

A R E S P O N S E T O

**The State of West Virginia
Division of Homeland
Security**

For

**RFQ# HSE01154
A Request for Proposal to Provide
Identity Managed Service Offering**

September 7, 2011

Cost Proposal



Presented by:

Sandra K Hawkins (Sandy)
Senior Client Account Manager
Verizon

4700 MacCorkle Ave SE
Charleston, WV 25304
sandra.k.hawkins@verizon.com
(304) 356-3395 (Office)

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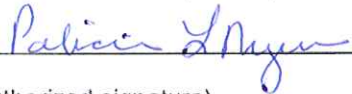
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


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Sandra K Hawkins (Sandy)
Senior Client Account Manager-Verizon
4700 MacCorkle Ave SE
Charleston, WV 25304
sandra.k.hawkins@verizon.com
(304) 356-3590 (FAX)
(304) 356-3395 (Office)



(Authorized signature)




(date)

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 **verizon**



4700 MacCorkle Ave SE
Charleston, WV 25304
304-356-3395

September 7, 2011

Department of Administration
Purchasing Division
Building 15
2019 Washington Street, East
Charleston, WV 25305-0130

Attention: Tara Lyle

RE: HSE01154

Dear Ms. Lyle:

Verizon is pleased to provide the enclosed pricing as requested on Attachment C – Cost Sheet – Revised for Identity Management System HSE01154. In addition, as requested, Verizon has included a catalog of ID-MSO, Security Services and other related services.

Verizon commits to provide the services as described in this Proposal. I also give my personal commitment of service to the State of West Virginia. I look forward to continuing our business relationship and building an even stronger partnership with the State of West Virginia.

Sincerely,

Sandra Hawkins
Senior Client Account Manager
Verizon
304-356-3395
sandra.k.hawkins@verizon.com

Identity Management System HSE01154

Attachment C - Cost Sheet-Revised

Item No.	Item Description	Estimated Quantity	Unit Price	Extended Price
1	<p>Initial Implementation Fee (this fee shall include all of the software, hardware, warranty, and any other items that are necessary and will be used for this project). Vendors should supply an itemized list of these items included in this fee.</p> <p>Quantity:1 Enrollment Station A, (36 months mtx included) \$31,149.68 Quantity:1 Issuance Station A, (36 months mtx included) \$17,243.33 Quantity:1 Handheld Unit 1020 \$6,182.36 Quantity:1 Handheld Management Software \$15,000.00 Quantity:1 Handheld Dashboard Software \$15,000.00 Quantity:500 Extra Card Stock \$6,760.00 Quantity:1 Professional Services \$81,000.00 Quantity:1 ID-MSO Setup Fee \$250,000.00</p>	1	\$422,335.37	\$422,335.37
2	<p>Identity Cards</p> <p>* This price is for a one year license fee, card, and service.</p>	5,000	\$50.00	\$250,000.00
3	<p>Year 1 Maintenance Costs</p> <p>Quantity:1 Handheld Unit 1020 Annual Maintenance \$1,148.79 Quantity:1 Handheld Management Software Maintenance \$3,000.00 Quantity:1 Handheld Dashboard Software Maintenance \$3,000.00 Quantity: 5,000 Identity Card License fee * priced above in Item #2</p>	1	\$7,148.79	\$7,148.79
4	<p>Year 2 Maintenance Costs</p> <p>Quantity:1 Handheld Unit 1020 Annual Maintenance \$1,148.79 Quantity:1 Handheld Management Software Maintenance \$3,000.00 Quantity:1 Handheld Dashboard Software Maintenance \$3,000.00 Quantity: 5,000 Identity Card License fee \$250,000.00</p> <p>* Year 2 pricing of the Identity Card License fee is based on Section 5.5, renewed upon mutual consent.</p>	1	\$257,148.79	\$257,148.79
5	<p>Year 3 Maintenance Costs</p> <p>Quantity:1 Handheld Unit 1020 Annual Maintenance \$1,148.79 Quantity:1 Handheld Management Software Maintenance \$3,000.00 Quantity:1 Handheld Dashboard Software Maintenance \$3,000.00 Quantity: 5,000 Identity Card License fee \$250,000.00</p> <p>* Year 3 pricing of the Identity Card License fee is based on Section 5.5, renewed upon mutual consent.</p>	1	\$257,148.79	\$257,148.79

Grand Total \$1,193,781.74

* The quantities above are for a minimal configuration, a design session is necessary to determine final quantities.



ID-MSO Catalog

User Cards, Licenses, Service fees

BASIC CA Setup Fee STANDARD CA Setup Fee		Smart Authentication Credential ICB ICB	Identity Credential Package \$250,000 ICB
USERS CONTRACTED 2,000 5,000 10,000 25,000 50,000 100,000 500,000		ANNUAL USER FEE : Smart Authentication Credential ICB ICB ICB ICB ICB ICB	ANNUAL USER FEE: Identity Credential Package ICB ICB \$50 ICB ICB ICB ICB ICB

Notes:

CERTIFICATE AUTHORITY (CA) OPTIONS

- Basic: Issuer is Verizon (this is the most economical); shared hardware and shared CA instance
- Standard: Issuer is Customer, shared hardware, dedicated CA instance to the customer

Service Options

- Smart Authentication Credential Service: Managed solution that provides all the key components necessary to manage the full lifecycle of a PIV and/or PIV-I credential.
- Identity Credential Package: Bundles Smart Authentication Credential with Managed Validation Service (Allows the assignment of attributes in accordance with FEMA ESF and NIMS codes)

Setup fee includes the following:

- PS hours for consultation for completion of the enrollment form
- Setup and establishment of the links to Enrollment web forms for WV configurable items
- Setup and establishment of the links to the CA for digital credentials for WV configurable items
- Setup and establishment of the logical WV environment
- Setup and establishment of the DR site
- Pre-production testing for network connectivity
- Documentation to support WebTrust and ISO audits
- Training for Help Desk on WV environment
- TLS/SSL certificates for the initial workstation orders
- For FRAC – establishment of the logical WV environment for primary and DR sites

Enrollment Stations

Part Number	Description	Price	Details
ENRA	Enrollment Package A	\$31,149.68	4-Print Fingerprint Device, Digital Camera (GSA APL Certified), ID Scanning, ID Validation, Laptop with Smartcard Reader/Extra Monitor, Enrollment Client Software

ENRB	Enrollment Package B	\$26,901.36	4-Print Fingerprint Device, Digital Camera (GSA APL Certified), ID Scanning, ID Validation, Enrollment Client Software
ENRC	Enrollment Package C	\$28,180.46	4-Print Fingerprint Device, Digital Camera (GSA APL Certified), ID Scanning, Laptop with Smartcard Reader/Extra Monitor, Enrollment Client Software
ENRD	Enrollment Package D	\$23,645.02	4-Print Fingerprint Device, Digital Camera (GSA APL Certified), ID Scanning, Enrollment Client Software
ENRE	Enrollment Package E	\$15,337.45	1-Print Fingerprint Device, Web Camera (not GSA APL Certified), ID Scanning, Laptop with Smartcard Reader/Extra Monitor, Enrollment Client Software

Issuance Stations

Part	Description	Price	Details
ISSA	Issuance Package A	\$17,243.33	Laptop or Workstation with smartcard reader and peripherals, Smart Card printer, Issuance
ISSB	Issuance Package B	\$12,179.44	Smart Card printer, Issuance Software

Handheld Items

Part	Price	Details
AGF 1010	\$6,324.71	Handheld with Bio1d/2dSmCrdRdr + software
AGF 1010 Maintenance	\$1,121.36	Annual Maintenance and Support
AGF 1020	\$6,182.36	Handheld with Bio1d/2dMagStrip&SmCrdRdr + software
AGF 1020 Maintenance	\$1,148.79	Annual Maintenance and Support
AGF 1011	\$6,923.71	Handheld with Bio1d/2dSmCrdRdrHIDProxRdr + software
AGF 1011 Maintenance	\$1,213.16	Annual Maintenance and Support
AGF 1021	\$7,172.71	Handheld with Bio1d/2dMagStrip&SmCrdRdrHIDProxRdr + software
AGF 1021 Maintenance	\$1,257.36	Annual Maintenance and Support
PIVMSSW	\$15,000.00	Handheld Management Station Software: The ActiveEntry Mobile Manager serves as a central point to manage ActiveEntry Mobile Clients, configurations, and as a central audit point for transaction logs. It enables an organization to configure trust - providing relying parties using ActiveEntry Mobile Clients with the information to make informed decisions on which credentials can be trusted. Diverse and dispersed organizations that require credential verification need to manage the applications performing the checking. This requires the ability to easily modify configurations based on changing conditions such as a change in security levels or threat conditions. Because configurations are policy based and sometimes utilize complex technical standards, the optimal solution should not require a relying party to have any knowledge on how the technology works. The ActiveEntry Mobile Manager meets these needs as it allows administrators to setup clients centrally, based on their policy, thereby allowing relying parties to simply act on the policy.
PIVMSSW Maintenance	\$3,000.00	Handheld Management Station Software Maintenance
PIVDBSW	\$15,000.00	Handheld Dashboard SW per server: Additional Dashboard functionality is designed to provide an organization with a user friendly, graphical tool to produce reports based on events and transactions that have occurred between cardholders and relying parties. The Dashboard produces its reports out of the data that the ActiveEntry Mobile Manager collects from Handhelds or PCs that run the ActiveEntry Mobile Client software.
PIVDBSW Maintenance	\$3,000.00	Handheld Dashboard Software Maintenance
Additional Equipment	ICB	As technology improves and additional equipment/accessories become available, items may be purchased on an ICB (Individual Case Basis).

Extra Card Stock

Quantity Purchased	Price Per Card
0 - 1,000	\$13.52
1,001 - 5,000	\$13.43

5,001 - 10,000	\$11.96
10,000 - 50,000	\$10.74
50,000 - 100,000	\$10.18
100,001 - 499,000	\$9.87
500,000 - 1,000,000	\$9.68

Professional Services						
Practice /Competency	Project Manager	Consultant	Sr. Consultant	Executive Consultant	Principal	
(MSS) Managed Security Services	\$185	\$160	\$185	\$210	\$225	
(T&V) Threat & Vulnerability	\$185	\$160	\$185	\$210	\$225	
(IAM) Identity and Access Management	\$185	\$160	\$185	\$210	\$240	
(SOS) Security Operations Services	\$185	\$175	\$200	\$225	\$225	
(GRC) Governance Risk Compliance	\$185	\$175	\$200	\$225	\$260	
(SMP) Security Management Program	\$185	\$175	\$200	\$225	\$260	
(DP) Data Protection	\$185	\$175	\$200	\$225	\$225	
(PCI) Payment Card Industry	\$185	\$200	\$225	\$225	\$225	
(IR&F) Forensics	\$185	\$275	\$300	N/A	\$325	
Security Staff Augmentation		ICB	ICB	ICB	ICB	
Application Infrastructure & Performance	\$185	\$175	\$190	\$215	\$235	
Business Continuity	\$185	\$175	\$190	\$215	\$235	
Data Center Services	\$185	\$175	\$190	\$215	\$235	
Enterprise Architecture	\$185	\$175	\$190	\$215	\$235	
IT Strategy	\$185	\$175	\$190	\$215	\$235	
Storage	\$185	\$175	\$190	\$215	\$235	
System Integration	\$185	\$175	\$190	\$215	\$235	
Virtualization	\$185	\$175	\$190	\$215	\$235	
ITS Staff Augmentation		ICB	ICB	ICB	ICB	
Unified Communications & Collaboration (UCC)	\$185	\$200	\$215	\$230	\$250	
Mobility	\$185	\$175	\$190	\$215	\$235	
Contact Center Services (CCS)	\$185	\$175	\$190	\$215	\$235	
VoIP / IPT	\$185	\$160	\$185	\$210	\$235	
ITS Staff Augmentation		ICB	ICB	ICB	ICB	
Network	\$185	\$160	\$185	\$210	\$235	
Network Staff Augmentation		ICB	ICB	ICB	ICB	

** Professional Services are priced per engagement using a Statement of Work
 ** Some positions are listed as Individual Case Basis (ICB) based on scope

Additional Services

Additional services with service-specific terms and conditions may be purchased on an Individual Case Basis (ICB).

* Equipment Pricing: Verizon values your business and our intent is to protect the Equipment price as much as possible. We cannot control the price of third party equipment (Handhelds, Issuance Stations, Enrollment Stations, Extra Card Stock, etc) which may cause prices to fluctuate. The equipment pricing provided is valid for 90 days and we will make every effort beyond 90 days to maintain that rate or provide the lowest possible rate by ICB (Individual Case Basis).