



**Response to Request for Proposal**

# **Modernize the DMV Driver System *Cost Proposal***

**Solicitation No: CRFP 0802 DMV2600000001**

**Submitted By: Infosys Public Services, Inc**

**January 22, 2026**

***Original Copy***

**Infosys<sup>®</sup>  
Public Services**



Response to Request for Proposal  
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# West Virginia Department of Transportation (WVDOT)

## RFP No. CRFP 0802 DMV2600000001—West Virginia DMV System

### Instructions

*Vendor, please enter your name in the text box below (it will propagate throughout the workbook).*

*Infosys Public Services, Inc.*

#### 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.

#### System Integration Tabs (for Phases 1 - 4)

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.

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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: Infosys Public Services, Inc.**  
**Overall Cost Summary for Offeror's Proposed Driver's License Solution**

<b>1. Implementation Services (Costs are pulled from the Detail Tabs)</b>	<b>Total Price</b>	<b>Notes</b>
Phase 1 - Retire AAMVA Unified Network Interface (UNI) Platform and integrate with Mainframe DL System	\$ 2,531,580.00	
Phase 2 - Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach	\$ 14,883,110.00	
Phase 3 - Implement enhanced capabilities to Driver's License system and replace peripheral systems	\$ 21,408,970.05	
Phase 4 - (State Option) Implement Vendor's Vehicle Digital Titling and Registration system	\$ 13,266,179.36	
<b>Services Subtotal</b>	<b>\$ 52,089,839.41</b>	

<b>4. Ongoing Costs (Costs Consolidated and pulled from the Detail Tabs)</b>	<b>A. Base-Implementation</b>	<b>B. Base-Post Production</b>	<b>C. Total Price</b>
Annual SaaS Subscription for Core Software - Phase 1 - Retire AAMVA Unified Network Interface (UNI) Platform and integrate with Mainframe DL System	\$ 1,039,495.06	\$ 1,550,025.67	\$ 2,589,520.73
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	\$ 3,591,904.12	\$ 7,833,345.67	\$ 11,425,249.79
Annual Third Party SaaS Subscription - Phase 2 - Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach	\$ -	\$ -	\$ -
Annual SaaS Subscription for Core Software - Phase 3 - Implement enhanced capabilities to Driver's License system and replace peripheral systems	\$ -	\$ 48,716,505.20	\$ 48,716,505.20
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	\$ -	\$ 19,256,346.00	\$ 19,256,346.00
Annual Third Party SaaS Subscription - Phase 4 - (State Option) Implement Vendor's Vehicle Digital Titling and Registration system	\$ -	\$ -	\$ -
		<b>Subscriptions Subtotal</b>	<b>\$ 81,987,621.73</b>

<b>Base Contract (Implementation Services)</b>	<b>\$ 38,823,660.05</b>
<b>Base Contract (Associated Subscriptions)</b>	<b>\$ 62,731,275.73</b>
<b>Total for Base Contract Only (Phases 1, 2, and 3)</b>	<b>\$ 101,554,935.78</b>
<b>Department Options [Phase 4 - (State Option) Implement Vendor's Vehicle Digital Titling and Registration system] Implementation Services</b>	<b>\$ 13,266,179.36</b>
<b>Department Options [Phase 4 - (State Option) Implement Vendor's Vehicle Digital Titling and Registration system] Associated Subscriptions</b>	<b>\$ 19,256,346.00</b>
<b>Total Contract Price (Base and Options)</b>	<b>\$ 134,077,461.14</b>



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: Infosys Public Services, Inc.**  
**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
Public Sector Service – Agentforce 1 Edition (GovCloud)			
Experience Cloud – Lightning External Apps (Login-based)			
Experience Cloud – Customer Community Plus (named)			
Salesforce Shield (Platform Encryption / Event Monitoring / Field Audit Trail)			
Mobile Publisher for Experience Cloud (IOS & Android)			
MuleSoft			
Azure SQL, Azure Data Factory			

2. Third Party Products	Itemize Software Modules Here and Include Pricing on Subscription Tab by Year		
	A. SKU	B. Product No.	C. Quantity
Selenium			
SQL, IDQ IP (Infosys Data Quality Engineering Platform)			
Web- NVDA, Color contrast			
NeoLoad (300 Users)			
JMeter			
Burp suite professional			
Project Management Platform (Azure DevOps)			
MS Project			
MS Visio			
GitHub			
Jenkins			

3. Services	Total Price
Phase 1 - Retire AAMVA Unified Network Interface (UNI) Platform and integrate with Mainframe DL System	\$ 2,531,580.00
Phase 2 - Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach	\$ 14,883,110.00
Phase 3 - Implement enhanced capabilities to Driver's License system and replace peripheral systems	\$ 21,408,970.05
Phase 4 - (State Option) Implement Vendor's Vehicle Digital Titling and Registration system	\$ 13,266,179.36
<b>Services Subtotal</b>	<b>\$ 52,089,839.41</b>

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	\$ 1,039,495.06	\$ 1,550,025.67	\$ 2,589,520.73
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	\$ 3,591,904.12	\$ 7,833,345.67	\$ 11,425,249.79
Annual Third Party SaaS Subscription for Phase 2 - Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach	\$ -	\$ -	\$ -
Annual SaaS Subscription for Phase 3 - Implement enhanced capabilities to Driver's License system and replace peripheral systems	\$ -	\$ 48,716,505.20	\$ 48,716,505.20
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	\$ -	\$ 19,256,346.00	\$ 19,256,346.00
Annual Third Party SaaS Subscription for Phase 4 - (State Option) Implement Vendor's Vehicle Digital Titling and Registration system	\$ -	\$ -	\$ -
<b>Subscription Costs Subtotal</b>			<b>\$ 81,987,621.73</b>

STATE OPTION  
STATE OPTION

<b>Total Price (Sum of Subtotals of Section 3-Services and 4-Software Subscriptions)</b>	<b>\$ 134,077,461.14</b>
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RFP No. CRFP 0802 DMV2600000001—West Virginia DMV System Modernization Enter pricing and anticipated delivery dates for Phase 1.

Proposer: Infosys Public Services, Inc.

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



1. Deliverables/Milestones	A. Total Price	Target Delivery Date	%
<b>Project Plans and Kick-off Meeting</b> , 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  <b>Design:</b> System Detailed Design Document (SDDD) & Requirements Traceability Matrix	\$ 126,579.00	2026-05-31	5.00%
<b>Development:</b> 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	\$ 1,139,211.00	2026-11-30	45.00%
<b>Testing:</b> System Test Report, Integration Test Report, Security Test Report, Performance Test Report, User Acceptance Test (UAT) Report, & Approved Configured Software	\$ 379,737.00	2027-01-31	15.00%
<b>Production Readiness:</b> 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	\$ 379,737.00	2027-02-28	15.00%
<b>Phase 1 Release Acceptance</b>	\$ 506,316.00	2027-05-31	20.00%
<b>Release Services Subtotal</b>	<b>\$ 2,531,580.00</b>		<b>100.00%</b>

Enter the subscription cost per year for Phase 1.



**RFP No. CRFP 0802 DMV2600000001—West Virginia DMV System Modernization**

**Proposer: Infosys Public Services, Inc.**

**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	\$ 822,965.06	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Application Managed Services	\$ -	\$ 216,530.00	\$ 256,234.00	\$ 256,234.00	\$ 185,644.67	\$ 173,411.00	\$ 166,584.00	\$ 165,316.50	\$ 170,581.50	\$ 176,020.00	
Hardware Maintenance and Refresh	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Hosting	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Subtotal: Core Software During Initial Implementation</b>	<b>\$ 1,039,495.06</b>		<b>Subtotal: Core Software During Production Support</b>								<b>\$ 1,550,025.67</b>

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	
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Subtotal: Third-Party Software During Initial Implementation</b>	<b>\$ -</b>		<b>Subtotal: Third-Party Software During Production Support</b>								<b>\$ -</b>

**RFP No. CRFP 0802 DMV260000001—West Virginia DMV System Mode**

Enter pricing and anticipated delivery dates for Phase 2.

**Proposer: Infosys Public Services, Inc.**

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



1. Deliverables/Milestones	A. Total Price	Target Delivery Date	%
<p><b>Project Plans and Kick-off Meeting</b>, 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><b>Design:</b> System Detailed Design Document (SDDD) &amp; Requirements Traceability Matrix</p>	\$ 744,155.00	2026-06-30	5.00%
<p><b>Development:</b> Configured Software, Unit Tested Interface Programs, Unit Tested Conversion Programs, Mock Data Conversion 1, &amp; Mock Data Conversion 2</p>	\$ 6,027,659.10	2027-07-31	40.50%
<p><b>Unit Tested Custom Objects (Forms, Reports, Workflows)</b> - Pulled from Subtotal Cost, Phase 2 Customizations</p>	\$ 669,739.90	2027-07-31	4.50%
<p><b>Testing:</b> System Test Report, Integration Test Report, Security Test Report, Performance Test Report, User Acceptance Test (UAT) Report, &amp; Approved Configured Software</p>	\$ 2,232,467.00	2027-09-30	15.00%
<p><b>Production Readiness:</b> 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 &amp; Cut-over to Production</p>	\$ 2,232,467.00	2027-10-31	15.00%
<p><b>Phase 2 Acceptance</b></p>	\$ 2,976,622.00	2028-01-31	20.00%
<p><b>Release Services Subtotal</b></p>	\$ 14,883,110.00		100.00%



Enter the subscription cost per year for Phase 2.



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

**Proposer: Infosys Public Services, Inc.**

**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	\$ -	\$ 2,055,857.51	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Application Managed Services	\$ -	\$ 533,821.00	\$ 1,024,937.00	\$ 1,024,937.00	\$ 671,993.67	\$ 1,040,466.00	\$ 999,504.00	\$ 991,899.00	\$ 1,023,489.00	\$ 1,056,120.00	
Hardware Maintenance and Refreshes	\$ -	\$ 1,002,225.61	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Hosting	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Subtotal: Core Software During Initial Implementation</b>	<b>\$ 3,591,904.12</b>		<b>Subtotal: Core Software During Production Support</b>								<b>\$ 7,833,345.67</b>

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	
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Subtotal: Third-Party Software During Initial Implementation</b>	<b>\$ -</b>		<b>Subtotal: Third-Party Software During Production Support</b>								<b>\$ -</b>

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

Enter pricing and anticipated delivery dates for Phase 3.

**Proposer: Infosys Public Services, Inc.**

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



1. Deliverables/Milestones	A. Total Price	Target Date	%
<b>Project Plans and Kick-off Meeting</b> , 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  <b>Design:</b> System Detailed Design Document (SDDD) & Requirements Traceability Matrix	\$ 1,070,449.00	2028-01-31	5.00%
<b>Development:</b> Configured Software, Unit Tested Interface Programs, Unit Tested Conversion Programs, Mock Data Conversion 1, & Mock Data Conversion 2	\$ 8,670,632.85	2029-10-31	40.50%
<b>Unit Tested Custom Objects (Forms, Reports, Workflows) - Pulled from Subtotal Cost, Phase 3 Customizations</b>	\$ 963,403.70	2029-10-31	4.50%
<b>Testing:</b> System Test Report, Integration Test Report, Security Test Report, Performance Test Report, User Acceptance Test (UAT) Report, & Approved Configured Software	\$ 3,211,345.00	2029-12-31	15.00%
<b>Production Readiness:</b> 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	\$ 3,211,345.50	2030-01-31	15.00%
<b>Phase 3 Acceptance</b>	\$ 4,281,794.00	2030-04-01	20.00%
<b>Release Services Subtotal</b>	<b>\$ 21,408,970.05</b>		<b>100.00%</b>



Enter the subscription cost per year for Phase 3.



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

**Proposer: Infosys Public Services, Inc.**

**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	\$ -	\$ -	\$ 2,724,838.32	\$ 4,201,944.48	\$ 4,518,079.29	\$ 4,637,994.63	\$ 5,043,237.96	\$ 5,455,355.96	\$ 5,911,179.86	\$ 6,416,044.95	
Application Managed Services	\$ -	\$ -	\$ -	\$ -	\$ 1,079,454.00	\$ 1,560,699.00	\$ 1,499,256.00	\$ 1,487,848.50	\$ 1,535,233.50	\$ 1,584,180.00	
Hardware Maintenance and Refreshes	\$ -	\$ -	\$ -	\$ 18,101.66	\$ 41,465.75	\$ 29,618.66	\$ 391,684.43	\$ 179,750.77	\$ 336,524.10	\$ 64,013.40	
Hosting	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Subtotal: Core Software During Initial Implementation</b>	\$ -		<b>Subtotal: Core Software During Production Support</b>								\$ 48,716,505.20

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	
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Subtotal: Third-Party Software During Initial Implementation</b>	\$ -		<b>Subtotal: Third-Party Software During Production Support</b>								\$ -





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

**Proposer: Infosys Public Services, Inc.**

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

Enter the subscription cost per year for Phase 4.



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	\$ -	\$ -	\$ 157,500.00	\$ 430,500.00	\$ 2,031,750.00	\$ 2,194,500.00	\$ 2,373,000.00	\$ 2,598,750.00	\$ 2,861,250.00	\$ 3,076,500.00		
Application Managed Services	\$ -	\$ -	\$ -	\$ -	\$ 124,944.00	\$ 693,644.00	\$ 666,336.00	\$ 661,266.00	\$ 682,326.00	\$ 704,080.00		
Hardware Maintenance and Refreshes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Hosting	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
<b>Subtotal: Core Software During Initial Implementation</b>	\$ -										<b>Subtotal: Core Software During Production Support</b>	\$ 19,256,346.00

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		
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
<b>Subtotal: Third-Party Software During Initial Implementation</b>	\$ -										<b>Subtotal: Third-Party Software During Production Support</b>	\$ -



Enter hourly rates by project role.

**Digital Project Delivery Solution**  
**RFP No. CRFP 0802 DMV260000001—West Virginia DMV System Modernization**  
**PROPOSER: Infosys Public Services, Inc.**  
**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	Salesforce Test Lead	Owns Salesforce testing strategy, planning, execution, and defect governance.	Hour	\$110.00
2	Salesforce Test Analyst	Designs and executes Salesforce test cases and validates functional requirements.	Hour	\$91.00
3	Performance Test Lead	Defines and governs performance testing strategy, tools, and execution.	Hour	\$114.00
4	Performance Test Analyst	Executes load, stress, and performance tests and analyzes system behavior.	Hour	\$99.00
5	Security Test Lead	Leads security testing strategy including vulnerability and penetration testing.	Hour	\$114.00
6	Security Test Analyst	Executes application security tests and validates risk remediation.	Hour	\$99.00
7	Data Migration Test Lead	Oversees data migration testing approach, validation, and reconciliation.	Hour	\$114.00
8	Data Migration Test Analyst	Validates migrated data accuracy, completeness, and integrity.	Hour	\$96.00
9	Test Project Manager	Manages test deliverables, timelines, risks, and stakeholder communication.	Hour	\$131.00
10	Salesforce Development Program Manager	Oversees multi-release Salesforce development programs and delivery alignment.	Hour	\$263.00
11	Salesforce Integration & Technical Architect	Designs scalable Salesforce integration and technical architecture.	Hour	\$232.00
12	Salesforce Functional Consultant	Translates business requirements into Salesforce functional solutions	Hour	\$181.00
13	Salesforce DevOps Release Manager	Manages CI/CD, releases, and deployment governance for Salesforce.	Hour	\$207.00
14	Salesforce Release Developer	Packages, builds, and deploys Salesforce releases across environments.	Hour	\$181.00
15	Salesforce Data Migration support Developer	Supports data extraction, transformation, and loading into Salesforce.	Hour	\$165.00



Enter hourly rates by project role.

**Digital Project Delivery Solution**  
**RFP No. CRFP 0802 DMV260000001—West Virginia DMV System Modernization**  
**PROPOSER: Infosys Public Services, Inc.**  
**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	Salesforce Test Lead	Owns Salesforce testing strategy, planning, execution, and defect governance.	Hour	\$110.00
2	Salesforce Test Analyst	Designs and executes Salesforce test cases and validates functional requirements.	Hour	\$91.00
3	Performance Test Lead	Defines and governs performance testing strategy, tools, and execution.	Hour	\$114.00
4	Performance Test Analyst	Executes load, stress, and performance tests and analyzes system behavior.	Hour	\$99.00
5	Security Test Lead	Leads security testing strategy including vulnerability and penetration testing.	Hour	\$114.00
6	Security Test Analyst	Executes application security tests and validates risk remediation.	Hour	\$99.00
7	Data Migration Test Lead	Oversees data migration testing approach, validation, and reconciliation.	Hour	\$114.00
8	Data Migration Test Analyst	Validates migrated data accuracy, completeness, and integrity.	Hour	\$96.00
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Enter hourly rates by project role.

**Digital Project Delivery Solution**  
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