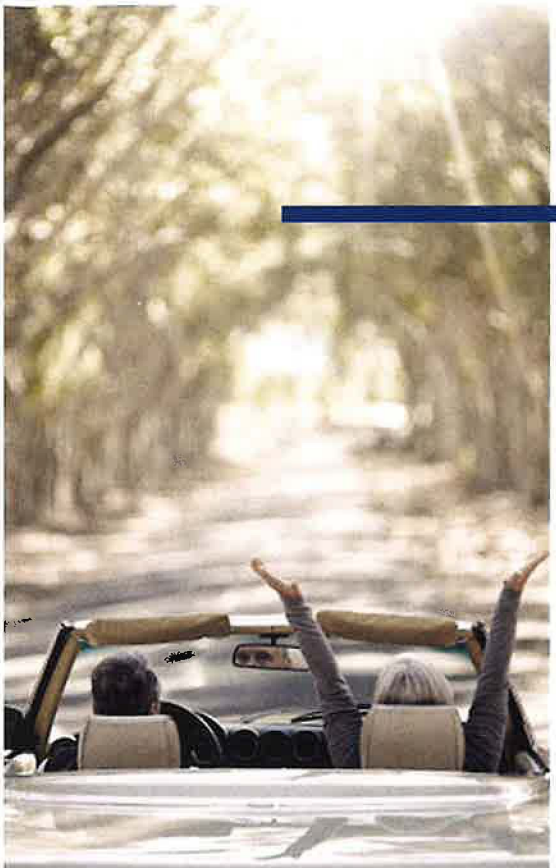


AstreaX
A Michael Baker INTERNATIONAL Company

Cost Proposal:
State of West Virginia RFP to Modernize the DMV Driver System

Solicitation Number
CRFP 0802 DMV2700000001 – Version 1

Vendor Name, Business Address, Phone
Aura Solutions LLC (dba AstreaX)
1500 North Priest Drive, Suite 102 | Tempe, AZ 85281
Phone: 480-212-6202 | FAX: Not Applicable

Contact Person, Email
Jason Gladstone
Modernization Business Director
jgladstone@astreax.com

Vendor Signature

Date
October 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):

Aura Solutions LLC (dba AstreaX)

Enter Vendor Name in text box

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 solutions

Overall Cost Summary

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

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

Aura Solutions LLC (dba AstreaX)

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

1. Implementation Services (Costs are pulled from the Detail Tabs)	Total Price	Notes
etire AAMVA Unified Network Interface (UNI) Platform and integrate with Mainframe DL System	$ 2,467,280.00	
etire Mainframe Driver's License system using Minimal Viable Product (MVP) approach	$ 11,100,784.00	
Services Subtotal	**$ 13,568,064.00**	

4. Ongoing Costs (Costs Consolidated and pulled from the Detail Tabs)	A. Base-Implementation	B. Base-Post Production	C. Total Price
nnual SaaS Subscription for Core Software - Retire AAMVA Unified Network Interface (UNI) Platform and integrate with Mainframe DL System	$ 168,000.00	$ 362,388.00	$ 530,388.00
nnual Third Party SaaS Subscription - Retire AAMVA Unified Network Interface (UNI) Platform and integrate with Mainframe DL System	$ -	$ -	$ -
nnual SaaS Subscription for Core Software - Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach	$ 1,214,400.00	$ 26,367,689.22	$ 27,582,089.22
nnual Third Party SaaS Subscription - Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach	$ 214,310.58	$ 2,242,520.01	$ 2,456,830.59
		Subscriptions Subtotal	**$ 30,569,307.81**
Base Contract (Implementation Services)	**$ 13,568,064.00**		
Base Contract (Associated Subscriptions)	**$ 30,569,307.81**		
Total for Base Contract Only	**$ 44,137,371.81**		
	$ -		
Total Contract Price (Base and Options)	**$ 44,137,371.81**		



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
Aura Solutions LLC (dba AstreaX)
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
Arizona MAX Solution - shared code through agreement with State of Arizona - no licensing costs			

2. Third Party Products	Itemize Software Modules Here and Include Pricing on Subscription Tab by Year		
	A. SKU	B. Product No.	C. Quantity
Adobe Acrobat			
Asprise Scanner.js			
DocuSign			
EMGU CV			
Essential Objects			
FullCalendar			
Google Developer License			
Google Maps Developer License			
Hangfire - Enterprise			
MadCap Flare			
Power BI Pro			
RebexTotalPack			
RedGate			
ReCaptcha			
Smarty Address Validation			
SQL Server			
Topaz Signature Pad Certificate			
TransUnion iOvation Device Reputation			
Twilio			

3. Services		Total Price
Retire AAMVA Unified Network Interface (UNI) Platform and integrate with Mainframe DL System		$ 2,467,280.00
Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach		$ 11,100,784.00
0		
0		
	Services Subtotal	**$ 13,568,064.00**

4. SaaS Subscription Costs	A. Initial Implementation	B. Post Production	C. Total Price (A+B)
Annual SaaS Subscription for Retire AAMVA Unified Network Interface (UNI) Platform and integrate with Mainframe DL System	$ 168,000.00	$ 362,388.00	$ 530,388.00
Annual Third Party SaaS Subscription for Retire AAMVA Unified Network Interface (UNI) Platform and integrate with Mainframe DL System	$ -	$ -	$ -
Annual SaaS Subscription for Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach	$ 1,214,400.00	$ 26,367,689.22	$ 27,582,089.22
Annual Third Party SaaS Subscription for Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach	$ 214,310.58	$ 2,242,520.01	$ 2,456,830.59
			$ -
			$ -
		Subscription Costs Subtotal	**$ 30,569,307.81**

Total Price (Sum of Subtotals of Section 3-Services and 4-Software Subscriptions)	**$ 44,137,371.81**

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

Aura Solutions LLC (dba AstreaX)

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	$ 123,364.00	2027-02-28	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	$ 986,912.00	2027-09-30	40.00%
Testing: System Test Report, Integration Test Report, Security Test Report, Performance Test Report, User Acceptance Test (UAT) Report, & Approved Configured Software	$ 616,820.00	2027-11-30	25.00%
Production Readiness: Training Materials, Training Course Pilot (pre-UAT), End-User Training, Enterprise Readiness Plan, Support/Materials per Approved Plan, & Cut-over to Production	$ 246,728.00	2027-12-31	10.00%
Release Acceptance	$ 493,456.00	2027-12-31	20.00%
Release Services Subtotal	**$ 2,467,280.00**		100.00%

RFP No. DMV27*01—West Virginia DMV System Modernization
Aura Solutions LLC (dba AstreaX)



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	$-	$-	$-	$-	$-	$-	$-	$-	$-	$-
Application Managed Services	$-	$314,388.00	$-	$-	$-	$-	$-	$-	$-	$-
Hosting	$168,000.00	$48,000.00	$-	$-	$-	$-	$-	$-	$-	$-
Subtotal: Core Software During Initial Implementation		$ 168,000.00							Subtotal: Core Software During Production Suppot	$ 362,388.00

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	$ -

RFP No. DMV27*01—West Virginia DMV System Modernization
Aura Solutions LLC (dba AstreaX)
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	$ 555,039.20	2027-02-28	5.00%
Development: Configured Software, Unit Tested Interface Programs, Unit Tested Conversion Programs, Mock Data Conversion 1, & Mock Data Conversion 2	$ 4,440,313.60	2027-08-31	40.00%
Testing: System Test Report, Integration Test Report, Security Test Report, Performance Test Report, User Acceptance Test (UAT) Report, & Approved Configured Software	$ 2,775,196.00	2027-11-30	25.00%
Production Readiness: Training Materials, Training Course Pilot (pre-UAT), End-User Training, Enterprise Readiness Plan, Support/Materials per Approved Plan, & Cut-over to Production	$ 1,110,078.40	2027-12-31	10.00%
Acceptance	$ 2,220,156.80	2027-12-31	20.00%
Release Services Subtotal	**$ 11,100,784.00**		100.00%

RFP No. DMV27*01—West Virginia DMV System Modernization
Aura Solutions LLC (dba AstreaX)



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	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Application Managed Services	$ 710,400.00	$ 1,988,160.00	$ 2,047,804.80	$ 1,571,489.95	$ 1,520,026.97	$ 1,494,315.54	$ 1,539,145.00	$ 1,608,245.16	$ 1,632,878.93	$ 1,669,704.31
Hosting	$ 504,000.00	$ 1,140,000.00	$ 1,171,233.60	$ 1,196,043.38	$ 1,222,364.08	$ 1,250,287.71	$ 1,279,911.89	$ 1,311,340.18	$ 1,344,682.45	$ 1,380,055.27
Subtotal: Core Software During Initial Implementation		$ 1,214,400.00							Subtotal: Core Software During Production Suppot	$ 26,367,689.22

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
Asprise Scanner.js	$ 33,392.72	$ 34,394.50	$ 35,426.34	$ 36,489.13	$ 37,583.80	$ 38,711.31	$ 39,872.65	$ 41,068.83	$ 42,300.90	$ 43,569.93
EMGU CV	$ 443.09	$ 456.38	$ 470.07	$ 484.18	$ 498.70	$ 513.66	$ 529.07	$ 544.94	$ 561.29	$ 578.13
Essential Objects	$ 939.39	$ 967.57	$ 996.60	$ 1,026.50	$ 1,057.29	$ 1,089.01	$ 1,121.68	$ 1,155.33	$ 1,189.99	$ 1,225.69
FullCalendar	$ 551.83	$ 568.38	$ 585.44	$ 603.00	$ 621.09	$ 639.72	$ 658.91	$ 678.68	$ 699.04	$ 720.01
Google Developer License	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Google Maps Developer License	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Hangfire - Enterprise	$ 5,022.75	$ 5,173.43	$ 5,328.64	$ 5,488.49	$ 5,653.15	$ 5,822.74	$ 5,997.43	$ 6,177.35	$ 6,362.67	$ 6,553.55
MadCap Flare	$ 1,629.00	$ 1,677.87	$ 1,728.21	$ 1,780.05	$ 1,833.45	$ 1,888.46	$ 1,945.11	$ 2,003.46	$ 2,063.57	$ 2,125.48
Power BI Pro	$ 62,140.53	$ 64,004.75	$ 65,924.89	$ 67,902.63	$ 69,939.71	$ 72,037.91	$ 74,199.04	$ 76,425.01	$ 78,717.76	$ 81,079.30
RebexTotalPack	$ 4,827.31	$ 4,972.13	$ 5,121.29	$ 5,274.93	$ 5,433.18	$ 5,596.18	$ 5,764.06	$ 5,936.98	$ 6,115.09	$ 6,298.54
RedGate	$ 4,000.00	$ 4,120.00	$ 4,243.60	$ 4,370.91	$ 4,502.04	$ 4,637.10	$ 4,776.21	$ 4,919.50	$ 5,067.08	$ 5,219.09
ReCaptcha	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Smarty Address Validation	$ 4,980.00	$ 5,129.40	$ 5,283.28	$ 5,441.78	$ 5,605.03	$ 5,773.18	$ 5,946.38	$ 6,124.77	$ 6,308.52	$ 6,497.77
SQL Server	$ 96,383.96	$ 99,275.48	$ 102,253.74	$ 105,321.36	$ 108,481.00	$ 111,735.43	$ 115,087.49	$ 118,540.11	$ 122,096.32	$ 125,759.21
Topaz Signature Pad Certificate	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Subtotal: Third-Party Software During Initial Implementation		$ 214,310.58							Subtotal: Third-Party Software During Production Support	$ 2,242,520.01



Enter hourly rates by project role.

Aura Solutions LLC (dba AstreaX)

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	Program Director	Executive responsible for solution and implementation	Hour	$200.00
2	Project Manager	PMP-certified project manager	Hour	$150.00
3	Software Development Manager	Manager responsible for software configuration and customization	Hour	$200.00
4	Solution Architect	Architects for solution configuration and customization for each functional area	Hour	$170.00
5	Business Analyst	Business analysts for each functional area to define user stories and requirements	Hour	$90.00
6	Lead Developers	Senior-level software developer	Hour	$140.00
7	Software Developer	Staff-level software developer	Hour	$100.00
8	Quality Assurance Specialist	QA specialists perform testing and QA/QC	Hour	$90.00
9	Data Architect	Architect for designing database changes	Hour	$170.00
10	Infrastructure Specialist	Specialist for designing and managing clould infrastructure	Hour	$130.00
11	User Acceptance Testing Specialist	Specialist to assist in UAT	Hour	$90.00
12	Training/User Assistance Specialist	Design training plans and user assistance tools	Hour	$80.00
13	Project Coordinator	Project coordinator to assist PM	Hour	$70.00
14	Industry Specialist	DMV industry expert	Hour	$150.00
15	DevSecOps Specialist	Specialist for providing development/security/operations	Hour	$130.00