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WV PURCHASING
DIVISION



April 4, 2024

RESPONSE TO: CRFP 0947 ERP2400000002
Cost Proposal

Identity Management Single Sign-On Solution
West Virginia Purchasing Division

Submitted To: Larry D. McDonnell
304.558.2063
Larry.d.mcdonnell@wv.gov

Submitted By: Clango, Inc.
2107 Wilson Blvd., Suite 250
Arlington, VA 22201
703.524.3309 (p)
www.clango.com

Contact Person: Duane Graham, CEO
dgraham@clango.com



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Vendor
Signature:

Date: April 4, 2024

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Request for Confidentiality

Clango, Inc. believes the contents of this document are valuable and could damage its business if revealed to its competitors. Accordingly, all pages of this response have been submitted in confidence. The data presented herein contains privileged or confidential information. Such data shall be used only for evaluation purposes. However, if a contract is awarded to Clango as a result of, or in conjunction with the submission of this document, Michigan State University shall have the right to use or disclose the data contained herein to the extent provided in the contract.

Clango reserves the right to modify this response as it identifies, through discussions and negotiations with Michigan State University, any changes in the requirements scope, timing, and associated costs.

1. Pricing

As detailed in our Implementation Plan & Proposed Deliverables in the Technical Response volume, Clango conducted a detailed, bottom-up estimate based on the State's requirements and Clango's deployment lifecycle. These hour allocations were then priced to generate a total Services price. Software pricing was provided from our OEM vendor partner, CyberArk.

Pricing Begins on Following Page

Exhibit A - Pricing Page					
Identity Management Single Sign-On Solution Licensing					
	Description	Unit Price	Quantity	Extended Price (Annual Price)	
Year 1	SAAS Software License - Pricing to reference both unique and total logins for the calendar year 2023 as attached. This is not referencing named or assigned user accounts. Average of 24,000 Unique Logins per month	\$9,200.00	12	\$110,400.00	
Year 2	SAAS Software License - Pricing to reference both unique and total logins for the calendar year 2023 as attached. This is not referencing named or assigned user accounts. Average of 24,000 Unique Logins per month	\$9,200.00	12	\$110,400.00	
Year 3	SAAS Software License - Pricing to reference both unique and total logins for the calendar year 2023 as attached. This is not referencing named or assigned user accounts. Average of 24,000 Unique Logins per month	\$9,200.00	12	\$110,400.00	
Optional Year 4	SAAS Software License - Pricing to reference both unique and total logins for the calendar year 2023 as attached. This is not referencing named or assigned user accounts. Average of 24,000 Unique Logins per month	\$10,028.00	12	\$120,336.00	
Optional Year 5	SAAS Software License - Pricing to reference both unique and total logins for the calendar year 2023 as attached. This is not referencing named or assigned user accounts. Average of 24,000 Unique Logins per month	\$10,028.00	12	\$120,336.00	
Optional Year 6	SAAS Software License - Pricing to reference both unique and total logins for the calendar year 2023 as attached. This is not referencing named or assigned user accounts. Average of 24,000 Unique Logins per month	\$10,028.00	12	\$120,336.00	
	Additional Unique Logins by User (per month)		1,000	\$0.00	
	SAAS Monthly Support (If necessary)		12	\$0.00	
Subtotal (Section A) Licensing				\$692,208.00	
Support and Implementation Services					
	Title	Estimated Quantity (Onsite)	Onsite Hourly Rate	Estimated Quantity (Offsite)	Extended Price
	Services and Support to include Data Conversion	0		800	\$172,000.00
Subtotal (Section B) Support and Implementation Services				\$172,000.00	
TOTAL BID AMOUNT (Sum of Section A and B)				\$864,208.00	
*All pricing includes travel charges. Quantities are estimates for evaluation purposes only					



Pricing Notes:

CyberArk Identity Pricing based on 24000 Users, per month charged annually (details below)

CyberArk Identity Pricing discounts based on 3 year commitment

Description	Long Description	UoFM	Qty	Term (Months)	List Price	Discount	Discounted Price	Extended Cost
Annual Subscription Fee								
WORKFORCE-STANDARD-USER-SAAS	Identity Security Platform capabilities for securing workforce user access to any resource at any time from any device. Includes Adaptive MFA & SSO for passwordless access, password manager, secure browsing, identity governance and automated workflows.	SaaS: Price per user per month, paid annually	24,000	12	\$ 9.00	96.1%	\$ 0.35	\$ 101,088.00
ISANDBOX-SAAS-Idaptive	Identity Sandbox SAAS (15% of Identity subscription net total)	SaaS: Price per Env	1	12	\$ 9,916.96	91.8%	\$ 818.15	\$ 9,817.79

Optional Year 4, 5, and 6 can be negotiated at the conclusion of the initial agreement and will not exceed a 9% increase over initial contract

Implementation pricing is based on rough evaluation of requirements as presented in RFP and Q&A. Initial discovery will need to be conducted for closer estimate.

We believe that this project is best executed remotely as resources will likely have gaps in utilization while waiting on customer responses. Clango would be happy to revisit onsite resourcing during SOW development. Typically we would plan to expense travel expenses as actuals or via agreed upon "cost per trip" rather than a loaded onsite rate. Clango is happy to revisit this approach during further discussion with the State based on onsite needs.

Authorized Signature

Duane Graham
CEO
Clango, Inc