

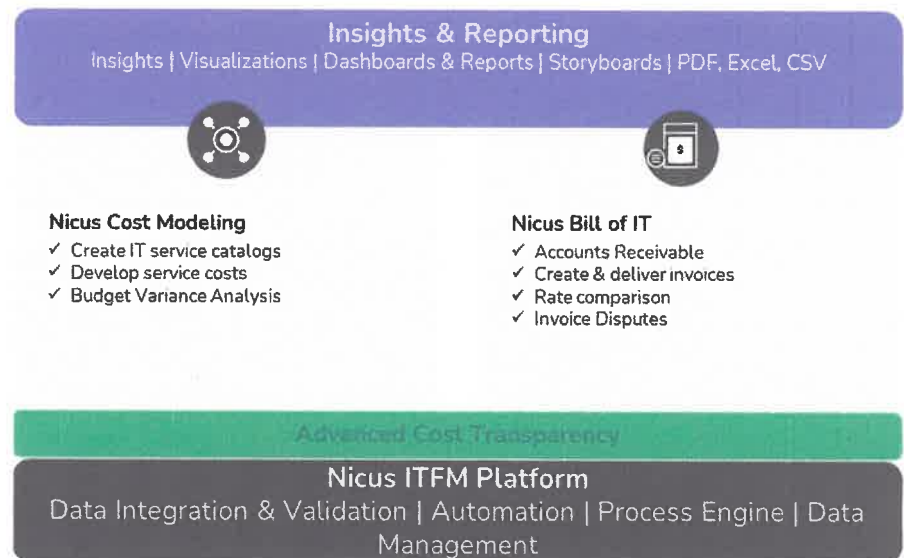
# Pricing Proposal for WVOT

# Proposal

- The following slides outline the pricing for Nicus Advanced Cost Transparency.
- The pricing is in USD and is based on \$60M to \$80M USD of IT Spend annually, with a 3-year commitment.
- Options included:
  - Years 4 & 5
  - Premier Support (see slide 19 for details)



## Included with Advanced Cost Transparency



# Pricing

Nicus Cost Transparency Proposal for <u>West Virginia</u>					
Price Basis					
IT Spend Tier (In Local Currency)	1st Year List Price	Incentive Discount	1st Year Subscription	1st Year Savings Over List	Total 3 year Savings vs List
\$60,000,000	\$336,000	60.00%	\$134,400	-\$201,600	-\$632,424
Nicus Offer and Analysis					
Cost Transparency	Subscription Only (Discounted)	Implementation Services *			Premier Support (Optional)
		\$134,400	\$134,400	To	\$168,000
Year One	\$134,400	* Implementation Services is estimated, SOW workshop is required for final number.			\$20,000
Year Two	\$140,448				\$20,900
Year Three	\$146,768				\$21,841
----- Optional Years -----					
Year Four	\$154,107				\$22,933
Year Five	\$161,812				\$24,079
Year Six	\$169,902				\$25,283




**REQUEST FOR PROPOSAL**  
WV Office of Technology (WVOT) RFP OOT22\*01

**Attachment A: Cost Sheet**

**Attachment A – Cost Sheet**  
**Information Technology Financial Management (ITFM) System**

Section	Description	Unit of Measure	Estimated Quantity	Unit Cost	Extended Cost
4.2.1.1 et al, 4.2.2.2 et al	Phase 1 - Planning and Design	LS	1.00	\$25,000	\$25,000
4.2.1.2 et al, 4.2.2.3 et al	Phase 2 - Development and Implementation	LS	1.00	\$125,000	\$125,000
4.2.1.3 et al, 4.2.2.4 et al	Phase 3 - System Validation, Training, and Years 1-3 Maintenance and Support	LS	1.00	Yr1: \$134,400 Yr 2: \$140,448 Yr 3: \$146,768	Yr1: \$134,400 Yr 2: \$140,448 Yr 3: \$146,768
4.2.2.5	Ongoing, On-Demand Professional Services	HR	100.00	\$225	\$22,500
4.2.2.6	Optional Annual Renewal Year 4	YR	1.00	\$154,107	\$154,107
4.2.2.6	Optional Annual Renewal Year 5	YR	1.00	\$161,812	\$161,812
4.2.2.6	Optional Annual Renewal Year 6	YR	1.00	\$169,902	\$169,902
<b>Total Cost:</b>					\$1,079,937

  
 \_\_\_\_\_  
 Vendor Signature

03/23/2022  
 \_\_\_\_\_  
 Date