

ORIGINAL
COST PROPOSAL FOR:
WEST VIRGINIA DEPARTMENT OF TRANSPORTATION

Request for Proposal

CRFP 0803 DOT2600000002
Crash Reporting & e-Citation System
Closing Date: March 5, 2026

Submitted to:

Department of Administration
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Submitted by

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Signature

Name/Title: Steven J Williams, Executive Vice
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2/28/2026

Date





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PRICING ASSUMPTIONS

SmartCOP is providing this Cost Proposal with the following assumptions:

- Pricing provided is a site license for all WV Law enforcement agencies.
- Hosting requirements and costs will be reviewed annually, which may result in cost changes based on agency growth that would require additional hosting resources.
- Items listed under Customization remain property of SmartCOP.
- Training proposed will be conducted at 6 locations within WV of agency's selection.
- Interface to FMCSA to be priced when the State identifies specific queries to be made available.

West Virginia Department of Transportation (WVDOT)

RFP No. XXXXXX—West Virginia Crash Reporting & Citations Solution



Instructions

Vendor, please enter your name in the text box below (it will propagate throughout the remainder of the workbook):



Enter Vendor Name in text box

Cost Proposal

This workbook has formulas that automatically sum the numbers entered by the Vendor in their proposal.

For this tab (i.e., the **Instructions Tab**), the Vendor shall enter their name in the cell above with the blue arrow pointing to it. The name entered above will be propagated throughout the remainder of the worksheet.

Proposals must include a completed Cost Proposal in Microsoft® Excel® format using this Cost Proposal workbook.

Vendor shall provide pricing for application managed services and any subscriptions for the SaaS/Cloud-based Crash Reporting and Citations solutions and any proposed third-party software solutions for ten (10) years for the solution defined in the written RFP. The Department expects to pay a reduced SaaS subscription fee during the initial implementation period.

Overall Cost Summary

This tab is calculated from other tabs in the workbook. No entries are required or allowed here.

Summary

The Vendor shall enter information (SKU, product number, quantity) about their proposed core software solution and any third-party software components that may be required in Part 2.

The remainder of this tab is calculated from other tabs in the workbook.

System Integration Tabs

These tabs break out the milestone cost for the project. Vendors shall enter prices in the cost workbook for each deliverable/milestone. The total of the milestones for the project will be automatically carried forward to the Summary and Overall Cost Summary tabs. The Vendor should account for all anticipated costs within the payment milestones. The Agency reserves the right to reject the request for payment of any direct cost item that was not included in the cost proposal or that was not expressly approved in advance of the cost being incurred. Travel costs will not be reimbursed separately and must be included in the milestone/deliverable pay points for the project as appropriate. Also enter the anticipated or targeted delivery date for each item (this will help us understand expected cash flow by fiscal year). Percentages of total are automatically calculated on this tab.

Customizations Tabs

For customizations, Vendor shall enter line-item pricing for each proposed customization for the project. The sum total of the customizations will be automatically carried forward to the customization milestone applicable.

Subscriptions Tab

Vendor shall provide pricing for subscriptions for the SaaS/Cloud-based Crash Reporting and Citations solution, application managed services and hosting needed to meet the outlined requirements and any proposed third-party software solutions for ten (10) years.

Rate Sheet Tab

Vendor shall complete the rate card tab of the cost workbook by entering the proposed hourly rate for each proposed resource classification. Hourly rates are to be inclusive of direct labor and overhead costs, but should not include any travel expenses. These rates shall be utilized by the Agency as the basis for negotiating any change orders to the contract. In the event travel is required as part of a change order, travel will be negotiated separately and then allocated/applied to the cost of each milestone contained in the change order. The rates provided shall be good for the first three (3) years of the contract, with the contractor allowed to escalate these rates by a percentage not to exceed the prevailing annual consumer price index (CPI) for West Virginia beginning in contract Year 4. The Rate Sheet is an independent table and is not calculated in the Total Price and does not carry forward to the summary tabs.



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

RFP No. XXXXXX—West Virginia Crash Reporting & Citations Solution

Proposer: SmartCOP

Overall Cost Summary for Proposer's Crash Reporting Solution

1. Implementation Services (Costs are pulled from the Detail Tabs)	Total Price	Notes
Crash Reporting Solution	\$ 613,676.97	
Services Subtotal	\$ 613,676.97	

4. Ongoing Costs (Costs Consolidated and pulled from the Detail Tabs)	A. Base-Implementation	B. Base-Post Production	C. Total Price
Annual SaaS Subscription for Core Software - Crash Reporting Solution	\$ 1,828,434.60	\$ 10,117,031.79	\$ 11,945,466.39
Annual Third Party SaaS Subscription - Crash Reporting Solution	\$ -	\$ -	\$ -
		Subscriptions Subtotal	\$ 11,945,466.39

Base Contract (Implementation Services)	\$ 613,676.97
Base Contract (Associated Subscriptions)	\$ 11,945,466.39
Total Contract Price (Base and Options)	\$ 12,559,143.36

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Proposer: SmartCOP

Crash Reporting Solution

Enter pricing and anticipated delivery dates



1. Deliverables/Milestones	A. Total Price	Target Delivery Date	%
Project Plans and Kick-off Meeting , 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 Design: System Detailed Design Document (SDDD) & Requirements Traceability Matrix	\$ 103,908.77	2026-04-01	16.93%
Development: Configured Software, Unit Tested Interface Programs, Unit Tested Conversion Programs, Mock Data Conversion 1, and Mock Data Conversion 2	\$ 92,051.55	2027-02-10	15.00%
Unit Tested Custom Objects (Forms, Reports, Workflows) - Pulled from Customizations Tab Total of Customizations (DO NOT ENTER A VALUE HERE)	\$ 141,562.00		23.07%
Testing: System Test Report, Integration Test Report, Security Test Report, Performance Test Report, User Acceptance Test (UAT) Report, & Approved Configured Software	\$ 61,367.70	2027-02-26	10.00%
Production and Pilot Readiness Prep: Training Materials, Training Course Pilot (pre-UAT), End-User Training, Enterprise Readiness Plan, Support/Materials per Approved Plan, & Cut-over to Production for Pilot	\$ 61,367.70	2026-03-01	10.00%
Pilot (including costs for statewide rollout preparations)	\$ 92,051.55	2027-08-17	15.00%
Statewide Rollout	\$ 61,367.70	2027-09-27	10.00%
Project Services Subtotal	\$ 613,676.97		100.00%

RFP No. XXXXXX—West Virginia Crash Reporting & Citations Solution

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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	\$ 458,276.00	\$ 585,238.00	\$ 614,500.00	\$ 645,225.00	\$ 677,486.00	\$ 711,360.00	\$ 746,928.00	\$ 784,275.00	\$ 823,488.00	\$ 864,663.00		
Application Manage Services	\$ 196,404.00	\$ 250,816.00	\$ 263,357.00	\$ 276,525.00	\$ 290,351.00	\$ 304,869.00	\$ 320,112.00	\$ 336,118.00	\$ 352,924.00	\$ 370,570.00		
Hosting	\$ 164,732.00	\$ 172,968.60	\$ 181,617.03	\$ 190,697.88	\$ 200,232.78	\$ 210,244.41	\$ 220,756.64	\$ 231,794.47	\$ 243,384.19	\$ 255,553.40		
Subtotal: Core Software During Initial Implementation	\$ 1,828,434.60										Subtotal: Core Software During Production Support	\$ 10,117,031.79

2. Annual Software Subscription - Thrd-Party	Initial Implementation		Post Production									
	Year 2	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10		
N/A				\$ -	\$ -	\$ -	\$ -		\$ -			
	\$ -	\$ -		\$ -	\$ -	\$ -	\$ -		\$ -	\$ -		
Subtotal: Third-Party Software During Initial Implementation	\$ -										Subtotal: Third-Party Software During Production Support	\$ -

