



**Proposal to provide Automated Travel Management Services  
For the State of West Virginia  
RFP Number AUD093310  
PRICING PROPOSAL**

**TRX, Inc.  
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**Authorized Person – Shane Hammond, President & CEO**

Signature  \_\_\_\_\_ 11 DEC 2008

• TAKE ACTION



Section 7 – Pricing

If Hosted By the Vendor

If Hosted By the State

1) Implementation		\$58,580	This is not available
2) Loading of Traveler Profiles There is potential for up to 50,000 users when the system is completely integrated into each agency's business process		\$0 per traveler x 50,000 = \$0	This is not available This is not available
3) Initial training (2 on-site, up to 12 virtual)		\$15,000	This is not available
4) Remedial training workshops (on-site) Up to 50 people per workshop		\$5,000	This is not available
5) Advisory fee, site management Designated account manager, Advanced management reporting		Year 1 = \$10,000 Year 2 = \$10,000 Year 3 = \$10,000 Year 4 = \$10,000 Year 5 = \$10,000 Total 5 year = \$50,000	This is not available This is not available This is not available This is not available This is not available This is not available
6) Cost per travel booking / request submission			
a) First 50,000 transactions		\$6.96 per transaction x 50,000 = \$348,000	This is not available This is not available
b) Between 50,001 and 75,000 transactions		\$6.61 per transaction	This is not available
c) Between 75,001 and 100,000 transactions		\$6.46 per transaction	This is not available
d) More than 100,000 transactions per year		\$6.31 per transaction x 100,000 = \$631,000	This is not available This is not available
e) Customer service support			
	Online	\$0	This is not available
	Offline	\$0	This is not available
7) System enhancements (if requested) Price should reflect an hourly rate for these types of services. For evaluation purposes, 200 hours shall be used as the yearly base.		\$100 per hour x 200 = \$20,000	This is not available This is not available
8) Ancilliary services		n/a	This is not available
Cost evaluation will be based on the following: GRAND TOTAL OF ITEMS 1, 2, 3, 5, 6a, 6d, 6e and 7		\$1,122,580	This is not available

