State of West Virginia

Department of Administration

RFP to Modernize the DMV Driver System

RFP # CRFP 0802 DMV2700000001

Cost Proposal

Due: October 20, 2026, 1:30 p.m. EST

ORIGINAL

RECEIVED

West Virginia Interactive, LLC
a Tyler Technologies company

Ian McQuinn, General Manager
1614 Kanawha Blvd E, Charleston, WV 25311
(304) 206-9720 | ian.mcquinn@tylertech.com

Title Page

Title Page: *State the RFP subject, number, Vendor's name, business address, telephone number, fax number, name of contact person, e-mail address, and Vendor signature and date.*

RFP Subject	RFP to Modernize the DMV Driver System
Number	CRFP 0802 DMV2700000001
Vendor's Name	West Virginia Interactive, LLC dba Tyler Technologies West Virginia
Business Address	1614 Kanawha Blvd. E, Charleston, WV 25311
Telephone Number	304-206-9720
Fax Number	304-414-0266
Contact Person	Ian McQuinn, General Manager
Email Address	Ian.mcquinn@tylertech.com
Signature	
Date	10/20/2026

West Virginia Department of Transportation (WVDOT)
RFP No. DMV27*01—West Virginia DMV System Modernization

Instructions

Vendor, please enter your name in the text box below (it will propagate throughout the remainder of the workbook):

West Virginia Interactive, LLC dba Tyler Technologies West Virginia

Enter Ve

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

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.

Customizations Tabs

For customizations, Vendor shall enter line-item pricing for each proposed customization.

Subscriptions Tab

Vendor shall provide pricing for subscriptions for the SaaS/Cloud-based DMV solution, application managed services and hositing 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.



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

RFP No. DMV27*01—West Virginia DMV System Modernization

Overall Cost Summary for Offeror's Proposed Driver's License Solution

1. Implementation Services (Costs are pulled from the Detail Tabs)	Total Price	Notes
Retire AAMVA Unified Network Interface (UNI) Platform and integrate with Mainframe DL System	$ 2,000,000.00	
Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach	$ 2,000,000.00	
Services Subtotal	$ 4,000,000.00	

4. Ongoing Costs (Costs Consolidated and pulled from the Detail Tabs)	A. Base-Implementation	B. Base-Post Production	C. Total Price
	$ 550,000.00	$ 4,200,000.00	$ 4,750,000.00
	$ -	$ -	$ -
	$ 550,000.00	$ 4,200,000.00	$ 4,750,000.00
	$ -	$ -	$ -
		Subscriptions Subtotal	$ 9,500,000.00

Base Contract (Implementation Services)	$ 4,000,000.00
Base Contract (Associated Subscriptions)	$ 9,500,000.00
Total for Base Contract Only	**$ 13,500,000.00**
Total Contract Price (Base and Options)	$ 13,500,000.00



Proposer should enter product information for each proposed software product for the driver's license solution in Sections 1 and 2 only.

RFP No. DMV27*01—West Virginia DMV System Modernization

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
CHAMPgov Platform	CHAMPgov	N/A	1

2. Third Party Products	Itemize Software Modules Here and Include Pricing on Subscription Tab by Year		
	A. SKU	B. Product No.	C. Quantity

3. Services		Total Price
Retire AAMVA Unified Network Interface (UNI) Platform and integrate with Mainframe DL System		$ 2,000,000.00
Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach		$ 2,000,000.00
0		
0		
	Services Subtotal	$ 4,000,000.00

4. SaaS Subscription Costs	A. Initial Implementation	B. Post Production	C. Total Price (A+B)
	$ 550,000.00	$ 4,200,000.00	$ 4,750,000.00
	$ -	$ -	$ -
	$ 550,000.00	$ 4,200,000.00	$ 4,750,000.00
	$ -	$ -	$ -
			$ -
			$ -
		Subscription Costs Subtotal	$ 9,500,000.00

Total Price (Sum of Subtotals of Section 3-Services and 4-Software Subscriptions)	$ 13,500,000.00

RFP No. DMV27*01—West Virginia DMV System Modernization



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	$ 100,000.00	2027-03-01	5.00%
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	$ 700,000.00	2027-07-30	35.00%
Testing: System Test Report, Integration Test Report, Security Test Report, Performance Test Report, User Acceptance Test (UAT) Report, & Approved Configured Software	$ 400,000.00	2027-12-30	20.00%
Production Readiness: Training Materials, Training Course Pilot (pre-UAT), End-User Training, Enterprise Readiness Plan, Support/Materials per Approved Plan, & Cut-over to Production	$ 400,000.00	2027-12-30	20.00%
Release Acceptance	$ 400,000.00	2028-03-31	20.00%
Release Services Subtotal	**$ 2,000,000.00**		100.00%

RFP No. DMV27*01—West Virginia DMV System Modernization



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	$ 212,500.00	$ 212,500.00	$ 400,000.00	$ 400,000.00	$ 400,000.00	$ 400,000.00	$ 400,000.00	$ 400,000.00	$ 400,000.00	$ 400,000.00
Application Managed Services	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Hosting	$ 62,500.00	$ 62,500.00	$ 125,000.00	$ 125,000.00	$ 125,000.00	$ 125,000.00	$ 125,000.00	$ 125,000.00	$ 125,000.00	$ 125,000.00
Subtotal: Core Software During Initial Implementation		$ 550,000.00							Subtotal: Core Software During Production Suppot	$ 4,200,000.00

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	$ -



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	$ 100,000.00	2027-10-31	5.00%
Development: Configured Software, Unit Tested Interface Programs, Unit Tested Conversion Programs, Mock Data Conversion 1, & Mock Data Conversion 2	$ 700,000.00	2028-05-28	35.00%
Testing: System Test Report, Integration Test Report, Security Test Report, Performance Test Report, User Acceptance Test (UAT) Report, & Approved Configured Software	$ 400,000.00	2028-06-30	20.00%
Production Readiness: Training Materials, Training Course Pilot (pre-UAT), End-User Training, Enterprise Readiness Plan, Support/Materials per Approved Plan, & Cut-over to Production	$ 400,000.00	2028-06-30	20.00%
Acceptance	$ 400,000.00	2028-10-05	20.00%
Release Services Subtotal	**$ 2,000,000.00**		100.00%



1. Annual Software Subscription - Core Solution Including Appliction 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	$ 212,500.00	$ 212,500.00	$ 400,000.00	$ 400,000.00	$ 400,000.00	$ 400,000.00	$ 400,000.00	$ 400,000.00	$ 400,000.00	$ 400,000.00
Application Managed Services	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Hosting	$ 62,500.00	$ 62,500.00	$ 125,000.00	$ 125,000.00	$ 125,000.00	$ 125,000.00	$ 125,000.00	$ 125,000.00	$ 125,000.00	$ 125,000.00
Subtotal: Core Software During Initial Implementation		$ 550,000.00						Subtotal: Core Software During Production Suppot		$ 4,200,000.00

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		$ -



Enter hourly rates by project role.

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	Technical Architect	Owns the end-to-end solution architecture, design and strategy to ensure scalability, security, and alignment with State requirements.	Hour	$225.00
2	Executive Sponsor	Provides executive oversight of program success and contract performance, serving as the escalation point and primary liaison to State leadership.	Hour	$200.00
3	Functional Lead	Leads discovery, requirements definition, and solution design, translating policies and business needs into configured platform workflows.	Hour	$175.00
4	Project Manager	Leads day-to-day program delivery, managing scope, schedule, budget, risk, and stakeholder communication to ensure successful execution.	Hour	$150.00
5	Integration Lead	Leads design and delivery of integrations with AAMVA, federal, State, and third-party systems.	Hour	$135.00
6	Technical Lead	Directs the technical implementation, including configuration, development, and resolution of complex technical issues.	Hour	$135.00
7	Cloud Engineering Lead	Leads cloud infrastructure, environment build, deployment automation, and operational monitoring for a secure, scalable hosting environment.	Hour	$135.00
8	Product Lead	Leads product managers and designers in delivering intuitive, user-centered workflows to meet State and user needs.	Hour	$125.00
9	Data Migration Lead	Leads data profiling, mapping, conversion and reconciliation of legacy data into the new platform, ensuring data quality and integrity.	Hour	$125.00
10	Security Lead	Oversees information security, privacy, and GRC to ensure adherence to regulatory, contractual, and industry standards.	Hour	$125.00
11	Developer	Designs, builds, and maintains front-end and back-end code, translating requirements into secure, high-performance solutions.	Hour	$115.00
12	QA & Test Lead	Leads quality assurance and test strategy and execution to ensure the solution meets functional, performance, and reliability standards.	Hour	$100.00
13	Change Management Lead	Leads organizational change management and stakeholder communications to drive user adoption and a smooth transition to the new system.	Hour	$100.00
14	Training Lead	Develops and delivers role-based training to enable user adoption and long-term operational success.	Hour	$90.00
15	Customer Support Lead	Leads post-go-live customer and user support, including issue intake, triage, and resolution, to ensure sustained operational success.	Hour	$90.00