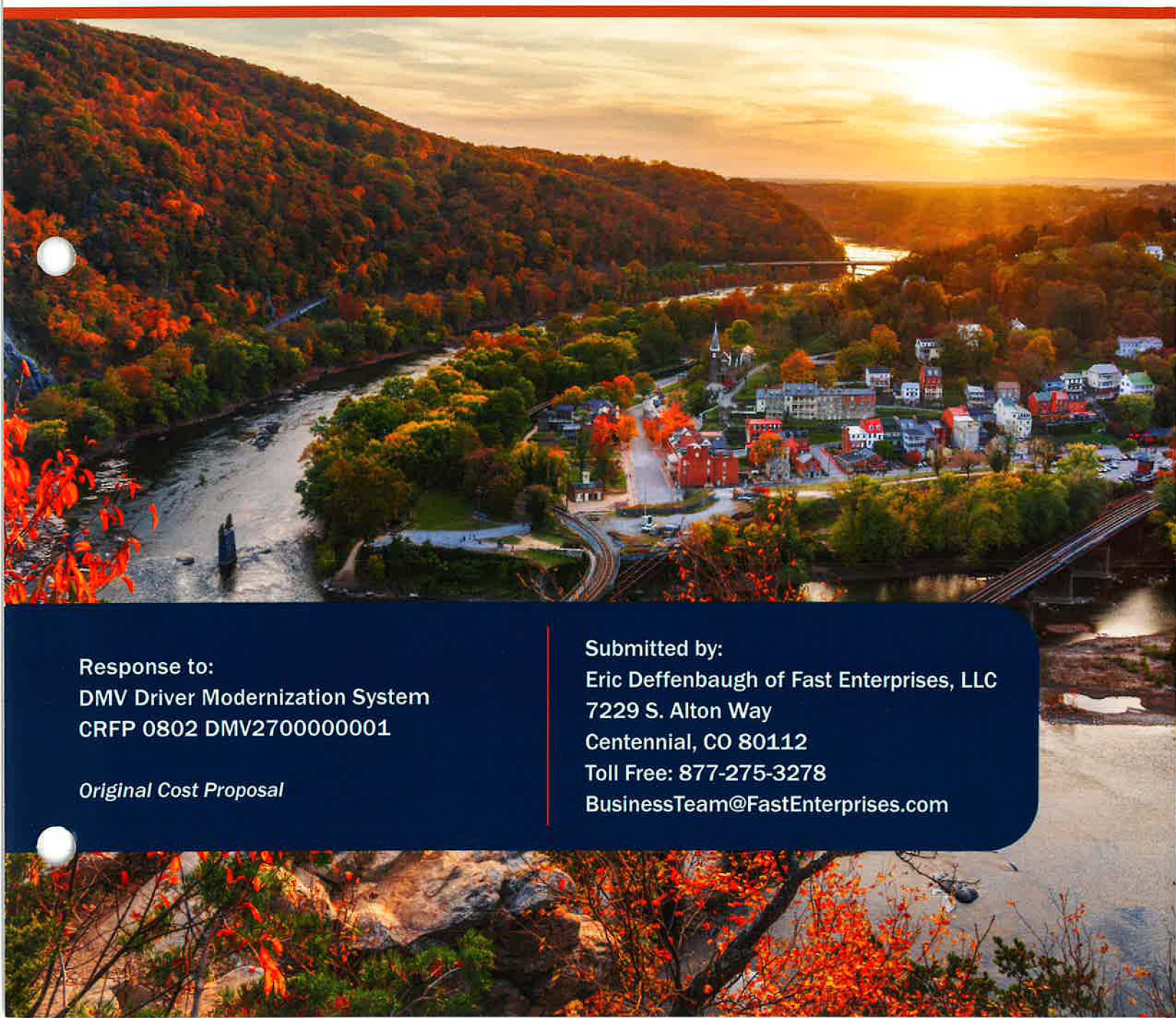
FAST ENTERPRISES

STATE OF WEST VIRGINIA

Department of Transportation, Division of Motor Vehicles



Response to:
DMV Driver Modernization System
CRFP 0802 DMV2700000001

Original Cost Proposal

Submitted by:
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COST SUMMARY

Fast Enterprises, LLC (FAST) is pleased to present this response to the West Virginia Department of Transportation, Division of Motor Vehicles (WVDMV), Solicitation No. CRFP 0802 DMV2700000001, DMV Driver Modernization System. We propose to implement our FastDS software to meet the State's functional and technical goals. Our proposal includes software licensing, implementation services, hosting services, and application support services. Our bid price consists of:

Pricing Summary	
Cost	**Description**
$4,000,000	FastDS Initial License Fee
$10,000,000	Implementation Services
$252,000	FastDS Annual Software Maintenance Fees (during implementation)
$1,100,000	AWS Hosting with FAST Managed Services (during implementation)
$15,352,000	***1-year Implementation Total***
$9,334,800	Application Support Services
$10,578,600	FastDS Annual Software Maintenance Fees (post implementation)
$12,212,400	AWS Hosting with FAST Managed Services (post implementation)
$47,477,800	***10-year Proposal Total***

COST SUMMARY

Cost Information

Our proposal will remain valid for one hundred eighty (180) days from the due date of the RFP. If requested, FAST is willing to extend the validity of our proposed pricing.

Our cost proposal is based on the RFP's terms and conditions and our exceptions noted in *Exceptions & Clarifications*. We strongly believe it is in the interest of both parties to create a collaborative team environment. As such, we look forward to discussing our proposal, including our requested exceptions to the contractual terms and conditions. We believe our requested exceptions are reasonable and applicable to our standard project approach, COTS software, and hosting approach. They also align with terms and conditions found in our contracts with multiple state government agencies including in West Virginia.

We are providing 10-year pricing as follows:

- 1-year implementation period
  - January 1, 2027 through January 1, 2028
- Application support until the end of the 10-year proposal period
  - January 1, 2028 through December 31, 2036
- FastDS initial license and annual software maintenance fees
- AWS hosting with FAST managed services

FastDS Initial License

The FastDS Initial License fee is a one-time cost for a perpetual site license which covers the FastDS modules and components included in the project scope. Additional programs outside of this scope – such as vehicle services – may require additional license fees. There are no restrictions on the number of client workstations, valid users, concurrent users, application servers, database servers, or WVDMV office locations. FastDS documentation is covered by the license, and the license is valid for all environments (development, testing, training, production, etc.).

The FastDS Initial License fee is invoiceable once FastDS is installed on project hardware. This will be the first task undertaken by the project team, and we expect this task to be complete by January 8, 2027. Therefore, we will invoice the FastDS Initial License fee ($4,000,000), the Year 1 FastDS Annual Software Maintenance fee ($252,000), and the Year 1 AWS Hosting with FAST Managed Services fee ($1,100,000) on or before January 8, 2027.

Payment Schedule

Our proposed payment schedule is included in the following table. Our proposed milestones and payments are based on activities in the FAST Implementation Methodology (our standardized approach for implementing our software on every FAST system-modernization project). The schedule also shows the estimated invoice date for each of the proposed payment milestones.

COST SUMMARY

Milestone Payment Schedule		
Payment Milestone	**Estimated Invoice Date**	**Payment Amount**
FastDS Initial License Installation	January 8, 2027	$4,000,000
Implementation Services		
Foundation Complete	May 14, 2027	$2,500,000
Testing Preparation Complete	August 9, 2027	$3,500,000
Production Rollout	January 1, 2028	$3,500,000
System Acceptance	March 31, 2028	$500,000
Application Support Services		
Year 2	25% of the annual amount shown is due quarterly in arrears starting 4/1/2028	$3,000,000
Year 3		$1,275,000
Year 4		$750,000
Year 5		$650,100
Year 6		$675,900
Year 7		$702,900
Year 8		$730,800
Year 9		$759,900
Year 10		$790,200
FastDS Annual Software Maintenance Fees		
Year 1	January 8, 2027	$252,000
Year 2	January 8, 2028	$1,000,200
Year 3	January 8, 2029	$1,040,100
Year 4	January 8, 2030	$1,081,500
Year 5	January 8, 2031	$1,124,700
Year 6	January 8, 2032	$1,169,400
Year 7	January 8, 2033	$1,215,900
Year 8	January 8, 2034	$1,264,500
Year 9	January 8, 2035	$1,314,900
Year 10	January 8, 2036	$1,367,400
AWS Hosting with FAST Managed Services		
Year 1	January 8, 2027	$1,100,000
Year 2	January 8, 2028	$1,154,400
Year 3	January 8, 2029	$1,200,300
Year 4	January 8, 2030	$1,248,300
Year 5	January 8, 2031	$1,298,100
Year 6	January 8, 2032	$1,350,000
Year 7	January 8, 2033	$1,404,000
Year 8	January 8, 2034	$1,460,100
Year 9	January 8, 2035	$1,518,300
Year 10	January 8, 2036	$1,578,900
10-Year Proposal Total		**$47,477,800**

Milestone Definitions:

- During the Foundation phase, the project team will agree on a scope for the Foundation setup. The project team will then perform the agreed configurations, and then the project team will present the system with its Foundation to the agency at large through a series of Foundation Verification Sessions. The *Foundation Complete* milestone is achieved after the Foundation Verification Sessions have been delivered.
- The *Testing Preparation Complete* milestone is achieved when the project is positioned to begin business testing as outlined in the FAST Implementation Methodology. This includes preparing the Test Plan, building out a testing facility, setting up the test environment software and data, and identifying the following: testers, business test scenarios, approach to executing business testing, modules targeted for performance testing, end-to-end testing approach, and acceptance criteria. Testers will have received training in how to use the new system and in how to conduct business testing. FAST will continue to complete development of the remaining outstanding functionality while business testing begins.
- The *Production Rollout* milestone is achieved when the rollout goes live in production.
- The *System Acceptance* milestone is achieved 90 days after the rollout goes live in production provided the agency is satisfied with the system and wants to continue its use. If the agency is not satisfied, then the system will be rolled back to the legacy system, and a refund will be given for all fees paid to FAST. "Critical Defect" shall be defined as situations wherein the agency's system is down, or the agency is unable to use the system due to the fault of FAST. This failure causes entire loss of function or data and there is no workaround.

FastDS Annual Software Maintenance

Our proposed cost includes FastDS Annual Software Maintenance during the entire proposal period. This includes items such as:

- Defect repair for FastDS core licensed software
- Access to hot fixes, service packs, and new versions
- Access to new and revised documentation
- Phone support

FastDS Annual Software Maintenance provides access to the items above; it does not include implementation services. Defects in configurations or custom software for WVDMV specific processing are covered by Application Support Services (see below for that).

Application Support Services

Our proposal includes on-site application support services during the post-implementation period at sufficient levels to ensure, at a minimum, that for the system as delivered at the production rollout:

- defects with FastDS core code are resolved,
- defects with custom WVDMV specific programs are resolved,
- defects resulting from configurations are resolved, and
- the availability and performance of the system are maintained in good running order.

Per the RFP requirements, we have also included 2,000 hours per year for enhancement services such as making changes to software configurations, designing and developing requested reports and designing, developing and testing approved changes to the software configuration or approved enhancements.

If needed, WVDMV can separately procure additional FAST support resources beyond the 2,000 hours per year on a time-and-materials basis using the hourly rate provided in *Attachment A – Rate Sheet*. These resources

can be provided either on a short-term or long-term basis. They can work on support activities according to the needs and priorities of the agency. Support pricing (i.e., the number of resources) can be varied from year to year according to the agency's preferences. These resources can assist an agency with tasks such as:

a. Implementation of legislative/business changes
b. Implementation of system modifications and enhancements
c. Implementation of product hot fixes, service packs, and new versions
d. Prioritization and management of solution requests
e. On-call production support
f. Coordination with the FAST Centralized Operations Center
g. Non-warranty defect repair
h. Configuration assistance
i. Application development
j. Best practices recommendations
k. Supplemental user, developer, or operator training
l. Other consulting and services as requested

We strongly encourage agencies to view FastDS as an investment that can serve the agency well into the future, provided they commit to its regular care and maintenance. Doing so ensures the agency's evolving needs are met using modern technology and ultimately results in reduced costs and disruption to the agency. Investing in a COTS product will permit the agency to avoid the cycle of obsolescence and replacement that has been so common in the IT industry.

Hardware and Third-Party Software

Our bid includes the hardware necessary for FastDS including shared resources such as database servers, application servers, file servers, and storage. The hardware does not include individual developer, user, and training workstations, monitors, printers, and other such items.

Our bid includes the third-party software necessary for the servers running FastDS on the hosted infrastructure. We have not priced or included any other software.

AI features are included as part of the FastDS licensing model. While access to AI capabilities is provided within the license, WVDMV's infrastructure requirements and associated hardware costs may vary based on factors such as selected AI models and overall usage levels, if any. In addition, FAST recommends that the State consider their AI governance model and begin considering how they would appropriately deploy AI capabilities to users.

FastDS provides agencies with the flexibility to select the AI models and services that best meet their operational and business needs. This approach enables agencies to leverage emerging AI technologies as they become available while maintaining alignment with agency policies, governance frameworks, security requirements, and applicable laws and regulations.

Please note that the FAST Implementation Methodology leverages AI tools. Our bid is predicated on following the FAST Implementation Methodology, including the use of AI tools for internal project purposes.

Hosted Services

FAST proposes to host the solution in a cloud-based environment using Amazon Web Services (AWS) Commercial Cloud, authorized at the FedRAMP Moderate baseline. FAST is fully responsible to procure, configure, and provide ongoing support for all server-side infrastructure required to operate the solution within AWS. The proposed architecture is designed to meet or exceed the agency's service level and security requirements. High availability and redundancy are built in to ensure system resiliency and maximize uptime.

COST SUMMARY

FAST's managed hosting services include infrastructure provisioning and management, virtual networking and firewall configuration, security and compliance implementation, system monitoring, backup and disaster recovery, and performance optimization. FAST personnel deploy, secure, and maintain all aspects of the cloud infrastructure and application environments from within the continental United States. Our managed services operate with 24x7 support to monitor system health, ensure operational continuity, and respond to incidents.

The FAST managed hosting services do not include the following:

- Client-site internet connectivity, including network circuits from the client to AWS.
- Client-owned infrastructure and networking components.
- Graphics Processing Unit (GPU) resources for agency AI or machine learning workloads.
- Procurement or provisioning of a third-party SAML or OpenID-compatible identity provider.
- SFTP servers.
- Email relay services.

Use cases that extend beyond the defined scope or require additional environments, services, or capacity may incur additional costs for licensing, infrastructure, storage, and maintenance. Should such a need arise, FAST will notify WVDMV of the anticipated costs in advance. WVDMV may then determine whether to proceed with the requested initiative requiring the additional capacity.

Our proposal is based on provisioning infrastructure for both production and non-production environments in full alignment with FAST's established infrastructure standards and specifications. These standards cover hardware, software, database configurations, tools and utilities, naming conventions, access controls, and other key components. Deviation from these standards impacts FAST's ability to provide assurances related to delivery timelines, system performance, availability, stability, data security, disaster recovery, and overall cost predictability.

Hourly Rate

We have included a fully blended hourly rate for all FAST resources of $220/hour. This rate is applicable to the first year of the contract. Subsequent years are subject to increases based on the Consumer Price Index (CPI).

Optional Value-Added Items & Services

We are pleased to offer the following optional value-added items and services for WVDMV's consideration. We are happy to discuss these options in more detail if requested.

FAST SMS Service

The FAST SMS Service offers a cost-effective SMS Gateway service that fully integrates with FastDS for processing text messages related to user and customer two-factor authentication, appointment scheduling, and other use cases. The FAST SMS Service improves certainty in message delivery and provides delivery confirmations for messages sent to recipients using carriers that support delivery notifications. Since FastDS can integrate with existing agency SMS gateways and services, we offer the FAST SMS Service for agencies that do not have a current SMS gateway or are interested in an alternative solution.

FAST invoices clients quarterly, in arrears, based on monthly SMS segment usage with a $500.00 per month minimum charge. FastDS includes detailed reporting tools to monitor usage. Note that international messages can be enabled or disabled at WVDMV's request. Message rates for this service are included in the table below.

Monthly Message Rates Counted as message segments sent or received	
Segment	**Rate**
Minimum Charge	$500.00 / Month
1 - 1,000,000	$0.007 / Message Segment
1,000,001 - 10,000,000	$0.006 / Message Segment
10,000,001 +	$0.005 / Message Segment
Canada	$0.015 / Message Segment
International	$0.100 / Message Segment
Carrier Fees, Taxes, and Surcharges	Passed through from cellular carriers

FAST Application Monitoring (FAM)

The FAST Application Monitoring (FAM) service subscription provides proactive, 24x7x365 monitoring by FAST of application operations and job streams, with issue resolution, reports, workflow, and post-incident analysis to support timely resolution. This service reduces workload on agency resources and the impact of issues with nightly batch streams and other processes. The application monitoring team notifies agencies if an alert triggers escalation procedures. We also provide monitoring alerts and visual dashboards for agencies to track the status of processes, issues, and resolutions. The FAM service is an annual subscription with pricing listed below.

FAST Application Monitoring	
Payment Milestone	**Payment Amount**
Annual Subscription Fees	
Year 2	$150,000
Year 3	$156,000
Year 4	$162,000
Year 5	$168,300
Year 6	$174,900
Year 7	$181,800
Year 8	$189,000
Year 9	$196,500
Year 10	$204,300
10-Year Total	**$1,582,800**

FAST Translation Services

FAST Translation Services provides language translation for use in customer facing agency text including web portal screens, mailed correspondence and other communication channels. FAST Translation Services are offered at an hourly rate of $210/hour. This rate is applicable to the first year of the contract. Subsequent years are subject to increases based on the consumer price index (CPI).

FastQ Kiosk

The FastQ Kiosk provides the ability to seamlessly integrate kiosks with FastQ (the FastDS appointment and queueing feature) to support customers checking in for an office visit. Customizable features include the ability for customers to check-in, book an appointment, and print a ticket for their position in FastQ. The screen can be customized to support agency themes, multilingual support, and other accessibility tools. Note that FastQ kiosk hardware can be purchased directly from another supplier and does not need to be purchased from FAST.

FastQ Service Tablet

The FastQ Service Tablet provides the ability to seamlessly integrate a customer facing tablet device with FastQ to support the customer's interactive experience. Note that FAST service tablet hardware can be purchased directly from another supplier and does not need to be purchased from FAST.

FastQ TV

The FastQ TV provides the ability to seamlessly connect a TV or monitor to display live FastQ information and announcements. Note that FastQ TV hardware can be purchased directly from another supplier and does not need to be purchased from FAST.

FAST Station Cameras

The FAST Station Camera provides agencies with a fully self-contained photo-capture system that was designed in-house by FAST for seamless performance with FastDS and the solution's integrated photo-capture and management functionality. The FAST Station Camera features driverless integration with FastDS, 32-megapixel resolution, USB-C SuperSpeed 10 Gbps connectivity, a strobe-less light panel with adjustable brightness and color temperature, and a height-adjustable mount with minimal footprint at user workstations. Using these cameras provides agencies with a fully integrated FastDS hardware and software solution for the entire issuance process, eliminating the need to communicate with card providers during transactions. The FAST Station Camera uses FastDS software designed to perform 1:1 facial matching, industry standard quality checks, and other features such as virtual background, and automated image adjustment.

General Cost Information

1. Our bid price includes our consulting expenses, moving expenses, meals, etc.

2. Our bid price only includes items listed and does not include other items such as
   a. additional staff or consultants that WVDMV may need to hire or engage
   b. WVDMV operational costs
   c. expenses for WVDMV employees and consultants
   d. facilities costs such as project and training space
   e. output processing (printing, envelope stuffing, etc.)
   f. hardware not listed such as scanners and mail opening equipment
   g. software not listed such as data capture, IVR, etc.

3. Should rollout dates need to be extended for causes beyond FAST's control, we anticipate negotiating a change order.

4. FAST requests that late payments made by the State be subject to interest as allowed by State laws.

5. Our bid price does not include any transaction taxes based on the sale/purchase of goods or services, such as sales tax or gross receipts tax, that may be applicable now or in the future. Any applicable transaction tax will be added to invoices in accordance with State law.

FAST ENTERPRISES

COST SUMMARY

Summary

We at FAST are proud of our ability to provide clients with an up-front implementation cost and then to deliver at that cost. We have accomplished this in every one of our implementations. We do not subscribe to the notion of incremental cost "adjustments" via change requests or any other means. We do not begin projects with a study in order to confirm our understanding of scope and then present the "real" implementation costs later. If a client wants to come in on budget, then we make that happen. Moreover, we do so while delivering a quality system that exceeds expectations.

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):

Fast Enterprises, LLC



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

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

Proposer: Fast Enterprises, LLC

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	$ -	
Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach	$ 10,000,000.00	This price includes both UNI and MVP
Services Subtotal	$ 10,000,000.00	

4. Ongoing Costs (Costs Consolidated and pulled from the Detail Tabs)	A. Base-Implementation	B. Base-Post Production	C. Total Price
	$ -	$ -	$ -
	$ -	$ -	$ -
	$ 10,506,600.00	$ 26,971,200.00	$ 37,477,800.00
	$ -	$ -	$ -
		Subscriptions Subtotal	$ 37,477,800.00

Base Contract (Implementation Services)	$ 10,000,000.00
Base Contract (Associated Subscriptions)	$ 37,477,800.00
Total for Base Contract Only	**$ 47,477,800.00**
Department Options [] Implementation Services	$ -
Department Options [] Associated Subscriptions	
Total Contract Price (Base and Options)	$ 47,477,800.00



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
FastDS			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		$ -
Retire Mainframe Driver's License system using Minimal Viable Product (MVP) approach		$ 10,000,000.00
0		
0		
	Services Subtotal	$ 10,000,000.00

4. SaaS Subscription Costs	A. Initial Implementation	B. Post Production	C. Total Price (A+B)
	$ -	$ -	$ -
	$ -	$ -	$ -
	$ 10,506,600.00	$ 26,971,200.00	$ 37,477,800.00
	$ -	$ -	$ -
			$ -
			$ -
		Subscription Costs Subtotal	$ 37,477,800.00

Total Price (Sum of Subtotals of Section 3-Services and 4-Software Subscriptions)	$ 47,477,800.00

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	$ -		0.00%
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	$ -		0.00%
Testing: System Test Report, Integration Test Report, Security Test Report, Performance Test Report, User Acceptance Test (UAT) Report, & Approved Configured Software	$ -		0.00%
Production Readiness: Training Materials, Training Course Pilot (pre-UAT), End-User Training, Enterprise Readiness Plan, Support/Materials per Approved Plan, & Cut-over to Production	$ -		0.00%
Release Acceptance	$ -		0.00%
Release Services Subtotal	**$** -		0.00%

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	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Application Managed Services	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Hosting	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Subtotal: Core Software During Initial Implementation		$ -						Subtotal: Core Software During Production Suppot		$ -

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



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	$ -		0.00%
Development: Configured Software, Unit Tested Interface Programs, Unit Tested Conversion Programs, Mock Data Conversion 1, & Mock Data Conversion 2	$ 2,500,000.00		25.00%
Testing: System Test Report, Integration Test Report, Security Test Report, Performance Test Report, User Acceptance Test (UAT) Report, & Approved Configured Software	$ 3,500,000.00		35.00%
Production Readiness: Training Materials, Training Course Pilot (pre-UAT), End-User Training, Enterprise Readiness Plan, Support/Materials per Approved Plan, & Cut-over to Production	$ 3,500,000.00		35.00%
Acceptance	$ 500,000.00		5.00%
Release Services Subtotal	**$ 10,000,000.00**		100.00%

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



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	$ 4,252,000.00	$ 1,000,200.00	$ 1,040,100.00	$ 1,081,500.00	$ 1,124,700.00	$ 1,169,400.00	$ 1,215,900.00	$ 1,264,500.00	$ 1,314,900.00	$ 1,367,400.00
Application Managed Services	$ -	$ 3,000,000.00	$ 1,275,000.00	$ 750,000.00	$ 650,100.00	$ 675,900.00	$ 702,900.00	$ 730,800.00	$ 759,900.00	$ 790,200.00
Hosting	$ 1,100,000.00	$ 1,154,400.00	$ 1,200,300.00	$ 1,248,300.00	$ 1,298,100.00	$ 1,350,000.00	$ 1,404,000.00	$ 1,460,100.00	$ 1,518,300.00	$ 1,578,900.00
Subtotal: Core Software During Initial Implementation		$ 10,506,600.00							Subtotal: Core Software During Production Suppot	$ 26,971,200.00

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	Blended Hourly Rate	Fully blended hourly rate for all FAST resources	Hour	$220.00
2			Hour	$
3			Hour	$
4			Hour	$
5			Hour	$
6			Hour	$
7			Hour	$
8			Hour	$
9			Hour	$
10			Hour	$
11			Hour	$
12			Hour	$
13			Hour	$
14			Hour	$
15			Hour	$