

FAX COVER SHEET**— COST PROPOSAL —**

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WV DEP E-Permitting
1304**Solicitation No.: CRFP 0313 DEP2600000003****Bid Opening Date: 5/27/2026 @ 1:30 PM ET**

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PAGES:	8

VENDOR NAME: Data Machines**CAGE:** 7KH43**UEI:** VJKXD9D1MAU3**Vendor Code:** VS0000052358**CONTENTS:** Cost Proposal for WV DEP E-Permitting System — UIC Class 1 & Class 6. This document contains cost/pricing information only.**CONFIDENTIALITY NOTICE**

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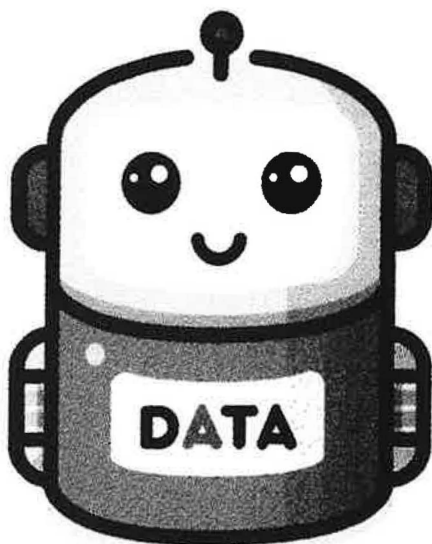
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DATA MACHINES

Cost Proposal
Workflow Based Agentic AI, Automation,
and E-Permitting System

CRFP 0313 DEP2600000003
Vendor Code: VS0000052358
27 May 2026



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COST PROPOSAL — PRICING SCHEDULE

CRFP 0313 DEP2600000003

All prices are firm for the life of the contract per RFP Section 13. Prices are fully burdened including labor, materials, cloud infrastructure, software licenses, AI model costs, travel, and all direct/indirect costs.

Unit Rates

- Custom Enhancement Labor (Line 8): \$190.00/hr blended rate
- AI Token Usage (Line 11): \$12.00 per Million Tokens (MTok)
- Cloud Data Storage Overage (Line 9): \$1.50 per GB/year

PRICING RATIONALE

Line 1: Turnkey Setup — \$575,000

Covers Phases 1–5 per Attachment C (~3,000 labor hours):

- Solution Architect (480 hrs × \$210/hr): Architecture, AI pipeline, GIS integration design
- AI/ML Engineers ×2 (960 hrs × \$190/hr): RAG/GraphRAG, NLP drafting, agentic workflows
- Full-Stack Developer (480 hrs × \$170/hr): Dashboard, HITL interface, web portal
- GIS Engineer (320 hrs × \$175/hr): Geospatial ingestion, AoR analysis, coordinate normalization
- Security Engineer (240 hrs × \$180/hr): FedRAMP controls, encryption, RBAC, MFA
- DevOps Engineer (240 hrs × \$175/hr): AWS GovCloud infra, CI/CD, monitoring
- Program Manager (200 hrs × \$195/hr): Stakeholder coordination, risk management
- UIC SME (80 hrs × \$200/hr): 40 CFR Part 146 regulatory encoding

Includes AWS GovCloud provisioning, pen testing, and 30-day hypercare stabilization.

Line 2: Data Migration — \$150,000

Migration of ~5M documents from AppEnhancer, ERIS, and ESS. GIS layer ingestion and normalization. ~800 labor hours of data engineering, QA, and GIS specialist time.

Lines 3–7: Annual SaaS — \$285K (Yr 1) / \$275K (Yrs 2–5)

Annual subscription includes:



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- AWS GovCloud FedRAMP Moderate hosting: ~\$72K/yr
 - DevOps/SRE support (0.5 FTE): ~\$91K/yr
 - Security operations + annual pen test + FedRAMP continuous monitoring assessment: ~\$40K/yr
 - Adversarial AI validation + bias testing + model drift: ~\$30K/yr
 - LLM API licenses and model hosting: ~\$25K/yr
 - PM overhead: ~\$27K/yr

Year 1 is \$10K higher for warranty period support and stabilization.

Line 8: Enhancement Labor — \$190/hr

Blended rate weighted across Solution Architect (\$210), AI/ML Engineer (\$190), and Full-Stack Developer (\$170). Invoiced in arrears on actual usage.

Line 11: AI Token Usage — \$12/MTok

Enterprise LLM inference in FedRAMP environment (Azure OpenAI GovCloud / AWS Bedrock GovCloud). The \$12/MTok rate reflects Data Machines' intelligent tiered model routing strategy: approximately 60% of token consumption uses lightweight models for classification, routing, and completeness checks (\$1-3/MTok actual cost); 30% uses mid-tier models for document analysis, compliance checking, and deficiency identification (\$5-8/MTok); and 10% uses advanced reasoning models for complex geological analysis, draft permit generation, and AoR evaluation (\$15-25/MTok). This yields a blended actual cost well below \$12/MTok, ensuring sustainable delivery without cost overruns. Base model access, API licensing, and model hosting infrastructure are included in the annual SaaS subscription (Lines 3-7) under the LLM API licenses allocation (~\$25K/yr). Line 11 covers per-token consumption metering, optimization, caching, and hard-cap enforcement. Token estimates: 250 MTok total over 5 years (~50 MTok/yr at maximum projected volume of 20 applications/yr, ~2.5 MTok per application). Includes intelligent prompt caching, context window optimization, and RAG-based retrieval to minimize redundant token consumption.

Line 9: Storage Overage — \$1.50/GB

Applies only if exceeding included allocation. Based on AWS GovCloud S3 + management overhead.

Line 10: Renewal Year — \$285,000

Returns to Year 1 rate to account for cumulative data growth and updated compliance requirements.



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Travel and On-Site Support: Data Machines is located approximately 80 minutes from the WVDEP offices in Charleston, WV, enabling responsive on-site support via vehicle at minimal cost. Discovery workshops, user acceptance testing, training sessions, and ongoing stakeholder meetings can be conducted on-site as needed without the airfare, lodging, and per diem costs associated with distant vendors. This proximity ensures rapid response for urgent issues and face-to-face collaboration throughout the contract period. All travel costs are included in the fully burdened rates above — no separate travel CLIN is required.

ATTACHMENT B — ESTIMATED TOKEN USAGE

Per RFP Section 1.3 (2–20 applications/year, 500–1,500 pages/application):

Optimization strategies: intelligent caching, RAG to reduce context windows, tiered model routing (lightweight models for classification, advanced models for analysis).

LABOR RATE SCHEDULE

Rates apply to cost proposal calculations and any additional authorized work:

All rates fully burdened (salary, benefits, overhead, G&A, profit). Firm for 5-year base period. Renewal year subject to max 3% annual escalation.

Line	Service Description	Unit	Qty	Extended Cost
	IMPLEMENTATION & CONFIGURATION			
1	Turnkey Setup: Agentic AI, Dashboard, and Legacy Integration	Lump Sum	1	\$575,000
2	Data Migration: Historical Data & GIS Layer Ingestion	Lump Sum	1	\$150,000
	ANNUAL SaaS SUBSCRIPTION (FIXED COST)			
3	Year 1: FedRAMP Hosting, Support, Security & Adversarial Validation	Year	1	\$285,000


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4	Year 2: Hosting, Maintenance, Support, Licensing, Security & Adversarial Validation	Year	1	\$275,000
5	Year 3: Hosting, Maintenance, Support, Licensing, Security & Adversarial Validation	Year	1	\$275,000
6	Year 4: Hosting, Maintenance, Support, Licensing, Security & Adversarial Validation	Year	1	\$275,000
7	Year 5: Hosting, Maintenance, Support, Licensing, Security & Adversarial Validation	Year	1	\$275,000
	SUPPORTIVE & VARIABLE SERVICES			
8	Custom Enhancement Labor (Hourly Bank)	Hours	200	\$38,000
9	Cloud Data Storage Overage (per GB)	Gigabytes	100	\$150
	RENEWAL YEAR			
10	Year 6: Maintenance, Support, Licensing, Security & Adversarial Validation	Year	1	\$285,000
11	AI Token Usage (1 EA = 1 Million Tokens/MTok)	Million Tokens	250	\$3,000
	TOTAL BID AMOUNT (Lines 1-11)			\$2,436,150



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Processing Activity	Est. Tokens/App	5-Year Total (100 Apps)
Document Ingestion & OCR	500,000	50,000,000
Administrative Completeness Review	250,000	25,000,000
Technical Compliance Analysis	750,000	75,000,000
Geologic/AoR Evaluation	400,000	40,000,000
Draft Permit Generation	300,000	30,000,000
Public Notice & Response to Comments	150,000	15,000,000
HITL Review Support & Explanations	200,000	20,000,000
Total per Application	2,550,000	255,000,000
5-Year Total		250 MTok

Labor Category	Hourly Rate
Program Manager	\$195.00
Solution Architect / Technical Lead	\$210.00



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AI/ML Engineer	\$190.00
GIS Engineer	\$175.00
Full-Stack Developer	\$170.00
Security Engineer / ISSM	\$180.00
DevOps / Cloud Engineer	\$175.00
QA Engineer	\$150.00
UIC Subject Matter Expert	\$200.00

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