment Plan, Operational Level Agreements, Service Level Agreements, Post Go-Live Plan, Security Plan Design: System Detailed Design Document (SDDD) & Requirements Traceability Matrix	\$684,978.00	2027-07-31	5.00%
Development: Configured Software, Unit Tested Interface Programs, Unit Tested Conversion Programs, Mock Data Conversion 1, & Mock Data Conversion 2	\$3,572,544.00	2027-11-30	26.08%
Unit Tested Custom Objects (Forms, Reports, Workflows) - Pulled from Subtotal Cost, Phase 2 Customizations	\$1,907,280.00	2027-11-30	13.92%
Testing: System Test Report, Integration Test Report, Security Test Report, Performance Test Report, User Acceptance Test (UAT) Report, & Approved Configured Software	\$3,424,890.00	2027-12-31	25.00%
Production Readiness: Training Materials, Training Course Pilot (pre-UAT), End-User Training, Enterprise Readiness Plan, Support/Materials per Approved Plan, Delivery and Commissioning of Any Required Hardware & Cut-over to Production	\$1,369,956.00	2028-01-31	10.00%
Phase 2 Acceptance	\$2,739,912.00	2028-02-28	20.00%
Release Services Subtotal	\$ 13,699,560.00		100.00%



Enter pricing by Phase/Release for each customization identified in the Requirements Matrix.

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Phase 2 - Retire Mainframe Driver's License system using Minimal Viable Product

Complete for each Item Classified as Customization or Third-Party Customization

Customization Name/Description	Complexity	Price
Customizations		
Interface to App Extender	Large	\$217,800.00
WV-Specific UI Changes	Medium	\$58,080.00
WV-Specific Correspondence Changes	Medium	\$58,080.00
Workstation Integration	Small	\$38,720.00
WV-Specific Fees	Small	\$38,720.00
Finance Interfaces	Large	\$116,160.00
Photo and Signature Interface	Large	\$121,000.00
WV-Specific Driver License Classes	Medium	\$96,800.00
WV-Specific Endorsements/Restrictions	Medium	\$87,120.00
WV Testing Updates	Medium	\$87,120.00
WV Knowledge Test Questionnaire Changes	Medium	\$96,800.00
WV-Specific Medical Program	Large	\$121,000.00
WV Mobile DL	Small	\$39,040.00
AAMVA Changes to Support WV	Medium	\$96,800.00
WV Administrative Actions	Large	\$181,500.00
WV Failure to Appear/Pay/Comply	Medium	\$87,120.00
WV Interlock Program	Large	\$133,100.00
WV Driver Motor Vehicle Record	Medium	\$87,120.00
WV Business Rule Changes	Large	\$145,200.00
		\$ -
<i>Add Any Lines Needed Above As Required</i>		\$ -
Total Cost - Customizations Phase 2		\$ 1,907,280.00

Enter the subscription cost per year for Phase 2.



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Proposer: Aura Solutions LLC (dba AstreaX)
Annual Software Subscription Cost for Phase 2 - Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach

1. Annual Software Subscription - Core Solution including Application Managed Services	Initial Implementation		Post Production								
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	
Core Solution Software Components	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Application Managed Services	\$576,000.00	\$576,000.00	\$2,114,512.75	\$2,035,230.56	\$2,064,816.94	\$2,051,127.26	\$2,112,661.07	\$2,004,097.37	\$2,064,220.30	\$2,126,146.90	
Hardware Maintenance and Refreshes	\$ -	\$770,700.00	\$ -	\$ -	\$ -	\$ -	\$770,700.00	\$ -	\$ -	\$ -	
Hosting	\$100,000.00	\$300,000.00	\$1,200,000.00	\$1,272,000.00	\$1,348,320.00	\$1,429,219.20	\$1,514,972.35	\$1,605,870.69	\$1,702,222.93	\$1,804,356.31	
Subtotal: Core Software During Initial Implementation	\$ 2,322,700.00		Subtotal: Core Software During Production Support								\$ 29,220,474.63

2. Annual Software Subscription - Third-Party	Initial Implementation		Post Production								
	Year 2	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	
Adobe Acrobat	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	
Asprise Scanner.js	\$33,392.72	\$33,392.72	\$33,392.72	\$33,392.72	\$33,392.72	\$33,392.72	\$33,392.72	\$33,392.72	\$33,392.72	\$33,392.72	
Azure Communication Services	\$7,500.00	\$7,500.00	\$7,500.00	\$7,500.00	\$7,500.00	\$7,500.00	\$7,500.00	\$7,500.00	\$7,500.00	\$7,500.00	
DocuSign	\$36,000.00	\$36,000.00	\$36,000.00	\$36,000.00	\$36,000.00	\$36,000.00	\$36,000.00	\$36,000.00	\$36,000.00	\$36,000.00	
EMGU CV	\$443.09	\$443.09	\$443.09	\$443.09	\$443.09	\$443.09	\$443.09	\$443.09	\$443.09	\$443.09	
Essential Objects	\$939.39	\$939.39	\$939.39	\$939.39	\$939.39	\$939.39	\$939.39	\$939.39	\$939.39	\$939.39	
FullCalendar	\$551.83	\$551.83	\$551.83	\$551.83	\$551.83	\$551.83	\$551.83	\$551.83	\$551.83	\$551.83	
Google Developer License	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	
Google Maps Developer License	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	
Hangfire - Enterprise	\$5,022.75	\$5,022.75	\$5,022.75	\$5,022.75	\$5,022.75	\$5,022.75	\$5,022.75	\$5,022.75	\$5,022.75	\$5,022.75	
MadCap Flare	\$1,629.00	\$1,629.00	\$1,629.00	\$1,629.00	\$1,629.00	\$1,629.00	\$1,629.00	\$1,629.00	\$1,629.00	\$1,629.00	
Power BI Pro	\$62,140.53	\$62,140.53	\$62,140.53	\$62,140.53	\$62,140.53	\$62,140.53	\$62,140.53	\$62,140.53	\$62,140.53	\$62,140.53	
RebexTotalPack	\$4,827.31	\$4,827.31	\$4,827.31	\$4,827.31	\$4,827.31	\$4,827.31	\$4,827.31	\$4,827.31	\$4,827.31	\$4,827.31	
ReCaptcha	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	
Smarty Address Validation	\$4,980.00	\$4,980.00	\$4,980.00	\$4,980.00	\$4,980.00	\$4,980.00	\$4,980.00	\$4,980.00	\$4,980.00	\$4,980.00	
SQL Server	\$96,383.96	\$96,383.96	\$96,383.96	\$96,383.96	\$96,383.96	\$96,383.96	\$96,383.96	\$96,383.96	\$96,383.96	\$96,383.96	
Topaz Signature Pad Certificate	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$-	
TransUnion iOvation Device Reputation	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	\$30,000.00	
Subtotal: Third-Party Software During Initial Implementation	\$ 591,621.16		Subtotal: Third-Party Software During Production Support								\$ 2,366,484.64

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Enter pricing and anticipated delivery dates for Phase 3.

Proposer: Aura Solutions LLC (dba AstreaX)

Phase 3 - Implement enhanced capabilities to Driver's License system and replace peripheral systems



1. Deliverables/Milestones	A. Total Price	Target Date	%
Project Plans and Kick-off Meeting , including: Project Work Plan, Project Kick-off Meeting, Project Management Plan with Resource Management Plan, Release Management Plan, Quality Management Plan, Knowledge Transfer Plan, Stakeholder Engagement Plan, Organizational Change Management (OCM) Plan, Master Test Plan, Data Conversion-Migration Plan, Interface Plan, Training Plan, Production Support/HelpDesk Support Plan, Go-Live Deployment Plan, Operational Level Agreements, Service Level Agreements, Post Go-Live Plan, Security Plan Design: System Detailed Design Document (SDDD) & Requirements Traceability Matrix	\$301,119.60	2028-10-31	5.00%
Development: Configured Software, Unit Tested Interface Programs, Unit Tested Conversion Programs, Mock Data Conversion 1, & Mock Data Conversion 2	\$2,045,956.80	2030-02-28	33.97%
Unit Tested Custom Objects (Forms, Reports, Workflows) - Pulled from Subtotal Cost, Phase 3 Customizations	\$363,000.00	2030-02-28	6.03%
Testing: System Test Report, Integration Test Report, Security Test Report, Performance Test Report, User Acceptance Test (UAT) Report, & Approved Configured Software	\$1,505,598.00	2030-02-28	25.00%
Production Readiness: Training Materials, Training Course Pilot (pre-UAT), End-User Training, Enterprise Readiness Plan, Support/Materials per Approved Plan, Delivery and Commissioning of Any Required Hardware & Cut-over to Production	\$602,239.20	2030-02-28	10.00%
Phase 3 Acceptance	\$1,204,478.40	2030-03-31	20.00%
Release Services Subtotal	\$ 6,022,392.00		100.00%

Enter the subscription cost per year for Phase 3.



RFP No. CRFP 0802 DMV260000001—West Virginia DMV System Modernization

Proposer: Aura Solutions LLC (dba AstreaX)

Annual Software Subscription Cost for Phase 3 - Implement enhanced capabilities to Driver's License system and replace peripheral systems

1. Annual Software Subscription - Core Solution	Initial Implementation		Post Production								
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	
Core Solution Software Components	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Application Managed Services	\$ -	\$ -	\$345,600.00	\$701,280.00	\$809,280.00	\$791,280.00	\$773,280.00	\$773,280.00	\$773,280.00	\$773,280.00	
Hardware Maintenance and Refreshes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Hosting	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Subtotal: Core Software During Initial Implementation	\$ -		Subtotal: Core Software During Production Support								\$ 5,740,560.00

2. Annual Software Subscription - Third-Party	Initial Implementation		Post Production								
	Year 2	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Subtotal: Third-Party Software During Initial Implementation	\$ -		Subtotal: Third-Party Software During Production Support								\$ -

RFP No. CRFP 0802 DMV2600000001—West Virginia DMV System Mod Enter pricing and anticipated delivery dates for Phase 4.

Proposer: Aura Solutions LLC (dba AstreaX)

Phase 4 - (State Option) Implement Vendor's Vehicle Digital Titling and Registration system

1. Deliverables/Milestones	A. Total Price	Target Date	%
Project Plans and Kick-off Meeting , including: Project Work Plan, Project Kick-off Meeting, Project Management Plan with Resource Management Plan, Release Management Plan, Quality Management Plan, Knowledge Transfer Plan, Stakeholder Engagement Plan, Organizational Change Management (OCM) Plan, Master Test Plan, Data Conversion-Migration Plan, Interface Plan, Training Plan, Production Support/HelpDesk Support Plan, Go-Live Deployment Plan, Operational Level Agreements, Service Level Agreements, Post Go-Live Plan, Security Plan Design: System Detailed Design Document (SDDD) & Requirements Traceability Matrix	\$416,294.80	2029-08-31	5.00%
Development: Configured Software, Unit Tested Interface Programs, Unit Tested Conversion Programs, Mock Data Conversion 1, & Mock Data Conversion 2	\$2,260,718.40	2031-01-31	27.15%
Unit Tested Custom Objects (Forms, Reports, Workflows) - Pulled from Subtotal Cost, Phase 3 Customizations	\$1,069,640.00	2031-01-31	12.85%
Testing: System Test Report, Integration Test Report, Security Test Report, Performance Test Report, User Acceptance Test (UAT) Report, & Approved Configured Software	\$2,081,474.00	2031-04-30	25.00%
Production Readiness: Training Materials, Training Course Pilot (pre-UAT), End-User Training, Enterprise Readiness Plan, Support/Materials per Approved Plan, Delivery and Commissioning of Required Hardware & Cut-over to Production	\$832,589.60	2031-04-30	10.00%
Phase 4 Acceptance	\$1,665,179.20	2031-04-30	20.00%
Release Services Subtotal	\$ 8,325,896.00		100.00%

Enter the subscription cost per year for Phase 4.



RFP No. CRFP 0802 DMV260000001—West Virginia DMV System Modernization

Proposer: Aura Solutions LLC (dba AstreaX)

Annual Software Subscription Cost for Phase 4 - (State Option) Implement Vendor's Vehicle Digital Titling and Registration system

1. Annual Software Subscription - Core Solution	Initial Implementation		Post Production									
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10		
Core Solution Software Components	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Application Managed Services	\$ -	\$ -	\$ -	\$345,600.00	\$907,200.00	\$443,520.00	\$443,520.00	\$352,800.00	\$352,800.00	\$352,800.00		
Hardware Maintenance and Refreshes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Hosting	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Subtotal: Core Software During Initial Implementation	\$ -										Subtotal: Core Software During Production Support	\$ 3,198,240.00

2. Annual Software Subscription - Third-Party	Initial Implementation		Post Production									
	Year 2	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10		
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Subtotal: Third-Party Software During Initial Implementation	\$ -										Subtotal: Third-Party Software During Production Support	\$ -



Enter hourly rates by project role.

Digital Project Delivery Solution
RFP No. CRFP 0802 DMV260000001—West Virginia DMV System Modernization
PROPOSER: Aura Solutions LLC (dba AstreaX)
RATE SHEET

Instructions: Vendor shall complete and submit this Rate Sheet. Vendor 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, but exclude travel expenses. 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	Program Director	Executive responsible for solution and implementation	Hour	\$225.00
2	Project Manager	PMP-certified project manager	Hour	\$180.00
3	Software Development Manager	Manager responsible for software configuration and customization	Hour	\$180.00
4	Solution Architect	Architects for solution configuration and customization for each functional area	Hour	\$150.00
5	Business Analyst	Business analysts for each functional area to define user stories and requirements	Hour	\$110.00
6	Lead Developers	Senior-level software developer	Hour	\$140.00
7	Software Developer	Staff-level software developer	Hour	\$120.00
8	Quality Assurance Specialist	QA specialists perform testing and QA/QC	Hour	\$90.00
9	Data Architect	Architect for designing database changes	Hour	\$180.00
10	Infrastructure Specialist	Specialist for designing and managing cloud infrastructure	Hour	\$140.00
11	User Acceptance Testing Specialist	Specialist to assist in UAT	Hour	\$90.00
12	Training/User Assistance Specialist	Design training plans and user assistance tools	Hour	\$90.00
13	Project Coordinator	Project coordinator to assist PM	Hour	\$90.00
14	Industry Specialist	DMV industry expert	Hour	\$150.00
15	DevSecOps Specialist	Specialist for providing development/security/operations	Hour	\$120.00