# Cost Sheet

West Virginia Department of Health and Human Resources
Solicitation Number: CRFP 0511 BMS2000000001
February 27th, 2020

GeoH, LLC
8801 N Meridian Street #209
Indianapolis, IN 46260

(317) 455-3218

# GEOH

## Table 13: Total Cost

**GEOH**

| Implementation Cost (All Inclusive) – 6 Months | | |
|---|---|---|
| | **Cost** | |
| 1. Payment Milestone Total (see Table 14) | 1 | $495,000 |
| 2. Project Management Recurring Deliverables Total (see Table 15) | 2 | $63,980 |
| 3. Training and Meeting Facility | 3 | $72,000 |
| | T | $630,980 |
| **Total Not to Exceed 6-Month Implementation Cost** *(Sum of Expense Costs.)* | | |

| Operation Costs | | |
|---|---|---|
| **Contract Year** | **Monthly Operations Cost** **Enhancement Cost** *(Use Tables 16 and 17 to calculate)* | **Annual Cost** *(Sum of Monthly Operation Cost and Cost of all Enhancement hours for each year.)* |
| Base Contract Period: **Base 1st year** (excluding 6 month implementation): (See Instruction 1.6) | $ 47,666.66 x 6 <br> $ 143 (2,000 hours) | $286,000 |
| **Base Year 2:** (See Instruction 1.6) | $ 36,666.66 x 12 <br> $ 110 (4,000 hours) | $440,000 |
| **Base Year 3:** (See Instruction 1.6) | $ 36,666.66 x 12 <br> $ 110 (4,000 hours) | $440,000 |
| **Base Year 4:** (See Instruction 1.6) | $ 36,666.66 x 12 <br> $ 110 (4,000 hours) | $440,000 |
| **Base Year 5:** (See Instruction 1.6) | $ 36,666.66 x 12 <br> $ 110 (4,000 hours) | $440,000 |
| **Optional Renewal Year 1:** (See Instruction 1.6) | $ 36,666.66 x 12 <br> $ 110 (4,000 hours) | $440,000 |
| **Optional Renewal Year 2:** (See Instruction 1.6) | $ 36,666.66 x 12 <br> $ 110 (4,000 hours) | $440,000 |
| **Optional Renewal Year 3:** (See Instruction 1.6) | $ 36,666.66 x 12 <br> $ 110 (4,000 hours) | $440,000 |
| **Total Operations Cost** *(Sum of Operations Costs for all Contract Years)* | | $3,996,980 |

## Table 13: Total Cost

**GEOH**

| Implementation Cost (All Inclusive) – 6 Months | | |
|---|---|---|
| | **Cost** | |
| 1. Payment Milestone Total (see Table 14) | 1 | $495,000 |
| 2. Project Management Recurring Deliverables Total (see Table 15) | 2 | $63,980 |
| 3. Training and Meeting Facility | 3 | $0 |
| | T | $558,980 |
| **Total Not to Exceed 6-Month Implementation Cost** *(Sum of Expense Costs.)* | | |

| Operation Costs | | |
|---|---|---|
| **Contract Year** | **Monthly Operations Cost** / **Enhancement Cost** *(Use Tables 16 and 17 to calculate)* | **Annual Cost** *(Sum of Monthly Operation Cost and Cost of all Enhancement hours for each year.)* |
| Base Contract Period: **Base 1st year** (excluding 6 month implementation): (See Instruction 1.6) | $ 47,666.66 x 6 <br> $ 143 (2,000 hours) | $286,000 |
| **Base Year 2:** (See Instruction 1.6) | $ 36,666.66 x 12 <br> $ 110 (4,000 hours) | $440,000 |
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| **Optional Renewal Year 1:** (See Instruction 1.6) | $ 36,666.66 x 12 <br> $ 110 (4,000 hours) | $440,000 |
| **Optional Renewal Year 2:** (See Instruction 1.6) | $ 36,666.66 x 12 <br> $ 110 (4,000 hours) | $440,000 |
| **Optional Renewal Year 3:** (See Instruction 1.6) | $ 36,666.66 x 12 <br> $ 110 (4,000 hours) | $440,000 |
| **Total Operations Cost** *(Sum of Operations Costs for all Contract Years)* | | **$3,924,980** |

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## Table 14: Implementation – Payment Milestones

| Payment Milestones | | |
|---|---|---|
| **Description**<br>*Draft versions and maintenance of Deliverables are to be included in cost.* All deliverables (other than D001 Project Kickoff Meeting) are listed alphabetically within milestone. No sequence expectations are implied. | **Payment Milestone Cost** | **Individual Deliverable Cost** |
| **Task Group 1 - Project Initiation and Project Management Plan** | | |
| **Payment Milestone 1: Project Initiation Complete** | $106,500 | |
| D001 Project Kickoff Meeting | | $41,250 |
| D002 Change Management Plan | | $5,900 |
| D003 Communication Management Plan | | $5,900 |
| D004 Cost Management Plan | | $5,900 |
| D005 Documentation Management Plan | | $4,900 |
| D006 Modularity and Reusability Plan | | $5,000 |
| D007 Project Work Plan | | $5,500 |
| D008 Quality Management Plan | | $5,500 |
| D009 Risk and Issue Management Plan | | $5,500 |
| D010 Schedule Management Plan | | $5,500 |
| D011 Scope Management Plan | | $5,250 |
| D012 Staffing Management Plan | | $5,200 |
| D013 Stakeholder Management Plan | | $5,200 |
| **Task Group 2 – Solution Planning** | | |
| **Payment Milestone 2: Solution Planning 1** | $68,500 | |
| D014 Data Management Plan (including Governance and Quality) | | $12,500 |
| D015 Data Security, Privacy, and Confidentiality Plan | | $9,000 |
| D016 Incident Management Plan | | $9,000 |
| D017 Master Test Plan (Testing Management Plan) | | $9,000 |

| | | | |
|---|---|---|---|
| D018 | Privacy Impact Analysis | | $12,500 |
| D019 | Requirements Gap Analysis Document | | $8,000 |
| D020 | Requirements Management Plan | | $8,500 |
| **Payment Milestone 3: Solution Planning 2** | | $58,500 | |
| D021 | Requirements Specification Document | | $10,000 |
| D022 | Requirements Traceability Matrix | | $10,000 |
| D023 | Safeguard Procedures Report | | $7,000 |
| D024 | Security Plan | | $11,500 |
| D025 | System Backup and Record Retention Plan | | $11,000 |
| D026 | System Requirement Document/Backlog User Stories or Use Cases | | $9,000 |
| **Task Group 3 – Solution Design, Testing, and Operational Readiness 1** | | | |
| **Payment Milestone 4: Solution Design, Testing, and Operational Readiness 1** | | $44,000 | |
| D027 | Capacity Plan | | $5,500 |
| D028 | Configuration Management Plan | | $5,500 |
| D029 | Data Conversion Plan | | $5,500 |
| D030 | Data Conversion Test Cases | | $5,500 |
| D031 | Data Conversion Test Results | | $5,500 |
| D032 | Database Design Document and Data Models | | $5,500 |
| D033 | Detailed System Design Document | | $5,500 |
| D034 | Disaster Recovery and Business Continuity Plan | | $5,500 |
| **Payment Milestone 5: Solution Design, Testing, and Operational Readiness 2** | | $39,000 | |
| D035 | Federal Certification and Review Management Plan | | $9,000 |
| D036 | Interface Inventory | | $5,000 |
| D037 | Load and Stress Test Cases | | $5,000 |
| D038 | Load and Stress Test Results | | $5,000 |
| D039 | Operational Readiness Plan | | $5,000 |

| | | | |
|---|---|---|---|
| D040 | Operational Readiness Test Scripts | | $5,000 |
| D041 | Operational Readiness Test Results | | $5,000 |
| **Payment Milestone 6: Solution Design, Testing, and Operational Readiness 3** | | $45,000 | |
| D042 | Regression Test Cases | | $4,000 |
| D043 | Regression Test Results | | $5,000 |
| D044 | Reports and Forms Inventory | | $5,000 |
| D045 | System Integration Plan | | $6,000 |
| D046 | System Integration Test Cases | | $5,000 |
| D047 | System Integration Test Results | | $5,000 |
| D048 | Training Management Plan | | $5,000 |
| D049 | User Acceptance Test Cases | | $5,000 |
| D050 | User Acceptance Test Results and Letter of Completion | | $5,000 |
| **Task Group 4 – Solution Deployment** | | | |
| **Payment Milestone 7: Deployment 1** | | $44,500 | |
| D051 | Cutover Play Book | | $8,900 |
| D052 | Federal Review Supporting Documentation | | $8,900 |
| D053 | Implementation Certification Letter | | $8,900 |
| D054 | Implementation Plan (Rollout Plan) | | $8,900 |
| D055 | Operations Change Management Plan | | $8,900 |
| **Payment Milestone 8. Deployment 2** | | $44,500 | |
| D056 | Operational Milestone Review | | $8,900 |
| D057 | Product Screenshots, Reports, and Data Certification | | $8,900 |
| D058 | Report Distribution Schedule | | $8,900 |
| D059 | Solution Health Monitoring Plan | | $8,900 |
| D060 | System Operations Plan | | $8,900 |
| **Payment Milestone 9: Deployment 3** | | $44,500 | |
| D061 | System and User Documentation | | $8,900 |

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| D062 | Training Materials | | $8,900 |
|------|-------------------|---|--------|
| D063 | Training Report | | $8,900 |
| D064 | Training Schedule | | $8,900 |
| D065 | Turnover and Closeout Management Plan | | $8,900 |
| **Total Payment Milestone Costs** | | | **$495,000** |

## Cost Report Acknowledgement

**SOLICITATION NO.; CRFP 0511 BMS2000000001**

| | |
|---|---|
| GeoH, LLC | (317) 455-3218 / Fax: (317) 732-7156 |
| Company | Contact Phone / Fax Number |
| Doug Rowe, Co-Founder | February 24th, 2020 |
| Representative Name, Title | Date |

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## Table 15: Implementation – Project Management Recurring Deliverables

| Project Management: Recurring Deliverables | | | |
|---|---|---|---|
| **Description:** This table includes recurring status reports and the deliverables mandating updates throughout Implementation. | | **Total Cost:** Total Cost will be broken into a DDI PM Monthly Invoice. | **Recurring Deliverable Cost** |
| **Task Group 5 – Project Monitor & Control** | | | |
| **Payment – Monthly Implementation Project Management Invoice** | | $63,980 | |
| D066 | Project Schedule | | $12,500 |
| D067 | Project Status Reporting (Weekly and Monthly) | | $10,000 |
| D068 | Risk Register/Exception Plan | | $5,500 |
| D069 | Updated Project Management Components | | $10,000 |
| D070 | Updated Requirements Traceability Matrix | | $10,000 |
| D071 | Updated Training Management Plan | | $15,980 |

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## Table 16: Operations – Software Modifications and Enhancements Pool Cost (by Staff Role and Rate)

| Contract Year | Account Manager | | | Project Manager | | | Quality Assurance | | |
|---|---|---|---|---|---|---|---|---|---|
| | Hours | Rate | Cost | Hours | Rate | Cost | Hours | Rate | Cost |
| Base Contract Period: Base 1st year | 100 | $143 | $14,300 | 300 | $143 | $42,900 | 200 | $143 | $28,600 |
| Base Year 2 | 200 | $110 | $22,000 | 600 | $110 | $66,000 | 400 | $110 | $44,000 |
| Base Year 3 | 200 | $110 | $22,000 | 600 | $110 | $66,000 | 400 | $110 | $44,000 |
| Base Year 4 | 200 | $110 | $22,000 | 600 | $110 | $66,000 | 400 | $110 | $44,000 |
| Optional Renewal Year 1 | 200 | $110 | $22,000 | 600 | $110 | $66,000 | 400 | $110 | $44,000 |
| Optional Renewal Year 2 | 200 | $110 | $22,000 | 600 | $110 | $66,000 | 400 | $110 | $44,000 |
| Optional Renewal Year 3 | 200 | $110 | $22,000 | 600 | $110 | $66,000 | 400 | $110 | $44,000 |

| Contract Year | Developer | | | Project Coordinator | | |
|---|---|---|---|---|---|---|
| | Hours | Rate | Cost | Hours | Rate | Cost |
| Base Contract Period: Base 1st year | 1300 | $143 | $185,900 | 100 | 143 | $14,300 |
| Base Year 2 | 2600 | $110 | $286,000 | 200 | 110 | $22,000 |
| Base Year 3 | 2600 | $110 | $286,000 | 200 | 110 | $22,000 |
| Base Year 4 | 2600 | $110 | $286,000 | 200 | 110 | $22,000 |
| Optional Renewal Year 1: | 2600 | $110 | $286,000 | 200 | 110 | $22,000 |
| Optional Renewal Year 2: | 2600 | $110 | $286,000 | 200 | 110 | $22,000 |
| Optional Renewal Year 3: | 2600 | $110 | $286,000 | 200 | 110 | $22,000 |

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## Table 17: Operations – Software Modifications and Enhancement Pool Total Cost (By Contract Year)

| Total Enhancement Cost | | |
|---|---|---|
| **Contact Year** | **Total Hours** | **Total Cost** |
| Base Contract Period:<br>Base 1st year | 2000 | $286,000 |
| Base Year 2: | 4000 | $440,000 |
| Base Year 3: | 4000 | $440,000 |
| Base Year 4: | 4000 | $440,000 |
| Base Year 5: | 4000 | $440,000 |
| Optional Renewal Year 1: | 4000 | $440,000 |
| Optional Renewal Year 2: | 4000 | $440,000 |
| Optional Renewal Year 3: | 4000 | $440,000 |