

West Virginia Department of Transportation
CRFP No. DOT22*01 Cost-Price Proposal
Fleet Implementation Services



Offeror: Sewell Fleet Management

1. Deliverables/Milestones	A. Total Price
Project Work Plan	\$ 2,967.00
Project Kick-off Meeting	\$ 1.00
Project Management Plan	\$ 1.00
Quality Management Plan	\$ 1.00
Knowledge Transfer Plan	\$ 1.00
Stakeholder Engagement Plan	\$ 1.00
Organizational Change Management Plan	\$ 1.00
Master Test Plan	\$ 1.00
Data Conversion Plan	\$ 1.00
Interface Plan	\$ 1.00
Training Plan	\$ 1.00
Go-Live Deployment Plan	\$ 1.00
Post Go-Live Plan	\$ 1.00
System Detailed Design Document (SDDD)	\$ 1.00
Security Plan	\$ 1.00
Requirements Traceability Matrix	\$ 1.00
Configured Software	\$ 1.00
Unit Tested Interface Programs	\$ 1.00
Unit Tested Conversion Programs	\$ 1.00
Mock Data Conversion 1	\$ 1.00
Mock Data Conversion 2	\$ 1.00
Unit Tested Custom Objects (Forms, Reports, Workflows) - <i>ties to Customizations Subtotal for Fleet</i>	\$ 1.00
System Test Report	\$ 1.00
Integration Test Report	\$ 1.00
Security Test Report	\$ 1.00
Performance Test Report	\$ 1.00
User Acceptance Test Report	\$ 1.00
Training Materials	\$ 1.00
Training Course Pilot (pre User Acceptance Test)	\$ 1.00
End-user Training	\$ 1.00
Enterprise Readiness Plan	\$ 1.00
OCM Support/Materials per approved plan	\$ 1.00
Cut-over to Production	\$ 1.00
Acceptance	\$ 1.00
Fleet Services Subtotal	\$ 3,000.00

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Customization Cost - Complete By Phase for Each Item in Requirements Matrix Classified as Customization or Third-Party Customization

Offeror: Sewell Fleet Management

Customization Name/Description	Requirement #	Complexity	Price
Fleet Customizations			
Fleet Management System with open API			\$ 1.00
			\$ -
			\$ -
			\$ -
Add Lines Above As Required			\$ -
Total Cost, Fleet Customizations			\$ 1.00

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 On-Premise
 Annual Software Maintenance

Offeror: Sewell Fleet Management

1. Annual Software Maintenance - Core Solution	Implementation		Post Production Base Contract		
	2021	2022	2023	2024	2025
	\$ -	\$ -	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -	\$ -	\$ -
Software Maintenance: Implementation	\$ -		Software Maintenance: Post-Production Base Contract		
					\$ -

1. Annual Software Maintenance - Core Solution	Post Production Options		
	2026	2027	Total Price
	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -
Software Maintenance - Post Production Options			\$ -

1. Annual Software Maintenance - Third-Party	Implementation		Post Production Base Contract		
	2021	2022	2023	2024	2025
Fleet Management System	\$ 1.00	\$ 1.00	\$ 1.00	\$ 1.00	\$ 1.00
	\$ -	\$ -	\$ -	\$ -	\$ -
Software Maintenance: Implementation	\$ 2.00		Software Maintenance: Post-Production Base Contract		
					\$ 3.00

1. Annual Software Maintenance - Third Party	Post Production Options		
	2026	2027	Total Price
Fleet Management System - Included	\$ 1.00	\$ 1.00	\$ 2.00
	\$ -	\$ -	\$ -
Software Maintenance - Post Production Options			\$ 2.00

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SaaS Solution

Annual Software Subscriptions

Offeror: Sewell Fleet Management

1. Annual Software Subscription	Implementation		Post Production Base Contract		
	2021	2022	2023	2024	2025
	\$ -	\$ -	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -	\$ -	\$ -
Software Subscription - Implementation			Software Subscription - Post Production Base Contract		
			\$ -	\$ -	\$ -

1. Annual Software Subscription	Post Production - Options		
	2026	2027	Total Price
	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -
Software Subscription - Post Production Options			\$ -

1. Annual Software Subscription - Third-Party	Implementation		Post Production Base Contract		
	2021	2022	2023	2024	2025
Fleet Management System	\$ 944,592.00	\$ 858,720.00	\$ 772,848.00	\$ 772,848.00	\$ 772,848.00
GeoTab / Telematics / Pro-Plus	\$ 865,160.40	\$ 865,160.40	\$ 865,160.40	\$ 865,160.40	\$ 865,160.40
Software Subscription - Implementation			Software Subscription - Post Production Base Contract		
			\$ 3,533,632.80	\$ 4,914,025.20	\$ 4,914,025.20

1. Annual Software Subscription - Third-Party	Post Production - Options		
	2026	2027	Total Price
Fleet Management System	\$ 644,040.00	\$ 644,040.00	\$ 1,288,080.00
GeoTab / Telematics / Pro-Plus	\$ 858,720.00	\$ 858,720.00	\$ 1,717,440.00
Software Subscription - Post Production Options			\$ 3,005,520.00

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**CRFP No. DOT22*01 Cost-Price Proposal
All Solutions
Application Managed Services**

Offeror: Sewell Fleet Management

1. Application Managed Services	Base	Options Period	
	2023	2024	2025
Fleet Management System	\$ 1.00	\$ 1.00	\$ 1.00
Application Managed Services-Base	\$ 1.00	Appl Managed Services- Options Period	\$ 2.00
Total Price - Managed Services	\$ 3.00		



**WVDOT Fleet System
CRFP No. DOT22*01
RATE SHEET**

Offeror: Sewell Fleet Management

Instructions: Vendors shall complete and submit this Rate Sheet. Vendors shall include billing rates for key staff that may provide professional services under this contract. Billing Rates shall be fully-burdened and include overhead, other direct costs and profit. These rates shall be used as a basis for the purchase of additional professional services under this Contract.

Item No.	Role	Role Description	Unit	Billing Rate
1	Technical Support Specialist		Hour	Included
2	Technology Support		Hour	Included
3	Account Executive		Hour	Included
4	Account Manager		Hour	Included
5	Strategic Account Manager		Hour	Included
6	Accounting Manager		Hour	Included
7	Software Developer		Hour	Included
8	Logistics Coordinator		Hour	Included
9	Licensing Specialist		Hour	Included
10	Title and Registration Coordinator		Hour	Included
11			Hour	\$
12			Hour	\$
13			Hour	\$
14			Hour	\$
15			Hour	\$