Pricing Addendum

WEST VIRGINIA DEPARTMENT OF TRANSPORTATION, DIVISION OF MOTOR VEHICLES · CRFP 0802 DMV2700000001

PROJECT	CLIENT	PREPARED BY	DATE
Pricing Addendum	West Virginia Department of Transpo…	Concourse Tech Inc.	September 2026

Pricing Summary

This pricing addendum accompanies Concourse's technical proposal for the West Virginia DMV Driver Modernization System, Solicitation No. CRFP 0802 DMV2700000001. The pricing below is also entered in the Attachment A Cost Workbook.

Concourse proposes one all-inclusive Annual Platform Subscription of $3,902,700 per year. The subscription covers Phase 1 (REST APIs and AAMVA UNI retirement) and Phase 2 (MVP driver license system and mainframe retirement). It includes all implementation, data migration, training, application managed services, StateRAMP-authorized hosting, and third-party software. The ten-year total is $39,027,000.

LINE ITEM	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Annual Platform Subscription	**$3,902,700**	**$3,902,700**	**$3,902,700**	**$3,902,700**	**$3,902,700**
Core Solution Software Components	**Included**	**Included**	**Included**	**Included**	**Included**
Application Managed Services (including 2,000-hour annual enhancement reserve)	**Included**	**Included**	**Included**	**Included**	**Included**

LINE ITEM	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Hosting (StateRAMP-authorized cloud, all environments, geographically distant DR)	**Included**	**Included**	**Included**	**Included**	**Included**
Third-Party Software	**Included**	**Included**	**Included**	**Included**	**Included**
TOTAL	**$3,902,700**	**$3,902,700**	**$3,902,700**	**$3,902,700**	**$3,902,700**

LINE ITEM	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
Annual Platform Subscription	**$3,902,700**	**$3,902,700**	**$3,902,700**	**$3,902,700**	**$3,902,700**
Core Solution Software Components	**Included**	**Included**	**Included**	**Included**	**Included**

LINE ITEM	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
Application Managed Services (including 2,000-hour annual enhancement reserve)	**Included**	**Included**	**Included**	**Included**	**Included**
Hosting (StateRAMP-authorized cloud, all environments, geographically distant DR)	**Included**	**Included**	**Included**	**Included**	**Included**
Third-Party Software	**Included**	**Included**	**Included**	**Included**	**Included**
TOTAL	**$3,902,700**	**$3,902,700**	**$3,902,700**	**$3,902,700**	**$3,902,700**

The subscription price is locked for the full contract term with no annual escalation. This includes the initial five-year term and all five renewal years.

Implementation Milestones (Attachment A, Phases 1 and 2)

Every Attachment A implementation milestone is included in the Annual Platform Subscription at no separate charge. This includes all travel, as the workbook requires.

DELIVERABLE / MILESTONE	PRICE
Phase 1 - Project Plans, Kick-off Meeting and Design (SDDD and RTM)	**Included**
Phase 1 - Development (RESTful services, API gateway, COBOL/copybook modifications, monitoring tools, test environments)	**Included**
Phase 1 - Testing (System, Integration, Security, Performance, UAT)	**Included**
Phase 1 - Production Readiness (training materials, training pilot, end-user training, cut-over)	**Included**
Phase 1 - Release Acceptance	**Included**
Phase 2 - Project Plans, Kick-off Meeting and Design (SDDD and RTM)	**Included**
Phase 2 - Development (configured software, Attachment B interfaces, conversion programs, Mock Data Conversions 1 and 2)	**Included**
Phase 2 - Unit Tested Custom Objects (forms, 40 medium-complexity reports, workflows, reserve of 5 medium interfaces)	**Included**
Phase 2 - Testing (System, Integration, Security, Performance, UAT)	**Included**

DELIVERABLE / MILESTONE	PRICE
Phase 2 - Production Readiness (train-the-trainer, end-user training support, enterprise readiness, cut-over)	**Included**
Phase 2 - Acceptance	**Included**
Hardware and Installation (wvOASIS Line 3)	**Not required**

Invoice Timing: Concourse expects to invoice upon the conclusion of the scheduled implementation period. If implementation is extended due to delays on the part of the Customer, Concourse reserves the right to invoice and receive payment at the end of the originally scheduled implementation period.

Payment Terms: Net 30 days.

CONTRACT PERIOD	TOTAL
Initial Contract Term (Years 1-5)	**$19,513,500**
Renewal Years (Years 6-10)	**$19,513,500**
TOTAL (10 Years)	**$39,027,000**

The information contained in this document is proprietary and confidential. We request redaction of all proprietary and confidential information in response to any open records requests. © Concourse Tech Inc. 2026. All rights reserved.