



# West Virginia Department of Transportation

## Fleet and Equipment Management System RFP

Response to Request for Proposal CRFP DOT2200000001

Submitted by AgileAssets Inc.  
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A handwritten signature in blue ink that reads "Stuart Hudson".

September 16, 2021

ORIGINAL Cost Proposal



## West Virginia Department of Transportation

CRFP No. DOT22\*01



### General Instructions

Vendor must indicate on the Cost Summary Sheet whether their proposal is a On-Premise or SaaS solution and complete either the On-Premise tab or the SaaS solution tab depending on its proposed deployment approach. Vendors proposing an On-Premise solution additionally need to provide additional data on the Cost Summary Sheet for columns identified as "D. Unit Price" and "E. Discount %" (not needed for SaaS solution), which are highlighted in light orange. Vendor should complete the deliverable pricing schedule. On the customizations tab, the Vendor should separately list out the cost of each customization identified in the Fleet and Equipment Management Requirements matrix. The total cost for customizations on this tab should tie out to the customization deliverable line on the deliverables tab. On the Managed Services tab, the Vendor should include the cost of providing the required 12 months of production support and the cost of two optional one-year production support periods. On the rate sheet, the Vendor should enter rates by classification which will be utilized as the basis for negotiating any required change orders during the contract period.

West Virginia Department of Transportation



RFP No. CRFP DOT22\*01 - Cost-Price Proposal

Cost Summary

Select On-Premise or SaaS Solution, set one to "Y" and one to "N"  
 If On-Premise solution, provide the additional fields D. Unit Price, E. Discount % (not needed for SaaS solution)

On-Premise Solution?	N	Y = On-Premise Solution, Any other Value represents a SaaS Solution
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Offeror: AgileAssets Inc.

1. Software - Core Solution	A. SKU	B. Product No.	C. Quantity	D. Unit Price	E. Discount %	F. Total Price
			0	\$ -	0%	\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
<b>Software Subtotal</b>						\$ -

2. Third Party Products	A. SKU	B. Product No.	C. Quantity	D. Unit Price	E. Discount %	F. Total Price
			0	\$ -	0%	\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
<b>Third Party Subtotal</b>						\$ -

3. Services	Total Price
Implementation (from Implementation Tab)	\$ 1,215,836.68
<b>Impl Services Subtotal</b>	<b>\$ 1,215,836.68</b>

PROPOSED 4. Ongoing Costs	A. Base-Implementation	B. Base-Post Production	C. Option Term	D. Total Price (A+B+C)
Annual SaaS Subscriptions	\$ 738,333.33	\$ 1,107,500.00	\$ 852,775.00	\$ 2,698,608.33
Annual Third Party SaaS Subscription	\$ -	\$ -	\$ -	\$ -
SaaS-Application Managed Services	\$ -	\$ -	\$ -	\$ -
			<b>Ongoing Costs Subtotal</b>	<b>\$ 2,698,608.33</b>

<b>Total Contract Price (Sum of Subtotals of Section 3 and 4 only)</b>	<b>\$ 3,914,445.01</b>
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Fleet Implementation Services



Offeror: AgileAssets Inc.

1. Deliverables/Milestones	A. Total Price
Project Work Plan	\$ 14,140.10
Project Kick-off Meeting	\$ 14,140.10
Project Management Plan	\$ 14,140.10
Quality Management Plan	\$ 14,140.10
Knowledge Transfer Plan	\$ 14,140.10
Stakeholder Engagement Plan	\$ 14,140.10
Organizational Change Management Plan	\$ 14,140.10
Master Test Plan	\$ 14,140.10
Data Conversion Plan	\$ 18,853.47
Interface Plan	\$ 18,853.47
Training Plan	\$ 18,853.47
Go-Live Deployment Plan	\$ 18,853.47
Post Go-Live Plan	\$ 18,853.47
System Detailed Design Document (SDDD)	\$ 23,566.83
Security Plan	\$ 14,140.10
Requirements Traceability Matrix	\$ 14,140.10
Configured Software	\$ 14,140.10
Unit Tested Interface Programs	\$ 14,140.10
Unit Tested Conversion Programs	\$ 14,140.10
Mock Data Conversion 1	\$ 14,140.10
Mock Data Conversion 2	\$ 14,140.10
Unit Tested Custom Objects (Forms, Reports, Workflows) - <i>ties to Customizations Subtotal for Fleet</i>	\$ 744,500.00
System Test Report	\$ 14,140.10
Integration Test Report	\$ 14,140.10
Security Test Report	\$ 14,140.10
Performance Test Report	\$ 14,140.10
User Acceptance Test Report	\$ 14,140.10
Training Materials	\$ 9,426.73
Training Course Pilot (pre User Acceptance Test)	\$ 9,426.73
End-user Training	\$ 9,426.73
Enterprise Readiness Plan	\$ 9,426.73
OCM Support/Materials per approved plan	\$ 9,426.73
Cut-over to Production	\$ 9,426.73
Acceptance	\$ 14,140.12
<b>Fleet Services Subtotal</b>	<b>\$ 1,215,836.68</b>

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

Offeror: AgileAssets Inc.

Customization Name/Description	Requirement #	Complexity	Price
<b>Fleet Customizations</b>			
Interface - IN - wvOASIS - Asset Management Updates	FLT-003,031,170	Medium	\$ 31,000.00
Interface - OUT - BRIM - Asset Updates	FLT-004,005,168	Medium	\$ 17,000.00
Interface - OUT - wvOASIS - General Ledger	FLT-013,369	Medium	\$ 24,000.00
Interface - IN - wvOASIS - Cost Allocation (Indirect Costs)	FLT-051,108	Medium	\$ 27,500.00
Interface - OUT - wvOASIS - AR Billing	FLT-058,059,067,090,091	Large	\$ 55,000.00
Interface - OUT - wvOASIS - AP Billing	FLT-080,174,175,176,368	Large	\$ 45,000.00
Interface - IN - 3rd Party - Fuel Usage	FLT-085	Small	\$ 15,000.00
Interface - OUT - wvOASIS - Material Day Cards (Fueling, Parts)	FLT-088	Medium	\$ 17,000.00
Interface - OUT - wvOASIS - Asset Management	FLT-099	Medium	\$ 17,000.00
Interface - IN - wvOASIS - Labor Inventory	FLT-107	Medium	\$ 17,000.00
Interface - OUT - BRIM - Accident Reporting	FLT-179,335	Medium	\$ 24,000.00
Interface - IN - RL Polk - Asset Management Information	FLT-194	Medium	\$ 17,000.00
Interface - IN - wvOASIS - Material Master	FLT-219,229	Medium	\$ 17,000.00
Interface - OUT - wvOASIS - Material Day Cards	FLT-230,362,363	Medium	\$ 17,000.00
Interface - OUT - 3rd Party - Work Orders	FLT-346	Medium	\$ 17,000.00
Interface - OUT - wvOASIS - Labor Day Cards	FLT-361	Medium	\$ 17,000.00
Interface - IN - DOA - Leased Vehicles	None	Medium	\$ 17,000.00
Interface - OUT - DOA - Vehicle Repairs or Fuel Consumption	None	Medium	\$ 17,000.00
Custom Reporting View (Detailed Statement by Billing Period)	FLT-064	Small	\$ 10,000.00
Custom Reporting View (Labor Efficiency Report)	FLT-197	Small	\$ 10,000.00
Enhancement to allow multiple part numbers to merge into 1	FLT-239	Medium	\$ 17,000.00
Create workflow for Repair Orders	FLT-322,323,324	Large	\$ 34,000.00
Enhanced 3rd Party reporting tools	RPT-006	Large	\$ 34,000.00
Integration with future business intelligence environment	RPT-009	Large	\$ 34,000.00
Support exporting query results as an external DB format (MS	RPT-040	Medium	\$ 17,000.00
Integration with 3rd party Report Distribution Software	RPT-043	Large	\$ 34,000.00
Audit Exports of Report data and modifications to report defini	RPT-067	Large	\$ 34,000.00
Ability to rollback previously executed batch loads	APP-051	Small	\$ 10,000.00
Ability to Add printable/non-printable notes to any field/docu	APP-054	Large	\$ 34,000.00
Align compliance with FIPS-140	APP-098	Medium	\$ 17,000.00
Create an Automated Archive routine/job for inactive target d	APP-135,137	Medium	\$ 17,000.00
Create a Restore Archive routine by date/business rules	APP-136	Medium	\$ 17,000.00
Create System Job dependencies and controls for subsequent	TEC-102	Medium	\$ 17,000.00
Add Lines Above As Required			\$
<b>Total Cost, Fleet Customizations</b>			<b>\$ 744,500.00</b>

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 On-Premise  
 Annual Software Maintenance

Offeror: AgileAssets Inc.

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
	\$ -	\$ -	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -	\$ -	\$ -
Software Maintenance: Implementation	\$ -		Software Maintenance: Post-Production Base Contract		
			\$ -		\$ -

1. Annual Software Maintenance - Third Party	Post Production Options		
	2026	2027	Total Price
	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -
Software Maintenance - Post Production Options	\$ -		

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SaaS Solution

Annual Software Subscriptions

Offeror: AgileAssets Inc.

1. Annual Software Subscription	Implementation		Post Production Base Contract		
	2021	2022	2023	2024	2025
Annual Base User Subscription for Level 3 SaaS	\$ 248,547.85	\$ 248,547.85	\$ 248,547.85	\$ 248,547.85	\$ 248,547.85
Fleet & Equipment Manager Per User Subscription	\$ 120,618.81	\$ 120,618.81	\$ 120,618.81	\$ 120,618.81	\$ 120,618.81
Software Subscription - Implementation		\$ 738,333.33	Software Subscription - Post Production Base Contract		\$ 1,107,500.00

1. Annual Software Subscription	Post Production - Options		
	2026	2027	Total Price
Annual Base User Subscription for Level 2 SaaS	\$ 273,402.64	\$ 300,742.90	\$ 574,145.54
Fleet & Equipment Manager Per User Subscription	\$ 132,680.69	\$ 145,948.76	\$ 278,629.46
Software Subscription - Post Production Options			\$ 852,775.00

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

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

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

**Offeror: AgileAssets Inc.**

1. Application Managed Services	Base	Options Period	
	2023	2024	2025
	\$ -	\$ -	\$ -
Application Managed Services-Base	\$ -	Appl Managed Services- Options Period	\$ -
<b>Total Price - Managed Services</b>	\$ -		





**WV DOT Fleet System**  
**CRFP No. DOT22\*01**  
**RATE SHEET**

**Offeror: AgileAssets Inc.**

**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	Developer	Developer	Hour	\$207.35
2	Functional Lead	Functional Lead	Hour	\$314.60
3	Integration Product Owner	Integration Product Owner	Hour	\$235.95
4	Project Manager	Project Manager	Hour	\$300.30
5	Reports Developer	Reports Developer	Hour	\$207.35
6	Solution Architect	Solution Architect	Hour	\$386.10
7	Trainer	Trainer	Hour	\$264.55
8	Resident Client Success Manager	Resident Client Success Manager	Hour	\$208.00
9			Hour	\$
10			Hour	\$
11			Hour	\$
12			Hour	\$
13			Hour	\$
14			Hour	\$
15			Hour	\$