



**Software Information Systems, LLC**  
**A CONVERGE COMPANY**

**Cost Proposal**

for

**WV Department of Health and Human  
Resources CRFP MIS2300000001**

**REQUEST FOR PROPOSAL**  
**PREDICTIVE ANALYTICS SOFTWARE/ SERVICES**

9/28/2022

Signature: \_\_\_\_\_

A handwritten signature in black ink, appearing to read 'C. Arnett', is written over a horizontal line.

Name: \_\_\_\_\_

A handwritten name in black ink, 'Charles D. Arnett', is written over a horizontal line.

Title: \_\_\_\_\_

A handwritten title in black ink, 'Sr. Client Executive', is written over a horizontal line.

Software Information Systems, LLC  
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Contact: Charlie Arnett  
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REVISED Attachment A: Cost Sheet		Submitted by: Charlie Arnett carnett@thinksis.com (304) 549-7688 Software Information Systems, LLC A Converge Company 200 Association Drive, Suite 210 Charleston, WV 25311																	
Specification	Category																		
4.2.2.1 (Includes 4.2.2.1.1 thru 4.2.2.1.4)	TRAINING	Requirement is a firm, fixed price that covers all training material and delivery of training. Vendor to invoice for the training after delivery of training sessions and recordings.	Firm, fixed		Months	Hours/Week	Per Unit	Project Length in Weeks (Assumption for Evaluation Purposes Only)	Total Number of Projects (Assumption for Evaluation Purposes Only)	Totals									
				\$25,000.00						\$25,000.00									
4.2.2.2 (Includes 4.2.2.2.1 thru 4.2.2.2.10)	DATA REPOSITORY HOSTING FEE	Requirement is a monthly cost to cover hosting, storage, and compute resources meeting the requirements in 4.2.2.2.1 through 4.2.2.2.10.3.	Monthly																
	Additional Storage (Per TB) above the required base solution. May be added throughout the life of the contract at the request of the State. The State may elect to move data to off-line storage on a State server and reduce the storage requirements in the same increments throughout the life of the contract.					12	INCLUDED WITH THIRD PARTY SW			\$0.00									
	CPU, provide per unit pricing for incremental increases in the processor speed (GHz) available for the solution. CPU may be upgraded throughout the life of the contract at the request of the State.																		
	CPU cores, provide per unit pricing for incremental increases in the number of cores available for the solution. Cores may be added throughout the life of the contract at the request of the State.																		
	RAM, provide the per unit pricing for incremental increase in RAM available for the solution. RAM may be upgraded throughout the life of the contract at the request of the State.																		
4.2.2.3 (includes 4.2.2.3.1 thru 4.2.2.3.8)	DATA MODELING TECHNICAL SUPPORT	Requirement is an hourly rate for the services of data scientists providing support as outlined in the RFP.	Hourly Rate																
	Data Scientists				250		5	16	16	\$72,000.00									
4.2.2.4	REQUIRED SOFTWARE		Per License (annualized)	# of Licenses															
	Predictive Analytics (full access)									\$0.00									
	Predictive Analytics (view only if applicable)									\$0.00									
		If third party SW is required to provide all required functionality, enter the name/version of the required SW Below. Pricing should be based on a published price or a quote from authorized distributor. Agency reserves the right to procure SW from other sources but verifiable costs are required to calculate total project cost.	Per License (annualized basis)	# of Licenses															
	Watson Studio	Watson Studio is one of the core services in Cloud Pak for Data as a Service. Use tools like AutoAI, SPSS Modeler, Decision Optimization, notebooks, and more to build predictive AI models.	\$2,450.00	12						\$29,400.00									
	Watson Machine Learning	Deploy, manage and integrate machine learning models into your applications and services in as little as one click.	\$1,000.00	12						\$12,000.00									

NOTE: This line Total calculation in cell: N18 does not take into account hours per week in cell: I18



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ADDITIONAL INFORMATION ABOUT IBM SOFTWARE

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A Converge Company  
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Service	Description	Metric(s)	Price/Metric	Qty	Monthly	Yearly Cost	Comments
Watson Studio	Watson Studio is one of the core services in Cloud Pak for Data as a Service. Use tools like AutoAI, SPSS Modeler, Decision Optimization, notebooks, and more to build predictive AI models.	CUH	\$0.98	2,500	\$2,450	\$29,400	Watson Studio includes unlimited collaborators and unlimited elastic compute environments. There are various tools and runtimes (i.e. Notebooks, Data Refinery, SPSS Modeler, etc.) which consume CUH. Estimates are based on 2500 CUH. See <a href="https://cloud.ibm.com/catalog/services/watson-studio">https://cloud.ibm.com/catalog/services/watson-studio</a>  Cloud Object Storage is provisioned with a Lite plan (free Storage capacity up to 25 GB per month) when using Cloud Pak for Data as a Service. Cloud Object Storage provides storage for projects, catalogs, and deployment spaces.
Watson Machine Learning	Deploy, manage and integrate machine learning models into your applications and services in as little as one click.	CUH	\$0.40		\$	\$ -	Each instance of Watson Machine Learning includes 2,500 CUH. If additional CUH are needed, it is priced at \$0.40/CUH. Estimates are based on 2500 CUH. See <a href="https://cloud.ibm.com/catalog/services/watson-machine-learning">https://cloud.ibm.com/catalog/services/watson-machine-learning</a>
		Instance	\$1,000.00	1	\$1,000	\$12,000	
Block Storage/ File Storage	Customizable storage capacity based on your workload demands. Create point in time copies of your data with our Snapshot feature, or copy data to another data center for Disaster Recovery readiness. Protect your data with provider managed encryption at rest at no additional charge.	2TB/month	\$320.00	18	\$5,760	\$69,120	This is all flash storage and has 4 IOPS. See <a href="https://cloud.ibm.com/cloud-storage/block/order">https://cloud.ibm.com/cloud-storage/block/order</a>
Security	Provide data encryption, tokenization, data masking and key management capabilities to help protect and control access to data across the hybrid multicloud environment. Provides visibility, context, and insight into your data. It uses network analytics, AI, and machine learning to continuously find and catalog sensitive and protected data, of any type, anywhere.	Managed Virtual Servers	\$1,000.00	1	\$1,000	\$12,000	Guardium Data Encryption is delivered with a virtual Hardware Security Module (HSM) service that allows you to host encryption keys and perform cryptographic operations in a cluster of FIPS 140-2 Level 3 certified HSMs. See <a href="https://www.ibm.com/guardium">https://www.ibm.com/guardium</a>