

Workflow Based Agentic AI, Automation Support, and Comprehensive E-Permitting System

Cost Proposal Prepared in Response to CRFP 0313 DEP2600000003

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Submitted To:

West Virginia Department of Environmental Protection (WVDEP)
Division of Waste and Water Management (DWWM)
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Introduction

Herbert Insights & Innovations LLC (HI&I) is pleased to submit this Cost Proposal in response to CRFP 0313 DEP2600000003 for the Workflow Based Agentic AI, Automation Support, and Comprehensive E-Permitting System for the West Virginia Department of Environmental Protection (WVDEP).

This Cost Proposal is submitted as a separate pricing volume and is intended to be evaluated independently from the Technical Proposal. The pricing provided in Attachment A and Attachment B reflects the proposed scope, implementation approach, licensing model, AI/token usage structure, hosting and support requirements, and assumptions described in HI&I's Technical Proposal.

HI&I's proposed pricing includes the combined efforts of HI&I as the prime contractor and implementation lead and reseller of Nutrient Workflow Automation SaaS platform and Innovate! as the GIS and geospatial integration partner. The proposed cost structure is designed to provide WVDEP with a complete, supportable, and secure solution while maintaining clear separation between implementation costs, annual platform and support costs, AI token usage, enhancement labor, and storage overage pricing.

Pricing Approach

HI&I has structured this Cost Proposal around the pricing categories requested by WVDEP. The proposed pricing reflects a practical implementation model that uses Nutrient Workflow Automation as the secure workflow, AI-enabled tasking, document processing, document generation, dashboard, human-in-the-loop review, and audit platform. HI&I's implementation pricing includes workflow design, configuration, testing, training, project management, dashboard configuration, AI task configuration, document generation setup, integration coordination, and implementation support. Innovate!'s GIS-related pricing is included for the geospatial integration, spatial validation support, GIS data handling, and reviewer-ready GIS outputs described in the Technical Proposal.

For service-related costs, HI&I is prepared to support WVDEP under either a time-and-materials billing model or a fixed-price monthly billing model, depending on WVDEP's preferred contract administration approach and final award structure. Under a time-and-materials model, HI&I will bill monthly based on actual authorized labor hours for approved labor categories at negotiated rates as further outlined in **Appendix 1**. Under a fixed-price monthly model, HI&I would invoice a predetermined monthly amount tied to the agreed implementation, support, and maintenance scope as estimated in **Appendix 2**. In either case, HI&I will maintain clear monthly reporting so WVDEP can understand progress, work performed, major deliverables, open issues, and upcoming activities.

For software-related costs, HI&I can support annual or quarterly payment options beginning 1 month from contract award and software agreement signature.

The proposed approach is economically prepared by using existing platform capabilities where they are the best fit. Standard workflow routing, forms, dashboards, audit logging, role-based access, notifications, document generation, and template-based correspondence are handled through Nutrient Workflow configuration rather than custom development wherever practical. AI is used selectively for activities such as document extraction, summarization, classification, completeness review support, public comment grouping, draft language support, and reviewer-facing explanations. This approach reduces unnecessary customization, limits token consumption, and supports a more predictable cost profile.

Regardless of billing method, HI&I's pricing approach is designed to give WVDEP transparency and control. Work outside the agreed base scope, including new workflows, additional integrations, major third-party system changes, expanded data migration, direct AI write-back to legacy systems, or materially different functionality, would be handled through the custom enhancement labor bank or an approved change order process. This allows WVDEP to move forward with a defined implementation while preserving flexibility for future needs.

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Attachment A

UIC Class 1 and 6 Agentic AI System Solution Cost Sheet

Item	Service Description	Unit	Qty	Unit Cost	Extended Cost
Implementation & Configuration (Initial Setup)					
1	Turnkey Setup: Agentic AI, Dashboard, and Legacy Integration	LS	1	\$930,000	\$930,000
2	Data Migration: Historical Data & GIS Ingestion	LS	1	\$400,000	\$400,000
Annual SaaS Subscription (Fixed Cost)					
3	Year 1: FedRamp Hosting, Support, Security and Adversarial Validation	YR	1	\$325,000	\$325,000
4	Year 2: FedRamp Hosting, Maintenance, Support, Security and Adversarial Validation	YR	1	\$299,000	\$299,000
5	Year 3: FedRamp Hosting, Maintenance, Support, Security and Adversarial Validation	YR	1	\$299,000	\$299,000
6	Year 4: FedRamp Hosting, Maintenance, Support, Security and Adversarial Validation	YR	1	\$299,000	\$299,000
7	Year 5: FedRamp Hosting, Maintenance, Support, Security and Adversarial Validation	YR	1	\$299,000	\$299,000
Supportive & Variable Services					
8	Custom Enhancement Labor (Hourly Bank)	HR	200	\$175.00	\$35,000
9	AI Token Usage (1 EA = 1 Million Tokens/MTOK)*	Mtok	250	\$25.00	\$6,250
10	Cloud Data Storage Overage (per GB)	GB	100	\$100.00	\$10,000
Renewal Year					
11	Year 6: Maintenance, Licensing Renewal, Security and Adversarial Validation	YR	1	\$325,000	\$325,000
	Total Bid Amount (Item 1.1 through 3.3)				\$2,902,250

Cost Sheet

Attachment A contains the proposed pricing for the required cost categories. The amounts shown in Attachment A are intended to cover the proposed base solution described in the Technical Proposal, subject to the assumptions and clarifications included in this Cost Proposal.

The turnkey setup pricing includes our best estimate of the primary implementation effort required to configure and deploy the proposed solution. The estimate includes workflow design, AI-enabled task configuration, dashboard setup, HITL review processes, document generation, testing, training, project management, and coordination with Nutrient, Innovate!, WVDEP, and WVOT.

The data migration and GIS layer ingestion pricing is based on the clarified scope described in the Technical Proposal. HI&I's pricing does not assume a broad AppEnhancer historical document migration or large-scale migration of unavailable historical Class I/Class VI review records. Instead, this pricing is aligned to the GIS data handling, spatial validation support, external data correlation, configuration, and limited data ingestion activities required to implement the proposed workflow and geospatial review model.

Annual hosting, maintenance, support, licensing renewal, security, and validation pricing is provided as requested in Attachment A. These annual line items include the platform and support elements necessary to operate the proposed solution, subject to the licensing model, support assumptions, and scope described in the Technical Proposal, this Cost Proposal, and resulting Software Purchase Agreement. HI&I is prepared to provide a copy of the Software Purchase Agreement on request.

The custom enhancement labor bank is priced as a separate line item for work outside the base implementation scope. This labor bank may be used for mutually agreed enhancements, additional configuration, additional workflow development, reporting changes, integration modifications, or other post-award changes authorized by WVDEP. Work exceeding the labor bank or materially changing the approved scope will be handled through the applicable change order process.

Attachment B		
UIC Class 1 and 6 Agentic AI System Solution Estimated Token Usage		
Processing Activity	Est. Tokens per App (MTOK)	Annual Estimate (20 Applications)
Document Ingestion & OCR	1.50	30.00
Administrative Completeness Review	0.75	15.00
Technical Compliance Analysis	2.25	45.00
Geologic/AoR Evaluation	1.50	30.00
Draft Permit Generation	0.50	10.00
Public Notice & Response to Comments	1.75	35.00
HITL Review Support & Explanations	0.75	15.00
Total per Application (Average)	9.00	180.00

AI Token Usage and MTOK Pricing

Attachment B provides the proposed AI token usage pricing. For purposes of this Cost Proposal, one MTOK equals one million AI tokens. The proposed MTOK unit price is provided in Attachment B and will apply to token usage in accordance with the RFP's pricing instructions.

The proposed solution supports a bring-your-own-model approach in which WVDEP/WVOT may approve the underlying AI/LLM model used within the required security boundary. Nutrient Workflow will serve as the AI task orchestration, workflow routing, human review, dashboard, and audit platform, while the approved model performs defined AI processing tasks such as extraction, summarization, classification, drafting support, and public comment grouping.

HI&I's token usage estimate is based on the anticipated AI-supported workflow activities described in the Technical Proposal, including document ingestion and OCR-related extraction, administrative completeness review, technical compliance review assistance, geologic and AoR parameter accounting, draft permit support, public notice and response-to-comments support, and human-in-the-loop review explanations. The estimate is reduced by the use of Nutrient Workflow's built-in functionality, including structured workflow fields, document generation, templates, notifications, dashboards, audit logs, and reusable extracted data.

Cost Predictability and Controls

HI&I's proposed pricing approach is designed to support WVDEP's need for cost predictability. The solution will use controlled workflow triggers, scoped AI tasks, reusable extracted data, document templates, reviewer approval gates, and usage reporting to help manage AI and operational costs.

WVDEP will retain control over key cost drivers, including the approved AI/LLM model, usage policies, workflow steps authorized to use AI, document types eligible for AI processing, token usage thresholds, and future model changes within the approved security boundary. HI&I will configure Nutrient Workflow to support these controls so WVDEP can balance AI capability, reviewer efficiency, budget management, and operational risk.

The pricing in this Cost Proposal is based on the scope and assumptions included herein. New functionality, additional workflows, new integrations, major third-party system changes, direct AI write-back to legacy systems, expanded data migration, or requirements outside the approved base scope may require use of the enhancement labor bank or a mutually approved change order.

Pricing Assumptions and Clarifications

This Cost Proposal is based on the following assumptions and clarifications:

1. Pricing is based on the implementation scope described in HI&I's Technical Proposal.
2. HI&I will serve as prime contractor and primary point of contact for WVDEP.
3. Nutrient Workflow Automation will provide the workflow automation platform, AI-enabled workflow capabilities, document processing, document generation, dashboarding, auditability, and platform support.
4. Innovate! will provide GIS and geospatial integration support for the GIS, Area of Review, spatial validation, external data correlation, and reviewer-ready GIS output portions of the solution.
5. Pricing assumes WVDEP will provide timely access to subject matter experts, technical stakeholders, existing forms, checklists, SOPs, sample documents, available GIS schemas, source-system documentation, and security/integration requirements needed for implementation.
6. Pricing assumes WVDEP and WVOT will participate in required security, identity management, deployment, integration, and acceptance discussions.
7. Pricing assumes the base implementation will maintain separation between the AI-assisted workflow environment and WVDEP legacy systems. Direct AI write-back to ERIS, ESS, AppEnhancer, or other official systems is not included unless separately approved by WVDEP and priced through the enhancement labor bank or change order process.

8. Pricing does not include broad AppEnhancer migration, large-scale historical document migration, or migration of unavailable historical Class I/Class VI review records unless later authorized through a change order.
9. Pricing assumes that AI token usage will be managed through the MTOK pricing structure provided in Attachment B.
10. Pricing assumes that AI model selection and use will be subject to WVDEP/WVOT approval and will operate within the required security boundary.
11. Pricing assumes that AI outputs will be used for assistance only and that WVDEP personnel will retain authority over all regulatory findings, correspondence, approvals, public notices, permit actions, and final agency decisions.
12. Pricing assumes standard business-hours support unless otherwise stated in the pricing tables or final contract.
13. Pricing assumes that custom enhancements beyond the approved base scope will be performed under the enhancement labor bank or through a mutually approved change order.
14. Pricing assumes that annual hosting, licensing, support, maintenance, security, and validation costs are priced as shown in Attachment A.
15. Pricing assumes that data export, transition assistance, and data deletion requirements will be performed in accordance with the RFP and final contract terms.

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Appendix 1 - Proposed Labor Categories and Rates for Services under Time and Materials Basis

Labor Category	Hourly Rate
Program Manager	\$195
Workflow Configuration Lead	\$195
Workflow Configuration Specialist	\$175
Senior Developer	\$175
Database/ETL Specialist	\$165
GIS Analyst	\$150
Training/Testing Lead	\$150

Appendix 2 - Proposed Monthly Rate for Services under Fixed Price Basis

Fixed Price Category	Monthly Rate
Workflow Development	\$77,500
GIS Analysis	\$35,000
Total Monthly Billing	\$112,500