

Cost Proposal

CRFP 0313 DEP2600000003

Workflow-Based Agentic AI, Automation, and E-Permitting System fo

Underground Injection Control (UIC) Class I & Class VI Permitting

Vendor: Codist Cafe Solicitation No.: CRFP 0313 DEP2600000003 Bid Opening Date: June 10, 2026 Bid Opening Time: 1:30 PM ET

ATTACHMENT A — Cost Sheet

Section 1: Implementation & Configuration (Initial Setup)

Item	Service Description	Unit	Qty	Unit Price	Extended Price
1	Turnkey Setup: Agentic AI, Dashboard, and Legacy Integration	LS	1	\$475,000.00	\$475,000.00
2	Data Migration: Historical Data & GIS Layer Ingestion	LS	1	\$65,000.00	\$65,000.00

Section 2: Annual SaaS Subscription (Fixed Cost)

Item	Service Description	Unit	Qty	Unit Price	Extended Price
3	Year 1: FedRAMP Hosting, Support, Security, and Adversarial Validation	YR	1	\$155,000.00	\$155,000.00
4	Year 2: Hosting, Maintenance, Support, Licensing Renewal, Security, and Adversarial Validation	YR	1	\$145,000.00	\$145,000.00
5	Year 3: Hosting, Maintenance, Support, Licensing Renewal, Security, and Adversarial Validation	YR	1	\$145,000.00	\$145,000.00
6	Year 4: Hosting, Maintenance, Support, Licensing Renewal, Security, and Adversarial Validation	YR	1	\$145,000.00	\$145,000.00
7	Year 5: Hosting, Maintenance, Support, Licensing Renewal, Security, and Adversarial Validation	YR	1	\$145,000.00	\$145,000.00

Section 3: Supportive & Variable Services

Item	Service Description	Unit	Qty	Unit Price	Extended Price
8	Custom Enhancement Labor (Hourly Bank)	HR	200	\$175.00	\$35,000.00
9	Cloud Data Storage Overage (per GB)	GB	100	\$0.25	\$25.00

Section 4: Renewal Year

Item	Service Description	Unit	Qty	Unit Price	Extended Price
10	Year 6 Renewal: Hosting, Maintenance, Support, Licensing Renewal, Security, and Adversarial Validation	YR	1	\$145,000.00	\$145,000.00

Section 5: AI Token Usage

Item	Service Description	Unit	Qty	Unit Price	Extended Price
11	AI Token Usage (1 EA = 1 Million Tokens / MTOK)	MTOK	250	\$7.00	\$1,750,000.00

Total Bid Amount

Section	Extended Price
1. Implementation & Configuration (Items 1–2)	\$540,000.00
2. Annual SaaS Subscription — Years 1–5 (Items 3–7)	\$735,000.00
3. Supportive & Variable Services (Items 8–9)	\$35,025.00
4. Renewal Year — Year 6 (Item 10)	\$145,000.00
5. AI Token Usage (Item 11)	\$1,750,000.00
TOTAL BID AMOUNT	\$3,205,025.00

Cost Sensitivity Analysis — Projected Total Cost by Volume Scenario

The following table illustrates how total contract costs vary under different permitting volume scenarios. Implementation, SaaS, and renewal costs are fixed; only token consumption varies with application volume.

Volume Scenario	Apps/Year	Est. Annual Tokens	5-Year Token Total	5-Year Token Cost	Total Contract Cost (5 Yrs + Setup)
Conservative	5	2.75M – 8.5M	13.75M – 42.5M	\$96,250 – \$297,500	\$1,371,250 – \$1,572,500
Base (RFP Mid-Range)	10	5.5M – 17M	27.5M – 85M	\$192,500 – \$595,000	\$1,467,500 – \$1,870,000
RFP Upper Bound	20	11M – 34M	55M – 170M	\$385,000 – \$1,190,000	\$1,660,000 – \$2,465,000

Fixed Cost Components (unchanged across all scenarios):

- Turnkey Setup + Data Migration: \$540,000
- Annual SaaS Years 1–5: \$735,000
- Custom Enhancement Labor: \$35,025

Key Takeaway: Even at the RFP's stated maximum volume (20 applications/year), total 5-year contract cost ranges from \$1.66M to \$2.47M — well under the \$3.2M total bid cap. The 250 MTOK cap provides substantial headroom. At the conservative end, WVDEP benefits from significant token cost savings due to the consumption-based pricing model.

Token Pricing

Token Unit Price: \$7.00 per million tokens (MTOK)

Contractual Cap: 250 MTOK (250 million tokens)

Pricing Basis: Azure OpenAI pass-through pricing on Azure Government (FedRAMP Moderate). Blended input/output rate across model tiering (GPT-4o for high-complexity review, GPT-4o-mini for classification and routing). Zero markup — WVDEP pays Azure's actual token rate.

Change Order Terms: Per Addendum Q5, additional tokens beyond the 250 MTOK cap will be procured at the same unit price of \$7.00/MTOK via formal Change Order approved by the Purchasing Division. No price renegotiation for token overages for the life of the contract including renewal periods.

Pricing Notes

1. **Turnkey Setup (Item 1)** covers all Phase 1–5 activities: Azure Government tenant provisioning, SSO integration (OneLogin + ActiveDirectory), API integrations (WV OSSP, WVGES, EPA SDWIS, ArcGIS), knowledge graph construction, multi-agent AI engine configuration, HITL workflow deployment, document processing pipeline, GIS/AoR engine, applicant portal, RBAC/MFA/security hardening, UAT, pilot, production launch, and 30-day hypercare. Includes all software licenses required for the platform during setup.
2. **Annual SaaS (Items 3–7, 10)** covers: Azure Government infrastructure (compute, database, storage, AI services, monitoring), dedicated Technical Account Manager, monthly service reviews, quarterly business reviews, 24/7 critical-incident escalation, annual third-party penetration testing, weekly vulnerability scanning, all security patching, SOC 2 Type II audit, and all platform software licensing. Includes adversarial AI validation and model drift monitoring.
3. **Custom Enhancement Labor (Item 8)** provides an hourly bank of 200 hours for post-launch enhancements, new feature development, regulatory change implementation, or other scope additions not covered by the fixed annual SaaS. Hours are drawn on request with monthly reporting. Unused hours carry forward through the initial 5-year term.
4. **Cloud Data Storage Overage (Item 9)** covers storage consumption beyond the base allocation included in Annual SaaS. Billed quarterly in arrears based on actual usage. Base allocation: 500 GB included in annual SaaS (sufficient for ~100–500 applications at estimated 0.5–3 GB each). Overage at \$0.25/GB/month reflects Azure Government Blob Storage with geo-redundancy and AES-256 encryption.
5. **AI Token Usage (Item 11)** is billed monthly in arrears based on actual documented consumption. The 250 MTOK represents the contractual cap for the initial term. At estimated consumption of 550K–1.7M tokens per application and 2–20 applications per year, the 250 MTOK cap provides substantial headroom for the 5-year term. Usage reports are provided monthly with per-application, per-agent breakdowns.

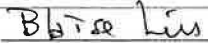
6. **Year 1 SaaS Overlap with Implementation:** The Year 1 SaaS subscription begins at contract execution and runs concurrently with the 40-week implementation period. During the build phase (Phases 1-4), this covers non-production Azure Government environments (development, staging, UAT), security tooling, and the dedicated Technical Account Manager. At Production Launch (Phase 5), hosting transitions to the production environment with 30-day hypercare stabilization included. The \$10,000 Year 1 premium over subsequent years (\$155K vs. \$145K) reflects the additional operational support during hypercare and the parallel operation of non-production environments during the final testing phase. There is no double-charging between the Turnkey Setup implementation fee and Year 1 hosting — the implementation fee covers labor, configuration, and one-time setup activities; the Year 1 SaaS covers all Azure infrastructure consumption, security services, and ongoing support from Day 1.
7. **All prices are firm-fixed for the life of the contract** including the optional Year 6 renewal period. No price escalation, no inflation adjustment, no renegotiation.

Invoicing & Payment Terms

Milestone	Invoice Timing	Amount
Project Start	Upon contract execution	20% of Item 1 (\$95,000)
Phase 2 Complete	Upon Integration Development sign-off	50% of Item 1 (\$237,500)
System Acceptance	Upon Production Launch sign-off	30% of Item 1 (\$142,500) + 100% of Item 2 (\$65,000)
Annual SaaS — Year 1	Annually in advance per \$3.14	\$155,000.00
Annual SaaS — Years 2–6	Annually in advance per \$3.14	\$145,000.00 each
AI Token Usage	Monthly in arrears	Based on actual consumption × \$7.00/MTOK
Custom Enhancement Labor	Monthly in arrears	Hours used × \$175.00/hr
Cloud Data Storage Overage	Quarterly in arrears	GB above base allocation × \$0.25/GB

Certification

I certify that the prices quoted above are firm-fixed for the life of the contract, including any optional renewal periods, in accordance with the terms of the solicitation. No cost information appears in the accompanying Technical Proposal.

Company:	Codist Cafe
Authorized Representative:	Blaise Liu
Title:	Principal Software Architect
Signature:	
Date:	June 10, 2026

This Cost Proposal contains all pricing information for this proposal. Per §3.8, no cost information appears in the accompanying Technical Proposal.

