



COST PROPOSAL

West Virginia Modernization of the DMV Driver System RFP#2600000001

WV Department of Motor Vehicles

January 22, 2026

A low-angle photograph of several modern skyscrapers reaching towards a cloudy sky. The buildings are partially obscured by a green vertical bar on the left and a white box on the right.

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Fax: (877) 684-8985
Contact:
Stoney M. Hale, II
shale@i3verticals.com

A handwritten signature in black ink, reading "Stoney M. Hale, II".



Cost Proposal Cover Letter

January 22, 2026

West Virginia Review Committee
West Virginia Department of Transportation
West Virginia Department of Motor Vehicles
5707 Maccorkle Ave S.E., Suite 50
Charleston, WV 25304

RE: CFRP 0802 DMV2600000001 RFP to Modernize the DMV Driver System
Submission Sent Via: Print & Ship

Dear WVDMV Review Committee,

I am submitting, on behalf of i3 Verticals, Inc., a provider of enterprise software solutions for the public sector, our official cost proposal in response to CFRP 0802 DMV2600000001 regarding the modernization of the West Virginia DMV Driver System. Our pricing reflects a highly competitive and value-driven approach, designed to deliver exceptional quality and efficiency while supporting the State's modernization objectives and meeting all requirements.

As a NASDAQ-listed company (IIIV) with deep expertise in delivering innovative, cloud-native platforms to government entities, including transportation, justice, and public administration, we are thrilled at the opportunity to deepen our partnership with the State of West Virginia and support your mission of providing efficient, accessible motor vehicle services to residents.

Our latest DMV solution sets a new standard in the industry, incorporating real-time data integration, artificial intelligence (AI), robust security measures aligned with WV standards, intuitive interfaces for administrators and citizens alike, and highly scalable architecture to manage high transaction volumes seamlessly. This platform is designed to significantly streamline operations, reduce wait times, enhance data accuracy, and elevate citizen satisfaction directly supporting the Division of Motor Vehicles' goals for modernization and customer service excellence.

Building on our successful and expanding collaboration with West Virginia, we are particularly proud of our recent award and partnership expansion with the Supreme Court of Appeals of West Virginia in 2025. This includes the statewide rollout of our i3 CourtOne™ Case Management Solution (CMS) to unify the state's Circuit, Family, and Magistrate Courts, as well as enhancements to the West Virginia Public Access Search System (WVPASS) for greater transparency and public access to records. These initiatives announced and advanced throughout 2025 demonstrate our proven ability to deliver large-scale, integrated modernization projects that achieve cost savings, operational efficiency, and improved outcomes for West Virginia citizens and government agencies.

We view the DMV Driver System project as a natural extension of this trusted relationship and are committed to positioning West Virginia as the flagship state for our cutting-edge DMV



solution. To that end, we are offering an exceptionally aggressive pricing structure that reflects our confidence in this strategic partnership. The proposed total cost of \$47,695,000 for full implementation includes software licensing, customization, hosting, integration, training, launch support, and ongoing maintenance, representing a substantial 40% reduction from our standard market rates.

This highly competitive pricing is enabled by i3 Verticals' strong financial foundation, with total assets exceeding \$638 million. Our robust position, supported by consistent growth, a diversified public sector portfolio, and successful statewide deployments like the one with the West Virginia judiciary allows us to invest aggressively in key partnerships that drive long-term value and mutual success.

Enclosed is a detailed breakdown of the Cost Worksheet. We are confident that our proposal offers a cost-effective solution aligned with industry standards and best practices. Should you have any questions or require additional details, please feel free to contact Stoney M. Hale II directly at (423)773-2566 or via email at shale@i3verticals.com.

Thank you for the opportunity to continue serving West Virginia through innovative technology solutions. We look forward to partnering with the DMV to deliver the next flagship DMV system that sets a national benchmark for efficiency, security, and customer-centric service.

Sincerely,

A handwritten signature in black ink, appearing to read 'Paul Christians'.

Paul Christians
Chief Revenue Officer
pchristians@i3verticals.com
i3 Verticals, LLC

A handwritten signature in black ink, appearing to read 'Stoney M. Hale II'.

Stoney M. Hale II
Executive Vice President of Transportation
shale@i3verticals.com
i3 Verticals, LLC

Cost Summary

Subscriptions – Phase 1 – No extra subscriptions are needed in Phase 1.

Driver License - Phase 2 – We are offering aggressive pricing to benefit West Virginia and ensure a significant part of the \$4,000,000 payment is made upon acceptance, reducing the state's risk for our Driver License MVP.

Customizations – Phase 2 – Although phase 2 will include some customizations for the State of West Virginia, we will not be charging additional pricing.

Subscriptions – Phase 2 – Driver license maintenance will begin and continue throughout the contract, with professional support and services provided to West Virginia.

i3 Verticals will not require the State to purchase extra hardware or peripherals, maximizing cost savings. We offer Microsoft Azure hosting at our quoted price and can also accommodate Amazon AWS Gov Cloud if preferred.

Driver License - Phase 3 – We are offering aggressive pricing to benefit West Virginia and ensure a significant part of the \$3,300,000 payment is made upon acceptance, reducing the state's risk for our Driver License solution.

Subscriptions – Phase 3 – i3 Verticals will not impose any extra charges for Core Solution, Application Managed Services, or Hosting during Phase 3. Funding from Phase 2 has been allocated to cover these costs. Our scalable hosting already accounts for Phase 3 enhancements.

As in Phase 2, i3 Verticals will not require the State to buy additional hardware or peripherals from i3 Verticals. We will collaborate with the State and their chosen vendor to ensure the best value and service for West Virginia.

Customizations – Phase 3 – Although phase 3 will include some customizations for the State of West Virginia, we will not be charging additional pricing.

Title and Registration – Phase 4 – Similar to phases 2 and 3, we are providing highly competitive pricing to advantage West Virginia. This approach ensures that most of the \$9,800,000 payments occur after phase 4 has been accepted, thereby minimizing the state's financial risk for our Digital Title and Registration solution.

Customizations – Phase 4 - Although phase 3 will include some customizations for the State of West Virginia, we will not be charging additional pricing.

Subscriptions – Phase 4 - Digital Title and Registration maintenance will begin 38 months into the contract and continue throughout the contract, with professional support and services provided to West Virginia.

i3 Verticals will not impose additional hosting fees for Phase 4 of the solution.



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

RFP No. XXXXXXXXX—West Virginia DMV System Modernization
Proposer: i3 Verticals LLC
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	\$ 1,175,000.00	
Phase 2 - Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach	\$ 4,000,000.00	
Phase 3 - Implement enhanced capabilities to Driver's License system and replace peripheral systems	\$ 3,300,000.00	
Phase 4 - (State Option) Implement Vendor's Vehicle Digital Titling and Registration system	\$ 9,800,000.00	
Services Subtotal	\$ 18,275,000.00	

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	\$ -	\$ -	\$ -
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	\$ 350,000.00	\$ 19,920,000.00	\$ 20,270,000.00
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	\$ -	\$ -	\$ -
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	\$ -	\$ 8,541,667.00	\$ 8,541,667.00
Annual Third Party SaaS Subscription - Phase 4 - (State Option) Implement Vendor's Vehicle Digital Titling and Registration system	\$ -	\$ -	\$ -
		Subscriptions Subtotal	\$ 28,811,667.00

Base Contract (Implementation Services)	\$ 8,475,000.00
Base Contract (Associated Subscriptions)	\$ 20,270,000.00
Total for Base Contract Only (Phases 1, 2, and 3)	\$ 28,745,000.00
Department Options [Phase 4 - (State Option) Implement Vendor's Vehicle Digital Titling and Registration system] Implementation Services	\$ 9,800,000.00
Department Options [Phase 4 - (State Option) Implement Vendor's Vehicle Digital Titling and Registration system] Associated Subscriptions	\$ 8,541,667.00
Total Contract Price (Base and Options)	\$ 47,086,667.00



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. XXXXXXXXX—West Virginia DMV System Modernization
Proposer: i3 Verticals LLC
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
i3 Driver License			1
i3 Enterprise Solution			1
i3 Reg			

2. Third Party Products	Itemize Software Modules Here and Include Pricing on Subscription Tab by Year		
	A. SKU	B. Product No.	C. Quantity
AzureFiles			
Microsoft Defender for Cloud			
VPN Gateway, VPNGw1 telr			
Azure Monitor			
Azure Site Recovery			
Azure Backup			
Key Vault			
Virtual Network - US Gov VA (Virtual Network 1) 3 TB Outbound Data Transfer; US Gov AZ (Virtual Network 2) 3 TB Outbound Data Transfer			
Bandwidth - 3000 GB outbound data transfer from US Gov			
Azure SQL			
Azure Container Apps			
Microsoft Entra ID (Formerly Azure AD)			
Azure Firewall			
Application Gateway			
Azure Container Registry			

3. Services	Total Price
Phase 1 - Retire AAMVA Unified Network Interface (UNI) Platform and integrate with Mainframe DL System	\$ 1,175,000.00
Phase 2 - Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach	\$ 4,000,000.00
Phase 3 - Implement enhanced capabilities to Driver's License system and replace peripheral systems	\$ 3,300,000.00
Phase 4 - (State Option) Implement Vendor's Vehicle Digital Titling and Registration system	\$ 9,800,000.00
Services Subtotal	\$ 18,275,000.00

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	\$ -	\$ -	\$ -
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	\$ 350,000.00	\$ 19,920,000.00	\$ 20,270,000.00
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	\$ -	\$ -	\$ -
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	\$ -	\$ 8,541,667.00	\$ 8,541,667.00
Annual Third Party SaaS Subscription for Phase 4 - (State Option) Implement Vendor's Vehicle Digital Titling and Registration system	\$ -	\$ -	\$ -
Subscription Costs Subtotal			\$ 28,811,667.00

Total Price (Sum of Subtotals of Section 3-Services and 4-Software Subscriptions)	\$ 47,086,667.00
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STATE OPTION
STATE OPTION

RFP No. XXXXXXXXX—West Virginia DMV System Modernization

Enter pricing and anticipated delivery dates for Phase 1.



Proposer: i3 Verticals LLC

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

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	\$ 150,000.00	5/8/2026	12.77%
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	\$ 500,000.00		42.55%
Testing: System Test Report, Integration Test Report, Security Test Report, Performance Test Report, User Acceptance Test (UAT) Report, & Approved Configured Software	\$ 250,000.00		21.28%
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	\$ 175,000.00		14.89%
Phase 1 Release Acceptance	\$ 100,000.00		8.51%
Release Services Subtotal	\$ 1,175,000.00		100.00%

Enter the subscription cost per year for Phase 1



RFP No. XXXXXXXXXX—West Virginia DMV System Modernization

Proposer: i3 Verticals LLC

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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Hardware Maintenance and Refresh	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Hosting	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Subtotal: Core Software During Initial Implementation	\$ -										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. XXXXXXXXX—West Virginia DMV System Modernization

Enter pricing and anticipated delivery dates for Phase 2.



Proposer: i3 Verticals LLC

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	\$ 300,000.00		7.50%
Development: Configured Software, Unit Tested Interface Programs, Unit Tested Conversion Programs, Mock Data Conversion 1, & Mock Data Conversion 2	\$ 1,750,000.00		43.75%
Unit Tested Custom Objects (Forms, Reports, Workflows) - Pulled from Subtotal Cost, Phase 2 Customizations	\$ -		0.00%
Testing: System Test Report, Integration Test Report, Security Test Report, Performance Test Report, User Acceptance Test (UAT) Report, & Approved Configured Software	\$ 250,000.00		6.25%
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	\$ 200,000.00		5.00%
Phase 2 Acceptance	\$ 1,500,000.00		37.50%
Release Services Subtotal	\$ 4,000,000.00		100.00%

Enter the subscription cost per year for Phase 2.



RFP No. XXXXXXXXXX—West Virginia DMV System Modernization

Proposer: i3 Verticals LLC

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	\$ -	\$ -	\$ 1,000,000.00	\$ 1,000,000.00	\$ 1,000,000.00	\$ 1,000,000.00	\$ 1,000,000.00	\$ 1,000,000.00	\$ 1,000,000.00	\$ 1,000,000.00	\$ 1,000,000.00
Application Managed Services	\$ -	\$ -	\$ 750,000.00	\$ 750,000.00	\$ 750,000.00	\$ 750,000.00	\$ 750,000.00	\$ 750,000.00	\$ 750,000.00	\$ 750,000.00	\$ 750,000.00
Hardware Maintenance and Refreshes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Hosting	\$ -	\$ 350,000.00	\$ 700,000.00	\$ 700,000.00	\$ 700,000.00	\$ 750,000.00	\$ 750,000.00	\$ 750,000.00	\$ 785,000.00	\$ 785,000.00	\$ 785,000.00
Subtotal: Core Software During Initial Implementation		\$ 350,000.00									
									Subtotal: Core Software During Production Support		\$ 19,920,000.00

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. XXXXXXXXX—West Virginia DMV System Modernization

Enter pricing and anticipated delivery dates for Phase 3.



Proposer: i3 Verticals LLC

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	\$ 250,000.00		7.58%
Development: Configured Software, Unit Tested Interface Programs, Unit Tested Conversion Programs, Mock Data Conversion 1, & Mock Data Conversion 2	\$ 1,000,000.00		30.30%
Unit Tested Custom Objects (Forms, Reports, Workflows) - Pulled from Subtotal Cost, Phase 3 Customizations	\$ -		0.00%
Testing: System Test Report, Integration Test Report, Security Test Report, Performance Test Report, User Acceptance Test (UAT) Report, & Approved Configured Software	\$ 300,000.00		9.09%
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	\$ 250,000.00		7.58%
Phase 3 Acceptance	\$ 1,500,000.00		45.45%
Release Services Subtotal	\$ 3,300,000.00		100.00%

Enter the subscription cost per year for Phase 3.



RFP No. XXXXXXXXXX—West Virginia DMV System Modernization

Proposer: i3 Verticals LLC

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	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Hardware Maintenance and Refreshes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Hosting	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Subtotal: Core Software During Initial Implementation	\$ -										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	\$ -



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

RFP No. XXXXXXXXXX—West Virginia DMV System Modernization

Proposer: i3 Verticals LLC

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

Complete for each Item in Requirements Matrix Classified as Customization or Third-Party Customization

Customization Name/Description	Complexity	Price
Customizations		
Use Mobile ID as Identity verification tool	Small	\$ -
Online Portal and batch process for court staff, etc. to initiate sanction action. We currently have this via integration but if we have to add a portal, it will be customized. Workflow exists for manual but will require additional quest.	Medium	\$ -
Enhance our appointment scheduling and queuing system with SMS notifications to customers	Large	\$ -
Returned DL Tracking	Medium	\$ -
Interlock participant log (report)	Small	\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
		\$ -
<i>Add Any Lines Needed Above As Required</i>		\$ -
Total Cost - Customizations Phase 3		\$ -

RFP No. XXXXXXXXX—West Virginia DMV System Modernization

Enter pricing and anticipated delivery dates for Phase 4.

Proposer: i3 Verticals LLC

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	\$ 250,000.00		2.55%
Development: Configured Software, Unit Tested Interface Programs, Unit Tested Conversion Programs, Mock Data Conversion 1, & Mock Data Conversion 2	\$ 2,500,000.00		25.51%
Unit Tested Custom Objects (Forms, Reports, Workflows) - Pulled from Subtotal Cost, Phase 3 Customizations	\$ -		0.00%
Testing: System Test Report, Integration Test Report, Security Test Report, Performance Test Report, User Acceptance Test (UAT) Report, & Approved Configured Software	\$ 300,000.00		3.06%
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	\$ 250,000.00		2.55%
Phase 4 Acceptance	\$ 6,500,000.00		66.33%
Release Services Subtotal	\$ 9,800,000.00		100.00%

Enter the subscription cost per year for Phase 4.



RFP No. XXXXXXXXX—West Virginia DMV System Modernization

Proposer: i3 Verticals LLC

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	\$ -	\$ -		\$ 416,667.00	\$ 500,000.00	\$ 500,000.00	\$ 500,000.00	\$ 500,000.00	\$ 500,000.00	\$ 500,000.00
Application Managed Services	\$ -	\$ -		\$ 625,000.00	\$ 750,000.00	\$ 750,000.00	\$ 750,000.00	\$ 750,000.00	\$ 750,000.00	\$ 750,000.00
Hardware Maintenance and Refreshes	\$ -	\$ -	\$ -							
Hosting	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal: Core Software During Initial Implementation	\$ -									
									Subtotal: Core Software During Production Support	\$ 8,541,667.00

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. XXXXXXXXX—West Virginia DMV System Modernization
PROPOSER: i3 Verticals LLC
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	Project Manager	Responsible for overall delivery, ensuring the system is deployed across DMV offices on time, within budget,	Hour	\$225.00
2	Senior Architect	architect of the cloud hosted environment and system	Hour	\$185.00
3	Sr. Software Engineer	Architectural Leadership, System Design, Peripheral Oversight, Security, Compliance, and Technical Governance	Hour	\$175.00
4	Data Engineer	Complex Data Migration, Data Security & Masking and Data Integrity and Syncing	Hour	\$145.00
5	Software Engineer	Application Development and Integration	Hour	\$125.00
6	Business Analyst	Gather Requirements, Compliance, Systems Integration, Maintenance and Change Management	Hour	\$115.00
7	Trainer	Training Material, Training, and continuous education	Hour	\$115.00
8			Hour	
9			Hour	\$
10			Hour	\$
11			Hour	\$
12			Hour	\$
13			Hour	\$
14			Hour	\$
15			Hour	\$