BEST VALUE FOR WEST VIRGINIA

A Strategic Investment in West Virginia

Aggressive economics without reduced scope, quality, service, or accountability.

i3 Verticals proposes a total price of $17,990,000 for the WVDMV Driver System modernization. This price represents a deliberate strategic investment in West Virginia, based on the past partnership and in consideration of our future continued business. This pricing is not to be interpreted as a reduction in scope, implementation rigor, security, performance, managed services, or long-term support.

WVDMV is selecting more than software. This contract is selecting a modernization partner that is accountable for protecting operational continuity, modernize AAMVA connectivity, transition legacy data and interfaces, support staff and partners, and operate within a stable and secure production environment for years to come. Our pricing is structured to make that transformation affordable while also preserving our partnership, the delivery controls and acceptance evidence WVDMV needs to manage risk.

Our Pricing Principle

West Virginia should not have to pay a premium to achieve a modern, secure, fully supported Driver License environment.

i3 VERTICALS | TRANSPORT360

Modern Solutions.
Stronger Communities.
A Safer West Virginia.

Exceptional Value for West Virginia

A Modern Driver License System. A Stronger Tomorrovw.

Strategic Investment in West Virginia

- **$17,990,000** total project price
  A strategic investment, not a reduced scope
- **Complete AAMVA UNI to REST** modernization before **January 1, 2028**
- **TRANSPORT360 Driver License Implementation by July 1, 2028**
- **Cloud-agnostic** (AWS or Azure Government) — your choice
- **Hosting, implementation,** training and support included
- **No additional cost** for identified customizations
- **Existing WVDMV partner** with proven transportation experience

Total Project Price

$17,990,000

ONE PLATFORM. REAL RESULTS.
A STRONGER WEST VIRGINIA.

PEOPLE
Experienced team committed to your success

PROCESS
Disciplined implementation with measurable outcomes

VALUE
Modern technology at an exceptional price for taxpayers

Delivering What Matters for West Virginia

- **Safer Communities**
  Real-time law enforcement access to accurate driver information
- **Improved Citizen Service**
  Modern, efficient, and accessible services
- **Operational Efficiency**
  Streamlined processes and reduced manual work
- **Data-Driven Leadership**
  Comprehensive analytics and reporting
- **Accountability & Compliance**
  Robust auditing and regulatory support
- **Future-Ready Platform**
  Scalable, secure, and adaptable to evolving requirements



Why i3 Verticals Is Pricing So Aggressively

West Virginia is strategically important to the continued growth of i3 Verticals. We value the DMVFirst and IRP business the State has entrusted to us. We believe West Virginia is the best partner to entrust our TRANSPORT360 with. i3 Verticals is therefore prepared to accept a lower economic return on this initial modernization and absorb a greater share of the platform establishment investment.

This is a business decision by i3 Verticals and we believe it's in our best interests that West Virginia receive the benefit of that decision.

The central value statement

We are not asking West Virginia to take more risk because our price is lower. We are pricing lower because i3 Verticals is willing to take more of the investment risk ourselves.

What the $17.990 Million Price Represents

Pricing Principle	Meaning for WVDMV
Strategic investment	i3 Verticals is investing in West Virginia as a long-term transportation-modernization partner and flagship TRANSPORT360 Driver License implementation.
Complete commitment	The proposed price does not reduce the required solution scope, implementation methodology, testing, data migration, training, managed services, or support obligations.
Shared economic risk	i3 Verticals is carrying more of the financial burden associated with establishing the platform rather than requiring taxpayers to fund the full investment.
Long-term alignment	Our economics depend on successful delivery, production performance, customer value, and an enduring partnership with WVDMV.
Accountable acceptance	WVDMV retains approval authority through requirements, testing, migration, AAMVA, readiness, cutover, stabilization, and final acceptance gates.

Not a Scope Reduction

- No reduction in functional or technical commitment within the proposed scope.
- No substitution of price for requirements traceability, quality assurance, security, performance, or user acceptance.
- No reduction in data migration rigor, including iterative conversions, reconciliation, mock conversions, and production certification.
- No reduction in AAMVA modernization, interface testing, production readiness, monitoring, or managed-service accountability.
- No reduction in training, documentation, runbooks, operational transition, stabilization, or support.

Value Beyond the Acquisition Price

The value proposition extends beyond the initial contract amount. i3 Verticals already supports critical WVDMV operations through DMVFirst and the State's Motor Carrier IRP solution. That existing relationship gives our team practical knowledge of WVDMV's operating environment translating to a familiar vendor your team knows, rather than a new Vendor learning West Virginia from the ground up.

West Virginia Receives

Included Value	WVDMV Outcome
Complete TRANSPORT360 Driver License solution	Modern browser-based Driver Services capabilities configured and validated against WVDMV requirements.
AAMVA UNI-to-REST modernization	REST services operating with the existing mainframe before January 1, 2028, including managed operations and required acceptance evidence.
Full production implementation	Complete TRANSPORT360 Driver License solution implemented by July 1, 2028.
Cloud flexibility	Support for the government-cloud environment selected as the best fit for West Virginia, subject to the final approved architecture.
Implementation services	Program management, architecture, configuration, interfaces, data migration, testing, training, cutover, stabilization, and knowledge transfer.
Production operations	Managed services, monitoring, patching, scaling, first-line application incident response, runbooks, dashboards, and reporting as defined by the RFP and proposal.
Long-term platform value	A scalable architecture designed to support regulatory change, future integrations, operational improvements, and continued modernization.

Additional Economic Value

In addition to the proposed acquisition economics, incorporation of existing DMVFirst functionality into the modern platform creates the opportunity to eliminate the separate DMVFirst contract and the associated annual cost. The final savings and timing will be governed by the executed contract, production transition, and decommissioning decisions.

Financial Value In Plain Language

Lower acquisition cost. Reduced transition friction. Existing West Virginia knowledge. One accountable modernization partner. A platform designed to reduce separate legacy system costs over time.

Low Price Does Not Replace Proof

i3 Verticals has been transparent that TRANSPORT360 is not yet deployed as a complete, end-to-end production Driver License System for a U.S. jurisdiction. Our pricing does not ask WVDMV to ignore that distinction. Instead, our proposal gives WVDMV aggressive economics while requiring the solution to earn production acceptance through measurable, Agency-controlled evidence, via a trusted partner Agency.

Proof Domain	WVDMV Protection
Requirements	Every mandatory requirement is traced to solution configuration, design, testing evidence, and WVDMV acceptance.
AAMVA	Validated interfaces, OpenAPI specifications, testing, certification/readiness, parallel validation, cutover, rollback, and managed operations.
Data Migration	Source-to-target traceability, iterative conversions, reconciliation, two full mock conversions, business validation, and production certification.
Quality	System, integration, regression, accessibility, security, performance, recovery, and user acceptance testing with defined defect thresholds.
Production Readiness	Training, support, monitoring, runbooks, incident management, continuity, cutover rehearsal, staffing, and open-risk disposition.
Acceptance	WVDMV authority to approve, conditionally approve, pause, remediate, reject, or accept based on the agreed evidence.

A Better Risk-Value Equation

The State does not have to choose between an affordable proposal and a controlled implementation. With i3 Verticals, WVDMV receives both: a highly competitive price and a delivery model that preserves transparency, decision authority, formal gates, measurable evidence, and one accountable prime.

Evaluator takeaway

WVDMV is not being asked to substitute price for proof. WVDMV receives exceptional economics and direct control over the evidence required for production acceptance.

Best Value for West Virginia

The $17,990,000 proposed price gives WVDMV something uncommon in a statewide modernization program: aggressive economics with white glove service.

West Virginia receives a modern Driver License platform, modernization of critical AAMVA and State integrations, data conversion, testing, training, cloud hosting, managed operations, documentation, support, and an accountable modernization partner at a price intentionally structured to deliver exceptional taxpayer value.

For i3 Verticals, West Virginia represents an opportunity to establish a flagship TRANSPORT360 Driver License modernization and deepen an existing technology partnership. For West Virginia, that creates an opportunity to capture the economic benefit of i3 Verticals' strategic investment while retaining the governance and acceptance protections expected for a mission-critical public system.

The Decision in One View

Dimension	Value to West Virginia
Price	$17,990,000 total proposed price.
Scope	Complete proposed modernization scope with no pricing-based reduction in quality or service.
Partner	An existing WVDMV technology provider with knowledge of West Virginia operations.
Risk	Formal proof gates for requirements, AAMVA, data, testing, readiness, cutover, and acceptance.
Outcome	A modern, secure, managed, and future-ready Driver License platform at exceptional taxpayer value.

Our promise to West Virginia

i3 Verticals is not asking West Virginia to take more risk because our price is lower. We are pricing lower because we are willing to take more of the investment risk ourselves.

$17,990,000. ONE ACCOUNTABLE PARTNER. EXCEPTIONAL VALUE.

This sheet provides an

R MV27*01—West Virginia DMV System Modernization
i3 Verticals, LLC
C st 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	$ 1,300,000.00	
Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach	$ 2,025,000.00	
Services Subtotal	$ 3,325,000.00	

4. Ongoing Costs (Costs Consolidated and pulled from the Detail Tabs)	A. Base-Implementation	B. Base-Post Production	C. Total Price
	$ 500,000.00	$ -	$ 500,000.00
	$ -	$ -	$ -
	$ 735,000.00	$ 13,430,000.00	$ 14,165,000.00
	$ -	$ -	$ -
		Subscriptions Subtotal	$ 14,665,000.00

Base Contract (Implementation Services)	$ 3,325,000.00
Base Contract (Associated Subscriptions)	$ 14,665,000.00
Total for Base Contract Only	$ 17,990,000.00
#NAME?	$ -
#NAME?	
Total Contract Price (Base and Options)	$ 17,990,000.00

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	$ 150,000.00	2027-02-01	11.54%
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	2027-08-15	38.46%
Testing: System Test Report, Integration Test Report, Security Test Report, Performance Test Report, User Acceptance Test (UAT) Report, & Approved Configured Software	$ 200,000.00	2027-11-30	15.38%
Production Readiness: Training Materials, Training Course Pilot (pre-UAT), End-User Training, Enterprise Readiness Plan, Support/Materials per Approved Plan, & Cut-over to Production	$ 200,000.00	2027-12-27	15.38%
Release Acceptance	$ 250,000.00	2027-12-30	19.23%
Release Services Subtotal	**$ 1,300,000.00**		100.00%



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	2027-04-30	14.81%
Development: Configured Software, Unit Tested Interface Programs, Unit Tested Conversion Programs, Mock Data Conversion 1, & Mock Data Conversion 2	$ 975,000.00	2028-05-31	48.15%
Testing: System Test Report, Integration Test Report, Security Test Report, Performance Test Report, User Acceptance Test (UAT) Report, & Approved Configured Software	$ 250,000.00	2028-06-02	12.35%
Production Readiness: Training Materials, Training Course Pilot (pre-UAT), End-User Training, Enterprise Readiness Plan, Support/Materials per Approved Plan, & Cut-over to Production	$ 200,000.00	2028-06-02	9.88%
Acceptance	$ 300,000.00	2028-06-28	14.81%
Release Services Subtotal	**$ 2,025,000.00**		100.00%



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	Project Manager	Responsible for overall delivery, ensuring the system is deployed across DMV offices on time, wihtin 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	Comples Data Migration, Data Security and 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	$