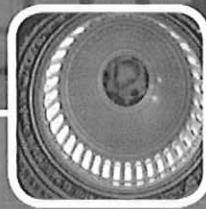


Response to

West Virginia Consolidated Public Retirement Board

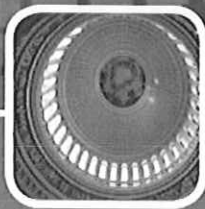


Request for Proposal
for
A New Line of Business Solution
RFP CPR12026

Cost Proposal – ORIGINAL

Response to

West Virginia Consolidated Public Retirement Board



Request for Proposal

for

A New Line of Business Solution

RFP CPR12026

Cost Proposal

Opening Date: December 11, 2012 Opening Time: 1:30 PM

Federal Tax ID # 75-0741206 DUNS: 01-916-2571

Signature  on December 5, 2012

Calvin J. Yonker, Chief Executive Officer and President

Sierra Systems

4801 Southwest Parkway, Plaza One, Suite 115, Austin, TX 78735

CalYonker@SierraSystems.com

(T): 678-245-6893; (F): 678-385-7541



December 7, 2012

403-298-1113
PatriciaKaiser@SierraSystems.com
PATRICIA I KAISER
CHIEF OPERATING OFFICER

Ms. Krista Ferrell, Buyer Supervisor
Purchasing Division
2019 Washington Street, East
P.O. Box 50130
Charleston, WV 25305-0130

Dear Ms. Ferrell:

Sierra Systems is pleased to present to the West Virginia Consolidated Public Retirement Board (WVCPRB) our response to the Request for Proposal (RFP) for a new Line of Business Solution for Pension Administration. We propose Oracle's Pension Administration software solution to satisfy the requirements set forth in the RFP and to meet the future needs of WVCPRB.

As the largest business application and technology provider in the world, applications and technology from Oracle set the standards and are "built to last" with billions of dollars every year being spent on research and development to continuously increase functionality, advance technology and improve ease-of-use. The Sierra Systems team, which includes CedarCrestone as subcontractor, specializes in implementing the Oracle Pension Offering and has the experience, methodology, tools and templates, and qualified staff to deliver a pension modernization project of this size and scope. We will configure the pension solution to meet your requirements, utilizing best practices that are reflected in the software while managing change and promoting user effectiveness along the way to achieve the below objectives.

- Robust Functionality and Capabilities
- Powerful Business Intelligence Capabilities
- Exceptional Customer Service and End-User Satisfaction
- Productivity Gains
- System Integrity and Compliance

The result will be a solution that will serve WVCPRB well and remain functionally and technically current for the expected 20+ year solution lifespan. WVCPRB faces an important decision - selection of a long-term implementation partner and software solution that will enable WVCPRB to deliver high quality services to your membership and your entire employer community for decades to come. In this era of policy change, investment volatility, economic uncertainty, technological advances, and consolidation within the IT marketplace, it strategically makes sense for WVCPRB to align itself with market leaders. As you review our proposal in detail, we believe you will find that our solution delivers the most value to WVCPRB throughout your expected ownership horizon.

This proposal is valid for 180 days from the December 11th due date. As the Chief Operating Officer of Sierra Systems, I am legally authorized to bind the company in presenting this proposal. I understand and agree by signing this letter that Sierra Systems agrees to the RFP Terms and Conditions subject to Sierra Systems exceptions as included in our proposal.

Point of Contact for our Proposal:

Should you require any additional information or clarifications, please contact:

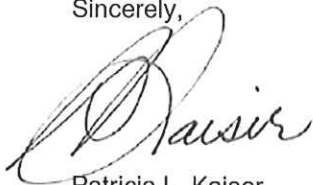
Amy McClintic, CPA, PMP | Director, Oracle Applications Practice
Sierra Systems., 4801 Southwest Parkway, Plaza One, Suite 115, Austin, TX 78735
AmyMcClintic@sierrasystems.com
Phone: (512) 583-2300 Fax: (512) 583-2333

For additional information or clarification from our subcontractor, please contact:

Brian.Christenson, Vice-President, Public Sector Solutions
CedarCrestone, Inc., 1255 Alderman Drive, Alpharetta, GA 30005
Email: Brian.Christenson@CedarCrestone.com
Phone: (720) 838-4260 Fax: (678) 690-1397

Thank you for considering our proposal – we welcome the opportunity to join you on the path to modernize your systems, processes, and organization. Sierra Systems is eager to begin this journey with WVCPRB and we trust the remainder of our proposal reflects our sincerest commitment to your project.

Sincerely,



Patricia L. Kaiser
Chief Operating Officer
Sierra Systems Inc.

WVCPRB Bid Summary 5.3.2.1

On this worksheet, fill in the vendor name. Amounts for Options 3 and 7 should be entered directly on the Bid Summary worksheet. All other entries are automatically populated based on the vendor entries in Schedules 1 through 6.

The Total – Functional amount (Cell G11 of the Bid Summary sheet) will be the amount used for the evaluation of the vendor's cost bid.

Copies of the spreadsheet tables are included in this RFP as Attachments EXH 18 through EXH 22.

Vendor's Fixed Price Cost Proposal						
Vendor: Sierra Systems						
Project Element	Year 1	Year 2	Year 3	Warranty Period	Out Year Support Period	Totals
Functional Project Elements						
Hardware	\$1,058,599.30					\$1,058,599.30
Commodity Software	\$2,079,630.85					\$2,079,630.85
Services	\$4,744,311.40	\$7,667,877.48	\$1,599,811.12	\$1,626,900.00	\$426,912.00	\$16,065,812.00
LOB Application License Fee	\$464,496.92	\$481,332.20	\$498,840.89	\$517,049.92	\$5,410,348.00	\$7,372,067.93
LOB Application Source Code (WV specific)	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00
TOTAL - Functional	\$8,347,038.47	\$8,149,209.68	\$2,098,652.01	\$2,143,949.92	\$5,837,260.00	\$26,576,110.08
Optional Project Elements (through implementation and warranty period)						
Option 1 – Hardware Procurement						\$1,058,599.30
Option 2 – Commodity Software Procurement						\$2,079,630.85
Option 3 – LOB Application Source Code (Base)						
Option 4 – Data Cleansing	\$370,000.00	\$0.00	\$0.00	\$0.00		\$370,000.00
Option 5 – Vendor Delivery of Employer Training	\$0.00	\$153,600.00	\$0.00	\$0.00		\$153,600.00
Option 6 – Replace Application Xtender Imaging	\$0.00	\$0.00	\$0.00	\$0.00		\$0.00
Option 7 – Deferred Retirement Option Plan						
TOTAL – Options	\$370,000.00	\$153,600.00	\$0.00	\$0.00		\$523,600.00
GRAND TOTAL - FUNCTIONAL + OPTIONS	\$8,717,038.47	\$8,302,809.68	\$2,098,652.01	\$2,143,949.92	\$5,837,260.00	\$27,099,710.08
Incremental Costs						
TBD						\$0.00
TBD						\$0.00
TBD						\$0.00
TBD						\$0.00
TBD						\$0.00
TBD						\$0.00
TBD						\$0.00
TBD						\$0.00
TBD						\$0.00
TBD						\$0.00

5.3.2.2 Schedule 1 – Hardware Costs for Functional Project Elements

For each item on the Hardware list provided with the Technical Proposal (see Attachment 1 List and Specifications of Required Hardware), enter all hardware components required to effect the functional requirements portion of the proposed solution. Distinguish components that already exist at WVCPRB versus upgrades required to existing equipment versus new components. Include servers, hubs, routers, workstations (desktop PCs), cables, connectors, labels, and equipment racks. For each required item, provide the manufacturer, model, a description, the quantity, and the unit cost. Cost extensions and totals are computed automatically.

5.3.2.3 Schedule 2 – Commodity Software Costs for Functional Project Elements

For each item on the Commodity Software list provided with the Technical Proposal (see Attachment 2 List of Required Commodity Software), enter all commodity software products required to effect the functional requirements portion of the proposed solution. Distinguish software that already exists at WVCPRB versus upgrades required to existing software versus new software products. Include all required products such as operating systems, network software, database management software, software tools, and office suite software. For each required item, provide the manufacturer, model, a description, the number of copies required, and the unit cost. Cost extensions and totals are computed automatically.

**West Virginia Consolidated Public Retirement Board - Schedule 2
Commodity Software Costs for Functional Project Elements
Vendor's Firm Fixed-Price Cost Proposal**

(The vendor should replicate this table as necessary to account for all components.)

1	2	3	4	5	6	7
ITEM NO	# OF COPIES	MANUFACTURER	MODEL	DESCRIPTION	UNIT COST	TOTAL
1	12	Oracle	DB Licenses	Enterprise Edition, Processor	\$11,887	\$142,643
2	12	Oracle	DB Licenses	Essentials Pack - Database, Processor	\$1,251	\$15,015
3	12	Oracle	DB Licenses	Standard Pack - Database, Processor	\$1,251	\$15,015
4	12	Oracle	DB Licenses	Application Clusters, Processor	\$5,756	\$69,069
5	12	Oracle	DB Licenses	Advanced Security, Processor	\$2,878	\$34,535
6	12	Oracle	DB Licenses	Partitioning, Processor	\$2,878	\$34,535
7	12	Oracle	DB Licenses	Enterprise Edition, Processor	\$5,756	\$69,069
8	12	Oracle	DB Licenses	Integration for PeopleSoft, Processor	\$576	\$6,907
9	60	Oracle	DB Licenses	Enterprise Edition, Named User Plus	\$238	\$14,265
10	60	Oracle	DB Licenses	Essentials Pack - Database, Named User Plus	\$25	\$1,502
11	60	Oracle	DB Licenses	Standard Pack - Database, Named User Plus	\$25	\$1,502
12	60	Oracle	DB Licenses	Advanced Security, Named User Plus	\$58	\$3,454
13	10	Oracle	Server Licenses	WebLogic Suite, Processor	\$11,261	\$112,613
14	10	Oracle	Server Licenses	Enterprise Edition, Processor	\$3,003	\$30,030
15	10	Oracle	Server Licenses	Oracle Middleware, Processor	\$14,389	\$143,894
16	10	Oracle	Server Licenses	Enterprise Edition, Processor	\$6,256	\$62,563
17	40	Oracle	Server Licenses	Integration Suite, Named User Plus	\$1,150	\$45,983
18	12	Oracle	Server Licenses	Suite for PeopleSoft, Processor	\$3,754	\$45,045
19	60	Oracle	Server Licenses	PeopleSoft, Named User Plus	\$75	\$4,505
20	50	Oracle	Server Licenses	Essentials Pack, Named User Plus	\$58	\$2,878
21	40	Oracle	Server Licenses	WebLogic Suite, Named User Plus	\$225	\$9,009
22	40	Oracle	Server Licenses	Enterprise Edition, Named User Plus	\$60	\$2,402
23	40	Oracle	Server Licenses	Oracle Middleware, Named User Plus	\$300	\$12,012
24	40	Oracle	Server Licenses	Enterprise Edition, Named User Plus	\$125	\$5,005
25	1	Oracle	Application Licenses	Essentials, 160,000 Pension Participants	\$322,995	\$322,995
26	1	Oracle	Application Licenses	Standard, 58,000 Pension Participants	\$142,402	\$142,402
27	1	Oracle	Application Licenses	Advanced Security, 400 Enterprise Employees	\$1,637	\$1,637
28	1	Oracle	Application Licenses	Essentials, 160,000 Pension Participants	\$148,403	\$148,403
29	1	Oracle	Application Licenses	Standard, 160,000 Pension Participants	\$52,378	\$52,378
30	1	Oracle	Application Licenses	Advanced Security, \$100M in Operating Budget	\$7,809	\$7,809
31	1	Oracle	Application Licenses	Essentials Pack, \$100M in Operating Budget	\$443	\$443
32	1	Oracle	Application Licenses	Standard Pack, \$100M in Operating Budget	\$853	\$853
33	1	Oracle	Application Licenses	Advanced Security, \$100M in Operating Budget	\$443	\$443
34	1	Oracle	Application Licenses	Essentials, \$100M in Operating Budget	\$443	\$443
35	1	Oracle	Application Licenses	Standard, \$100M in Operating Budget	\$1,091	\$1,091
36	1	Oracle	Application Licenses	Advanced Security, \$100M in Operating Budget	\$1,978	\$1,978
37	1	Oracle	Application Licenses	Essentials, 160,000 Pension Participants	\$2,029	\$2,029
38	1	Oracle	Application Licenses	Standard, \$100M in Operating Budget	\$122,214	\$122,214
39	1	Oracle	Application Licenses	Advanced Security, \$100M in Operating Budget	\$4,194	\$4,194
40	1	Oracle	Application Licenses	Essentials Management, Application Users	\$767	\$767
41	1	Oracle	Application Licenses	Standard Pack, 400 Enterprise Employees	\$164	\$164
42	1	Oracle	Application Licenses	Advanced Security, 58,000 Pension Participants	\$53,796	\$53,796
43	1	Oracle	Application Licenses	Essentials, \$100M in Operating Budget	\$375	\$375
44	1	Oracle	Application Licenses	Standard, \$100M in Operating Budget	\$1,961	\$1,961

5.3.2.4 Schedule 3 – Services (Functional Project Elements)

This schedule consists primarily of service related costs to implement the functional requirements portion of the proposed solution. For each area of service section (e.g., Requirements Analysis, Software Modifications Development), list the applicable staff positions, number of hours, and hourly rates. Hourly rates should be fully loaded to capture all direct and overhead expenses, travel, per diem, and any other travel-related expenses. WVCPRB anticipates the project can be completed within three years of contract execution. (If the vendor believes that a longer schedule is indicated, the vendor should expand this and the other cost schedules appropriately.)

For most service categories, therefore, the hours should be entered only for years 1 through 3, and no entries should be made in the columns designated "12 Mo Warranty Period." The only exception is the LOB Application Software Warranty section, for which the only entries should be in the "12 Mo Warranty Period" columns.

When filling in the Training section of the spreadsheet, be sure to include the cost for WVCPRB staff travel if any training would be conducted at a location outside the Charleston, WV area (see Appendix D Section 2.10.2.1).

As indicated, vendors should also enter on this schedule the cost of the LOB License Fee (if any) and of the LOB Application source code as discussed in Appendix D Section 2.5.6.3.

At the bottom of the schedule, enter the following incremental costs where indicated:

1. Customization (if necessary) of scripts, etc. (Appendix D Section 2.5.7)

West Virginia Consolidated Public Retirement Board - Schedule 3
Vendor's Firm Fixed Price Cost Proposal for Functional Project Elements
Service Related and Miscellaneous Costs and Fees

NOTE: All hourly rates quoted must be fully "loaded" to capture all direct and overhead expenses, travel, per diem, and any other travel-related expenses.

Cost Element	Year 1			Year 2			Year 3			Warranty / Post Warranty Period			Total Hours	Total Cost
	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total		
Requirements Analysis														
Analyst Leads	\$131.46	8164.00	\$1,073,201.15	\$131.46		\$0.00	\$131.46		\$0.00				8164.00	\$1,073,201.15
Analyst Support	\$131.46	1820.00	\$239,248.66	\$131.46		\$0.00	\$131.46		\$0.00				1820.00	\$239,248.66
	\$131.46		\$0.00	\$131.46		\$0.00	\$131.46		\$0.00				0.00	\$0.00
	\$131.46		\$0.00	\$131.46		\$0.00	\$131.46		\$0.00				0.00	\$0.00
Subtotal		9984.00	\$1,312,449.81		0.00	\$0.00		0.00	\$0.00				9984.00	\$1,312,449.81
Software Modifications Development														
Developer	\$131.46	3306.00	\$434,591.25	\$131.46	2083.00	\$273,821.41	\$131.46		\$0.00				5389.00	\$708,412.66
Analysts	\$131.46	1218.00	\$160,112.57	\$131.46	1218.00	\$160,112.57	\$131.46		\$0.00				2436.00	\$320,225.13
Analyst Support	\$131.46	348.00	\$45,746.45	\$131.46	348.00	\$45,746.45	\$131.46		\$0.00				696.00	\$91,492.90
Tech Lead	\$131.46	783.00	\$102,929.51	\$131.46	261.00	\$34,309.84	\$131.46		\$0.00				1044.00	\$137,239.34
Subtotal		5655.00	\$743,379.78		3910.00	\$513,990.26		0.00	\$0.00				9565.00	\$1,257,370.04
Hardware and Commodity Software Installation and Configuration														
Admins	\$131.46	2088.00	\$274,478.69	\$131.46	5916.00	\$777,689.61	\$131.46	870.00	\$114,366.12				8874.00	\$1,166,534.42
Architecture Lead	\$131.46	522.00	\$68,619.67	\$131.46		\$0.00	\$131.46		\$0.00				522.00	\$68,619.67
Tech Lead	\$131.46	522.00	\$68,619.67	\$131.46		\$0.00	\$131.46		\$0.00				522.00	\$68,619.67
Hardware Installs	\$131.46	682.00	\$89,652.52	\$131.46		\$0.00	\$131.46		\$0.00				682.00	\$89,652.52
Subtotal		3814.00	\$501,370.55		5916.00	\$777,689.61		870.00	\$114,366.12				10600.00	\$1,393,426.28
Integration														
Developer	\$131.46	3306.00	\$434,591.25	\$131.46	2323.00	\$305,370.68	\$131.46		\$0.00				5629.00	\$739,961.94
Analysts	\$131.46	1218.00	\$160,112.57	\$131.46	1218.00	\$160,112.57	\$131.46		\$0.00				2436.00	\$320,225.13
Analyst Support	\$131.46	348.00	\$45,746.45	\$131.46	348.00	\$45,746.45	\$131.46		\$0.00				696.00	\$91,492.90
Tech Lead	\$131.46	783.00	\$102,929.51	\$131.46	261.00	\$34,309.84	\$131.46		\$0.00				1044.00	\$137,239.34
Subtotal		5655.00	\$743,379.78		4150.00	\$545,539.54		0.00	\$0.00				9805.00	\$1,288,919.31
Conversion and Bridging														
Conversion Lead	\$131.46	1044.00	\$137,239.34	\$131.46	2088.00	\$274,478.69	\$131.46	174.00	\$22,873.22				3306.00	\$434,591.25
Conversion Analysts	\$131.46	2088.00	\$274,478.69	\$131.46	4698.00	\$617,577.05	\$131.46	348.00	\$45,746.45				7134.00	\$937,802.18
Analysts	\$131.46	1218.00	\$160,112.57	\$131.46	1218.00	\$160,112.57	\$131.46		\$0.00				2436.00	\$320,225.13
Analyst Support	\$131.46	348.00	\$45,746.45	\$131.46	348.00	\$45,746.45	\$131.46		\$0.00				696.00	\$91,492.90
Subtotal		4698.00	\$617,577.05		8352.00	\$1,097,914.75		522.00	\$68,619.67				13572.00	\$1,784,111.46
Training														
Change Mgmt Lead	\$131.46		\$0.00	\$131.46	1044.00	\$137,239.34	\$131.46	696.00	\$91,492.90				1740.00	\$228,732.24
Training Lead	\$131.46		\$0.00	\$131.46	1044.00	\$137,239.34	\$131.46	696.00	\$91,492.90				1740.00	\$228,732.24
Trainer	\$131.46		\$0.00	\$131.46	2088.00	\$274,478.69	\$131.46	160.00	\$21,032.85				2248.00	\$295,511.54
Oracle University	\$95,000.00	1.00	\$95,000.00	\$95,000.00	1.00	\$95,000.00	\$0.00		\$0.00				2.00	\$190,000.00
WVCPRB Travel	\$0.00		\$0.00			\$0.00			\$0.00					\$0.00
Subtotal		1.00	\$95,000.00		4177.00	\$643,957.37		1552.00	\$204,018.64				\$5,730.00	\$942,976.01

West Virginia Consolidated Public Retirement Board - Schedule 3
Vendor's Firm Fixed Price Cost Proposal for Functional Project Elements
Service Related and Miscellaneous Costs and Fees

NOTE: All hourly rates quoted must be fully "loaded" to capture all direct and overhead expenses, travel, per diem, and any other travel-related expenses.

Cost Element	Year 1			Year 2			Year 3			Warranty / Post Warranty Period			Total Hours	Total Cost
	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total		
Testing														
Analysts	\$131.46		\$0.00	\$131.46	12006.00	\$1,578,252.45	\$131.46	4068.00	\$534,760.20				16074.00	\$2,113,012.65
Tech support	\$131.46		\$0.00	\$131.46	10074.00	\$1,324,280.79	\$131.46	3480.00	\$457,464.48				13554.00	\$1,781,745.27
Tech Lead	\$131.46		\$0.00	\$131.46	1566.00	\$205,859.02	\$131.46	696.00	\$91,492.90				2262.00	\$297,351.91
	\$131.46		\$0.00	\$131.46		\$0.00	\$131.46		\$0.00				0.00	\$0.00
Subtotal		0.00	\$0.00		23646.00	\$3,108,392.25		8244.00	\$1,083,717.57				31890.00	\$4,192,109.83
Document Preparation														
Change Mgmt Lead	\$131.46	602.00	\$79,136.10	\$131.46	1044.00	\$137,239.34	\$131.46		\$0.00				1646.00	\$216,375.44
Training Lead	\$131.46		\$0.00	\$131.46	522.00	\$68,619.67	\$131.46		\$0.00				522.00	\$68,619.67
Trainer	\$131.46		\$0.00	\$131.46	1044.00	\$137,239.34	\$131.46		\$0.00				1044.00	\$137,239.34
	\$131.46		\$0.00	\$131.46		\$0.00	\$131.46		\$0.00				0.00	\$0.00
Subtotal		602.00	\$79,136.10		2610.00	\$343,098.36		0.00	\$0.00				3212.00	\$422,234.45
Project Management														
Project Execs	\$131.46	784.00	\$103,060.96	\$131.46	672.00	\$88,337.97	\$131.46	112.00	\$14,722.99				1568.00	\$206,121.93
Project Manager	\$131.46	2088.00	\$274,478.69	\$131.46	2088.00	\$274,478.69	\$131.46	696.00	\$91,492.90				4872.00	\$640,450.27
Deputy PM	\$131.46	2088.00	\$274,478.69	\$131.46	2088.00	\$274,478.69	\$131.46	174.00	\$22,873.22				4350.00	\$571,830.60
	\$131.46		\$0.00	\$131.46		\$0.00	\$131.46		\$0.00				0.00	\$0.00
Subtotal		4960.00	\$652,018.34		4848.00	\$637,295.34		982.00	\$129,089.11				10790.00	\$1,418,402.79
LOB Application Software Warranty for 12 Months after Final Acceptance (Maintenance and Support)														
Analysts										\$170.00	5220.00	\$887,400.00	5220.00	\$887,400.00
										0.00		\$0.00	0.00	\$0.00
										0.00		\$0.00	0.00	\$0.00
										0.00		\$0.00	0.00	\$0.00
Subtotal											5220.00	\$887,400.00	5220.00	\$887,400.00
One Year of Post Warranty IT Support														
Tech										\$170.00	3654.00	\$621,180.00	3654.00	\$621,180.00
												\$0.00	0.00	\$0.00
												\$0.00	0.00	\$0.00
												\$0.00	0.00	\$0.00
Subtotal											3654.00	\$621,180.00	3654.00	\$621,180.00
One Year of Post Warranty Operations Support														
Admin										\$170.00	696.00	\$118,320.00	696.00	\$118,320.00
												\$0.00	0.00	\$0.00
												\$0.00	0.00	\$0.00
												\$0.00	0.00	\$0.00
Subtotal											696.00	\$118,320.00	696.00	\$118,320.00

West Virginia Consolidated Public Retirement Board - Schedule 3
Vendor's Firm Fixed Price Cost Proposal for Functional Project Elements
Service Related and Miscellaneous Costs and Fees

NOTE: All hourly rates quoted must be fully "loaded" to capture all direct and overhead expenses, travel, per diem, and any other travel-related expenses.

Cost Element	Year 1			Year 2			Year 3			Warranty / Post Warranty Period			Total Hours	Total Cost	
	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total			
Other Support Services															
			\$0.00			\$0.00			\$0.00					0.00	\$0.00
			\$0.00			\$0.00			\$0.00					0.00	\$0.00
			\$0.00			\$0.00			\$0.00					0.00	\$0.00
			\$0.00			\$0.00			\$0.00					0.00	\$0.00
Subtotal		0.00	\$0.00		0.00	\$0.00		0.00	\$0.00					0.00	\$0.00
Services Total		35369.00	\$4,744,311.40		57609.00	\$7,667,877.48		12170.00	\$1,599,811.12			9570.00	\$1,626,900.00	114718.00	\$15,638,900.00
Other Costs															
LOB Application License Fee			\$464,496.92			\$481,332.20			\$498,840.89				\$517,049.92		\$1,961,719.93
Source Code			\$0.00			\$0.00			\$0.00				\$0.00		\$0.00
GRAND TOTAL			\$5,208,808.32			\$8,149,209.68			\$2,098,652.01				\$2,143,949.92		\$17,600,619.93

TBD															\$0.00
TBD															\$0.00
TBD															\$0.00
TBS															\$0.00
TBS															\$0.00
TBS															\$0.00
TBS															\$0.00
TBS															\$0.00
TBS															\$0.00
TBS															\$0.00
TBS															\$0.00

5.3.2.5 Schedule 3A – Out Year Support

This schedule will identify the cost for post warranty support services and the LOB Application License Fee on a yearly basis for ten years beyond the initial twelve month post warranty period.

The staff positions (Cost Elements) on Schedule 3A will be automatically populated from those shown on Schedule 3 as One Year of Post Warranty IT and One Year of Post Warranty Operations Support. For cost comparison purposes, as a default, the hourly rates associated with those positions on Schedule 3A will be automatically populated with a 3% increase each year for years two through ten.

The amounts shown for the LOB Application License Fee on Schedule 3A will be generated from the amount the vendor provides on Schedule 3 for the Warranty/Post Warranty Period (cell M88). For cost comparison purposes, as a default, the Schedule 3A amounts for years two through ten will include a 3% annual increase.

Out Year Support is discussed in Appendix D Section 2.13.2.4.

**West Virginia Consolidated Public Retirement Board - Schedule 3A
Vendor's Firm Fixed Price Cost Proposal for Out Year Support
Service Related and Miscellaneous Costs and Fees**

NOTE: All hourly rates quoted must be fully "loaded" to capture all direct and overhead expenses, travel, per diem, and any other travel-related expenses.

Cost Element	Year 1			Year 2			Year 3			Year 4			Year 5			Years 1 - 5 Totals	
	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	Hours	Cost
Post Warranty IT Support																	
Tech	#####	160.00	\$28,016.00	#####	160.00	\$28,856.00	#####	160.00	\$29,721.60	#####	160.00	\$30,612.80	#####	160.00	\$31,504.00	640.00	\$117,206.40
	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	-	\$0.00
	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	-	\$0.00
	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	-	\$0.00
Subtotals		160.00	\$28,016.00		160.00	\$28,856.00		160.00	\$29,721.60		160.00	\$30,612.80		160.00	\$31,504.00	640.00	\$117,206.40
Post Warranty Operations Support																	
Admin	#####	80.00	\$14,008.00	#####	80.00	\$14,428.00	#####	80.00	\$14,860.80	#####	80.00	\$15,306.40	#####	80.00	\$15,744.00	320.00	\$58,603.20
	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	-	\$0.00
	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	-	\$0.00
	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	-	\$0.00
Subtotals		80.00	\$14,008.00		80.00	\$14,428.00		80.00	\$14,860.80		80.00	\$15,306.40		80.00	\$15,744.00	320.00	\$58,603.20
Services - Yearly Totals			\$42,024.00			\$43,284.00			\$44,582.40			\$45,919.20			\$47,267.20	960.00	\$175,809.60
Other Costs																	
LOB Application License Fee			\$517,049.92			\$532,561.42			\$548,538.26			\$564,994.41			\$581,944.24		\$2,228,038.34
Year 6 - 10																	
Cost Element	Year 6			Year 7			Year 8			Year 9			Year 10			Years 6 - 10 Totals	
	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	Hours	Cost
Post Warranty IT Support																	
Tech	#####	160.00	\$31,531.20	#####	160.00	\$32,476.80	#####	160.00	\$33,451.20	#####	160.00	\$34,454.40	#####	160.00	\$35,488.00	800.00	\$167,401.60
	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	-	\$0.00
	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	-	\$0.00
	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	-	\$0.00
Subtotals		160.00	\$31,531.20		160.00	\$32,476.80		160.00	\$33,451.20		160.00	\$34,454.40		160.00	\$35,488.00	800.00	\$167,401.60
Post Warranty Operations Support																	
Admin	#####	80.00	\$15,765.60	#####	80.00	\$16,238.40	#####	80.00	\$16,725.60	#####	80.00	\$17,227.20	#####	80.00	\$17,744.00	400.00	\$83,700.80
	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	-	\$0.00
	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	-	\$0.00
	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	0	\$0.00	\$0.00	-	\$0.00
Subtotals		80.00	\$15,765.60		80.00	\$16,238.40		80.00	\$16,725.60		80.00	\$17,227.20		80.00	\$17,744.00	400.00	\$83,700.80
Services - Yearly Totals			\$47,296.80			\$48,715.20			\$50,176.80			\$51,681.60			\$53,232.00	1,200.00	\$251,102.40
Other Costs																	
LOB Application License Fee			\$599,402.57			\$617,384.65			\$635,906.19			\$654,983.37			\$674,632.87		\$3,182,309.66
GRAND TOTALS																	
Services																2,160.00	\$426,912.00
LOB Application License Fee																	\$5,410,348.00

5.3.2.6 Schedule 4 – Cost for Option 4: Data Cleansing

Under Services, enter applicable staff positions, number of hours and hourly rates for services related to data cleansing for the project years. Under Hardware, Commodity Software, and Miscellaneous Costs, indicate the name and purpose of the item and the cost per year of that item. Costs from Schedule 4 carry automatically to the Bid Summary schedule. For more information on Option 4, the vendor is referred to Appendix D Section 2.14.4 Data Cleansing.

**West Virginia Consolidated Public Retirement Board - Schedule 4
Option 4 - Data Cleansing**

Vendor's Firm Fixed Price Cost Proposal

NOTE: All hourly rates quoted must be fully "loaded" to capture all reimbursable travel-related expenses.

Cost Element	Year 1 Cost			Year 2 Cost			Year 3 Cost			Warranty Period			Total Hours	Total Cost
	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total		
Services														
Position:			\$0.00			\$0.00			\$0.00			\$0.00	0	\$0.00
Position:			\$0.00			\$0.00			\$0.00			\$0.00	0	\$0.00
Cost Element	\$185	1000	\$185,000.00			\$0.00			\$0.00			\$0.00	1000	\$185,000.00
Position: Data Cleansing	\$185	1000	\$185,000.00			\$0.00			\$0.00			\$0.00	1000	\$185,000.00
Position:			\$0.00			\$0.00			\$0.00			\$0.00	0	\$0.00
Position:			\$0.00			\$0.00			\$0.00			\$0.00	0	\$0.00
Position:			\$0.00			\$0.00			\$0.00			\$0.00	0	\$0.00
Subtotal		2000	\$370,000.00		0	\$0.00		0	\$0.00		0	\$0.00	2000	\$370,000.00
Additional Hardware (if any)														
														\$0.00
														\$0.00
														\$0.00
														\$0.00
														\$0.00
Subtotal			\$0.00			\$0.00			\$0.00			\$0.00		\$0.00
Additional Commodity Software (if any)														
														\$0.00
														\$0.00
														\$0.00
														\$0.00
														\$0.00
Subtotal			\$0.00			\$0.00			\$0.00			\$0.00		\$0.00
Miscellaneous Costs (if any)														
														\$0.00
														\$0.00
														\$0.00
Subtotal			\$0.00			\$0.00			\$0.00			\$0.00		\$0.00
GRAND TOTALS		2000	\$370,000.00		0	\$0.00		0	\$0.00		0	\$0.00	2000	\$370,000.00

5.3.2.7 Schedule 5 – Cost for Option 5: Vendor Delivery of Employer Training

Under Services, enter applicable staff positions, number of hours and hourly rates for services related to vendor delivery of Employer Training for the project years. Under Hardware, Commodity Software, and Miscellaneous Costs, indicate the name and purpose of the item and the cost per year of that item. Costs from Schedule 5 carry automatically to the Bid Summary schedule. For more information on Option 5, the vendor is referred to Appendix D Section 2.14.5 Vendor Delivery of Employer Training.

**West Virginia Consolidated Public Retirement Board - Schedule 5
Option 5 - Vendor Delivery of Employer Training**

Vendor's Firm Fixed Price Cost Proposal

NOTE: All hourly rates quoted must be fully "loaded" to capture all reimbursable travel-related expenses.

Cost Element	Year 1 Cost			Year 2 Cost			Year 3 Cost			Warranty Period			Total Hours	Total Cost
	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total		
Services														
Position:Employer Trainin	\$160		\$0.00	\$160.00	320	\$51,200.00			\$0.00			\$0.00	320	\$51,200.00
Position:Employer Trainin	\$160		\$0.00	\$160.00	320	\$51,200.00			\$0.00			\$0.00	320	\$51,200.00
Position:Employer Trainin	\$160		\$0.00	\$160.00	320	\$51,200.00			\$0.00			\$0.00	320	\$51,200.00
Position:			\$0.00			\$0.00			\$0.00			\$0.00	0	\$0.00
Position:			\$0.00			\$0.00			\$0.00			\$0.00	0	\$0.00
Position:			\$0.00			\$0.00			\$0.00			\$0.00	0	\$0.00
Position:			\$0.00			\$0.00			\$0.00			\$0.00	0	\$0.00
Subtotal		0	\$0.00		960	\$153,600.00		0	\$0.00		0	\$0.00	960	\$153,600.00
Additional Hardware (if any)														
														\$0.00
														\$0.00
														\$0.00
														\$0.00
														\$0.00
Subtotal			\$0.00			\$0.00			\$0.00			\$0.00		\$0.00
Additional Commodity Software (if any)														
														\$0.00
														\$0.00
														\$0.00
														\$0.00
														\$0.00
Subtotal			\$0.00			\$0.00			\$0.00			\$0.00		\$0.00
Miscellaneous Costs (if any)														
														\$0.00
														\$0.00
														\$0.00
Subtotal			\$0.00			\$0.00			\$0.00			\$0.00		\$0.00
GRAND TOTALS		0	\$0.00		960	\$153,600.00		0	\$0.00		0	\$0.00	960	\$153,600.00

5.3.2.8 Schedule 6 – Cost for Option 6: Vendor Replacement of Existing Imaging System

Under Services, enter applicable staff positions, number of hours and hourly rates for services related to replacement of the existing imaging system for the project years. Under Hardware, Commodity Software, and Miscellaneous Costs, indicate the name and purpose of the item and the cost per year of that item.

Costs from Schedule 6 carry automatically to the Bid Summary schedule. For more information on Option 6, the vendor is referred to Appendix D Section 2.14.6 Replacement of Existing ApplicationXtender Imaging System.

Sierra Systems does not plan to replace WVCPRB's existing imaging system.

**West Virginia Consolidated Public Retirement Board - Schedule 6
Option 6 - Vendor Replacement of Existing Imaging System**

Vendor's Firm Fixed Price Cost Proposal

NOTE: All hourly rates quoted must be fully "loaded" to capture all reimbursable travel-related expenses.

Cost Element	Year 1 Cost			Year 2 Cost			Year 3 Cost			Warranty Period			Total Hours	Total Cost
	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total	\$/hr	Hours	Total		
Services														
Position:			\$0.00			\$0.00			\$0.00			\$0.00	0	\$0.00
Position:			\$0.00			\$0.00			\$0.00			\$0.00	0	\$0.00
Position:			\$0.00			\$0.00			\$0.00			\$0.00	0	\$0.00
Position:			\$0.00			\$0.00			\$0.00			\$0.00	0	\$0.00
Position:			\$0.00			\$0.00			\$0.00			\$0.00	0	\$0.00
Position:			\$0.00			\$0.00			\$0.00			\$0.00	0	\$0.00
Position:			\$0.00			\$0.00			\$0.00			\$0.00	0	\$0.00
Subtotal		0	\$0.00		0	\$0.00		0	\$0.00		0	\$0.00	0	\$0.00
Additional Hardware (if any)														
														\$0.00
														\$0.00
														\$0.00
														\$0.00
Subtotal			\$0.00			\$0.00			\$0.00			\$0.00		\$0.00
Additional Commodity Software (if any)														
														\$0.00
														\$0.00
														\$0.00
														\$0.00
Subtotal			\$0.00			\$0.00			\$0.00			\$0.00		\$0.00
Miscellaneous Costs (if any)														
														\$0.00
														\$0.00
														\$0.00
Subtotal			\$0.00			\$0.00			\$0.00			\$0.00		\$0.00
GRAND TOTALS		0	\$0.00		0	\$0.00		0	\$0.00		0	\$0.00	0	\$0.00

5.3.2.9 Schedule 7 – Cost Estimate by Project Phase

Enter cost figures for the project phases assuming functional project elements only. The first three preliminary phases have been defined in the RFP. Vendors should add the functional rollout phases they propose and enter costs accordingly. Please note that the total of Schedule 7 should be equal to the total of the Bid Summary.

The cost proposal worksheets are presented in picture format in Attachments EXH 18 to EXH 25 of this RFP for information purposes only. Vendors should use the accompanying Excel workbook for compiling and submitting their bids.

In addition to the Excel workbook, we note that Option 3 – LOB Application Source Code – as described in Appendix D Section 2.14.3 has a table that should be completed and incorporated into the vendor's Cost Proposal.

If applicable, sign and submit the attached Resident Vendor Preference Certificate with the proposal (see Exhibit 3 West Virginia Vendor Preference Certificate).

Sierra Systems has broken out the costs by project phase. The total for the different phases equal the total services that are outlined with Schedule 3 – Services.

West Virginia Consolidated Public Retirement Board - Schedule 7
Vendor's Service Cost by Project Phase
Assume Functional Project Elements Only
Listed Are Preliminary Project Phases Defined in RFP - vendor Should Add Functional Rollout Phases as Appropriate

Project Phase	Cost
Phase 1: Detailed Work Plan	\$171,784
Phase 2: Detailed requirements document, a revised detailed work plan, Development Methodology Overview – End User document, etc.	\$105,130
Phase 3: Infrastructure installation and configuration	\$141,437
Phase 4a: Line of Business Implementation	\$11,684,557
Phase 4b: Business Intelligence Implementation	\$1,319,403
Phase 4c: Self Service Implementation	\$730,082
Phase 5: Warranty	\$1,296,508
	\$0
	\$0
	\$0
	\$0
	\$0
	\$0
Total	\$15,448,900

Cost Proposal Assumptions

Cost Section	Details	Assumption / Clarification
Schedule 1	Existing WVCPRB File Servers	Assumption is that the existing WVCPRB File Servers will be utilized for the solution. With these Windows Servers, WVCPRB will provide the necessary antivirus and the associated Windows and Office software.
Schedule 1	Hardware	WVCPRB will purchase the HP products directly from their reselling vendor. The hardware will be purchased after the architecture assessment is completed during the initial project months.
Schedule 2	Commodity Software	WVCPRB will purchase Oracle products directly from Mythics/Oracle, in two purchases. The LOB application software will be purchased at the beginning of the project. The technology software will be purchased after the project's architecture assessment is completed. It is assumed that WVCPRB will pay maintenance fees directly to Mythics/Oracle.
Schedule 2	Commodity Software – Other solution items	The 3 rd party products used to supply the following functions are listed in Schedule 2 including: <ul style="list-style-type: none"> • Version Control Software – Phire • IVR / CTI Integration – AMC • Address Verification – CLEAN_ADDRESS • Data Diagrams – CA ERWIN
Schedule 2	Commodity Software	The "License Level" of all products listed in Mythics Estimate Number are non-transferable and limited to usage by the West Virginia Consolidated Public Retirement System. The Database and Application Server licenses are further limited to the use of the West Virginia Consolidated Public Retirement System's Oracle Applications.
Schedule 2	Commodity Software	The following products encompass a Non-standard licensing metric of "Pension Participants": <ol style="list-style-type: none"> a. PeopleSoft Human Resources b. PeopleSoft Enterprise Payroll c. PeopleSoft Enterprise Pension Administration d. PeopleSoft Enterprise HelpDesk for Human Resources e. PeopleSoft Enterprise HelpDesk for Employee Self Service f. Workforce Communications g. Event Management h. PeopleSoft HCM Warehouse i. PeopleSoft CRM Warehouse

Cost Section	Details	Assumption / Clarification
		Definition of "Pension Participants": Pension Participant shall mean an individual who participates by (i) contribution to or (ii) receives benefit from a fund managed by the West Virginia Consolidated Public Retirement Board. They will be licensed at 160,000 to include growth.
Schedule 2	Commodity Software	The use of the PeopleSoft Enterprise HelpDesk for Human Resources (Line 25) is limited to the number of "Enterprise Employees" that are employed by the West Virginia Consolidated Public Retirement Board. 400 Enterprise Employees are licensed for this product to cover the license purchase minimum under the standard metric.
Schedule 2	Commodity Software	The use of the PeopleSoft Enterprise Payroll and Benefit Administration is limited to the number of "Pension Participants" that are receiving a pension paycheck monthly. 58,000 Pension Participants for this product are licensed to account for all people receiving a paycheck monthly and include anticipated growth.
Schedule 2	Commodity Software	A Price Hold is in place between Mythics Inc and the end user at a 67% (minimum of \$56,000.00 in Net License fees) discount on the below listed products in Table 1 – Technology Software and metrics for three years from the execution date of this order. The licenses will be limited to the West Virginia Consolidated Public Retirement System. All technology products to be not only limited the West Virginia Consolidated Public Retirement System, but to PeopleSoft applications.
Schedule 2	Commodity Software	These licenses are pursuant to the terms and conditions of Mythics License and Service Agreement – MLSA (see attached).
Schedule 3	Commodity Software and Hardware	For the Commodity Software worksheet, the maintenance was broken out by year within Schedule 3 – Services.
Bid Summary	MS Dynamic, Documentum Hardware and Software	WVCPRB will provide the necessary software, hardware and related infrastructure to support the integration between the pension solution and the Documentum and MS Dynamic applications.
Bid Summary	Cost Saving Ideas	Should WVCPRB be willing to consider alternatives to the RFP mandated phased implementation schedule, we believe there are options where project durations and total costs could be reduced with limited risks to the project's success.