

**Table of Contents**

**Cost Proposal Spreadsheet ..... 2**

---

## **Cost Proposal Spreadsheet**

---



This sheet provides an overall summary of total proposed cost. No entries are allowed or required.

**RFP No. CRFP-DOT2600000002—West Virginia Crash Reporting & Citations Solution**

**Proposer: Mark43**

**Overall Cost Summary for Proposer's Crash Reporting Solution**

<b>1. Implementation Services (Costs are pulled from the Detail Tabs)</b>	<b>Total Price</b>	<b>Notes</b>
Crash Reporting Solution	\$ 2,750,000.00	
<b>Services Subtotal</b>	<b>\$ 2,750,000.00</b>	

<b>4. Ongoing Costs (Costs Consolidated and pulled from the Detail Tabs)</b>	<b>A. Base-Implementation</b>	<b>B. Base-Post Production</b>	<b>C. Total Price</b>
Annual SaaS Subscription for Core Software - Crash Reporting Solution	\$ 3,177,000.00	\$ 15,927,197.42	\$ 19,104,197.42
Annual Third Party SaaS Subscription - Crash Reporting Solution	\$ -	\$ -	\$ -
		<b>Subscriptions Subtotal</b>	<b>\$ 19,104,197.42</b>

<b>Base Contract (Implementation Services)</b>	<b>\$ 2,750,000.00</b>
<b>Base Contract (Associated Subscriptions)</b>	<b>\$ 19,104,197.42</b>
<b>Total Contract Price (Base and Options)</b>	<b>\$ 21,854,197.42</b>

RFP No. CRFP-DOT260000002—West Virginia Crash Reporting & Citations Solution

Proposer: Mark43

Crash Reporting Solution



Enter pricing and anticipated delivery dates

1. Deliverables/Milestones	A. Total Price	Target Delivery Date	%
<p><b>Project Plans and Kick-off Meeting</b>, including: Project Work Plan, Project Kick-off Meeting, Project Management Plan with Resource Management Plan, Release Management Plan, Quality Management Plan, Knowledge Transfer Plan, Stakeholder Engagement Plan, Organizational Change Management (OCM) Plan, Master Test Plan, Data Conversion-Migration Plan, Interface Plan, Training Plan, Production Support/HelpDesk Support Plan, Go-Live Deployment Plan, Operational Level Agreements, Service Level Agreements, Post Go-Live Plan, Security Plan</p> <p><b>Design:</b> System Detailed Design Document (SDDD) &amp; Requirements Traceability Matrix</p>	\$ 600,000.00	2026-02-25	21.82%
<p><b>Development:</b> Configured Software, Unit Tested Interface Programs, Unit Tested Conversion Programs, Mock Data Conversion 1, and Mock Data Conversion 2</p>	\$ 275,000.00	2026-10-23	10.00%
<p><b>Unit Tested Custom Objects (Forms, Reports, Workflows) - Pulled from Customizations Tab</b>  <b>Total of Customizations (DO NOT ENTER A VALUE HERE)</b></p>	\$ 1,500,000.00		54.55%
<p><b>Testing:</b> System Test Report, Integration Test Report, Security Test Report, Performance Test Report, User Acceptance Test (UAT) Report, &amp; Approved Configured Software</p>	\$ 100,000.00	2026-12-22	3.64%
<p><b>Production and Pilot Readiness Prep:</b> Training Materials, Training Course Pilot (pre-UAT), End-User Training, Enterprise Readiness Plan, Support/Materials per Approved Plan, &amp; Cut-over to Production for Pilot</p>	\$ 100,000.00	2027-02-20	3.64%
<p><b>Pilot</b> (including costs for statewide rollout preparations)</p>	\$ 100,000.00	2027-05-26	3.64%
<p><b>Statewide Rollout</b></p>	\$ 75,000.00	2027-11-17	2.73%
<p style="text-align: right;"><b>Project Services Subtotal</b></p>	<b>\$ 2,750,000.00</b>		<b>100.00%</b>



**Section 1 and 2:**  
 Proposer should enter product information for each proposed software product.

**Section 3 and 4:**  
 The remainder of this sheet summarizes costs from other sheets and requires no entries.

**RFP No. CRFP-DOT260000002—West Virginia Crash Reporting & Citations Solution**

**Proposer: Mark43**

**Driver's License Software Acquisition, Implementation, and Ongoing Operation**

1. Software - Core Solution	Itemize Software Modules Here and Include Pricing on Subscription Tab by Year		
	A. SKU	B. Product No.	C. Quantity
Mark43 RMS Crash Module - FedRAMP High	FRH-RMS-12		4000
Mark43 eCitations - FedRAMP High	FRH-MOB-4-ECT		4000
Universal Search - FedRAMP High	FRH-USX-1		4000
OnScene Mobile Application - RMS - FedRAMP High	FRH- MOB-1-RMS		500
Insights - Informed - FedRAMP High	FRH-INS-INF		4000
Data Lake - Dedicated	DLK2		1
<i>Add Any Lines Needed Above As Required</i>			

2. Third Party Products	Itemize Software Modules Here and Include Pricing on Subscription Tab by Year		
	A. SKU	B. Product No.	C. Quantity
NA	NA	NA	
<i>Add Any Lines Needed Above As Required</i>			

<b>3. Services</b>		<b>Total Price</b>
--------------------	--	--------------------

Professional Services, to include: - Implementation and Configuration of Crash and eCitations solution - Project Management - Development of 20 interfaces - Data Migration for Crash and Citations from 1 Source (Report Beam) - 90 day pilot - Phased deployment to all agencies - Implementation timeline of 15 months to pilot kickoff, 18 months to statewide rollout		\$ 2,750,000.00
<b>Services Subtotal</b>		<b>\$ 2,750,000.00</b>

4. SaaS Subscription Costs	A. Initial Implementation	B. Post Production	C. Total Price (A+B)
	\$ 3,177,000.00	\$ 15,927,197.42	\$ 19,104,197.42
	\$ -	\$ -	\$ -
<b>Subscription Costs Subtotal</b>			<b>\$ 19,104,197.42</b>

<b>Total Price (Sum of Subtotals of Sections 3-Services and 4-Software Subscriptions)</b>	<b>\$ 21,854,197.42</b>
---	-------------------------

**RFP No. CRFP-DOT260000002—West Virginia Crash Reporting & Citations Solution**

**Proposer: Mark43**

**Annual Software Subscription Cost for Crash Reporting Solution**

Enter the subscription cost per year for Phase 2.



1. Annual Software Subscription - Core Solution Including Application Managed Services	Initial Implementation		Post Production									
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10		
Core Solution	\$ 1,588,500.00	\$ 1,588,500.00	\$ 1,667,925.00	\$ 1,751,321.25	\$ 1,838,887.31	\$ 1,930,831.68	\$ 2,027,373.26	\$ 2,128,741.93	\$ 2,235,179.02	\$ 2,346,937.97		
Application Manage Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
Hosting	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
<b>Subtotal: Core Software During Initial Implementation</b>	<b>\$ 3,177,000.00</b>										<b>Subtotal: Core Software During Production Support</b>	<b>\$ 15,927,197.42</b>

2. Annual Software Subscription - Third-Party	Initial Implementation		Post Production									
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10		
NA	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
	\$ -	\$ -		\$ -	\$ -	\$ -	\$ -		\$ -	\$ -		
<b>Subtotal: Third-Party Software During Initial Implementation</b>	<b>\$ -</b>										<b>Subtotal: Third-Party Software During Production Support</b>	<b>\$ -</b>





Enter hourly rates by project role.

**Digital Project Delivery Solution**  
**RFP No. CRFP-DOT260000002—West Virginia Crash Reporting**  
**& Citations Solution**  
**PROPOSER: Mark43**  
**RATE SHEET**

**Instructions: Vendor** shall complete and submit this Rate Sheet. Vendor 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, but exclude travel expenses. 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	Project / Program Manager		Hour	\$300.00
2	Implementation Analyst		Hour	\$200.00
3	Mark43 Product Workflow Analyst		Hour	\$250.00
4	Mark43 Product Technical Lead		Hour	\$250.00
5	Data Conversion Lead		Hour	\$250.00
6	Interface Lead		Hour	\$250.00
7			Hour	\$
8			Hour	\$
9			Hour	\$
10			Hour	\$
11			Hour	\$