



# AT&T Response to State of West Virginia's RFP # CRFP ISC2000000001 for Cyber Security Program





## Cost Proposal

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Elizabeth Spradlin  
AT&T  
Client Solutions Executive  
816 LEE ST, Floor 1  
Charleston WV 25301, USA  
Office: 304-690-0140  
[elizabeth.frazier.1@att.com](mailto:elizabeth.frazier.1@att.com)



**Proposal Validity Period**—The information and pricing contained in this proposal is valid for a period of thirty (30) days from the date written on the proposal cover page unless rescinded or extended in writing by AT&T. **Proposal Pricing**—Pricing proposed herein is based upon the specific product/service mix and locations outlined in this proposal, and is subject to the proposed terms and conditions of AT&T unless otherwise stated herein. Any changes or variations in AT&T proposed terms and conditions and the products, length of term, services, locations, and/or design described herein may result in different pricing. **Copyright Notice and Statement of Confidentiality**—© 2019 AT&T Intellectual Property. All rights reserved. AT&T, the Globe logo and other marks are trademarks and service marks of AT&T Intellectual Property. All other marks are the property of their respective owners. The information contained herein is not an offer, commitment, representation or warranty by AT&T and is subject to change. The contents of this document are proprietary and confidential and may not be copied, disclose or used, in whole or in part, without the express written permission of AT&T, except to the extent required by law and insofar as is reasonably necessary in order to review and evaluate the information contained herein.



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## Attachment A: Cost Sheet

### A.1 Payment Terms

- A.1.1. An amount representing ten percent (10%) of the contract resulting from this RFP for the Cyber Security Risk Program line item one (1) shall be withheld by the State. Upon formal acceptance by the State of the Cyber Security Risk Program, the State will release the retainage. Upon termination of the contract for reasons other than awarded vendor's uncured material breach of Contract, retained fees for accepted work will be released.

#### AT&T Response:

All terms and conditions relating to pricing, payment and invoicing shall be as set forth in the Proposed Contract Documents, in particular Section 4 (*"Pricing and Billing"*) of the Unified Agreement and all subsections thereto. In addition, terms and conditions in the applicable Pricing Schedule(s) may apply.

### A.2 Payment Milestones

- A.2.2. The payment milestones are based upon specific Deliverables and will be invoiced as completed. The payment milestones are listed below (A.2.2.1 through A.2.2.8); each milestone will have ten percent (10%) retainage held. Item Deliverable(s) and retainage where applicable will be detailed on each invoice. The awarded vendor will be authorized to invoice the State based upon acceptance of the deliverables as shown below; once the State has accepted the Deliverable(s) related to a payment milestone.

#### AT&T Response:

All terms and conditions relating to pricing, payment and invoicing shall be as set forth in the Proposed Contract Documents, in particular Section 4 (*"Pricing and Billing"*) of the Unified Agreement and all subsections thereto. In addition, terms and conditions in the applicable Pricing Schedule(s) may apply.

- A.2.2.1 Developed information security framework
- A.2.2.2 Reporting templates





- A.2.2.3 Program roadmap
- A.2.2.4 Third-party procurement solicitations quantity two (2)
- A.2.2.5 Implementation of governance tool
- A.2.2.6 Agency roll-out plan
- A.2.2.7 Policies and operations procedures
- A.2.2.8 Assessment results

**A.3 Post Implementation Hourly Consultant Rate**

**A.3.3.** The Post Implementation Hourly Consultant Rate (item two (2) of the Attachment A: Cost Sheet) must be a single hourly rate that will be billed for all staff time and is to be used to consult with vendor staff on unforeseen issues related to the Cyber Risk Program that may arise after the Cyber Risk Program has been successfully implemented. Requests to use the Implementation Consultant Hours must be outlined in a SOW (Statement of Work) and include both the problem and required number of hours to address the problem, and must be executed by an authorized representatives of both Parties. The Post Implementation Consultant Hours will not be allowed to exceed one-thousand (1,000) hours.

**CRFP 1SC200000001 Cost Sheet - Attachment A**

Item	Description	Unit Cost	Unit of Measure	Estimated Quantity	Extended Cost
1	Cyber Security Risk Program	\$2,334,520.00	LS	1	\$2,334,520.00
2	Post Implementation Hourly Consultant Rate	\$146.00*	HR	1,000.00	\$146,000.00
Total Bid Amount					\$2,480,520.00

The Estimated Quantity for item two (2) is based on estimated usage over four (4) years. Cost for item two (2) is to be firm and fixed price for the length of the contract. Vendor should not alter pricing page and should fill out pricing page in its entirety. The addition of alterations to the pricing page and/or addition of commodities other than those listed on the pricing page online or as an attachment may result in disqualification of bid submittal. **\* rates to include up to 40% travel.**

