



Department of Administration
Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

State of West Virginia
Centralized Request for Proposals
Info Technology

Proc Folder: 1739608			Reason for Modification: Addendum 05
Doc Description: Medical Licensure / Records Database Maintenance System			
Proc Type: Central Master Agreement			
Date Issued	Solicitation Closes	Solicitation No	Version
2025-11-24	2025-12-17 13:30	CRFP 0945 BOM2600000001	6

BID RECEIVING LOCATION

BID CLERK
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON ST E
CHARLESTON WV 25305
US

VENDOR

Vendor Customer Code: VS0000019201

Vendor Name: Elixir Lab USA Inc. d/b/a Cardinality.ai

Address

Street: 155 Gibbs St, 4th Floor,

City: Rockville,

State: MD

Zip: 20850

Principal Contact:

Anna Harper, Chief Administrative Officer

Vendor Contact Phone: (513) 907-1068

FOR INFORMATION CONTACT THE BUYER

Larry D McDonnell

304-558-2063

larry.d.mcdonnell@wv.gov



Vendor

Signature X

FEIN# - 8 2-2 6 6 3 8 3 9

DATE - 17 Dec 2025

All offers subject to all terms and conditions contained in this solicitation

Date Printed: Nov 24, 2025

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FORM ID: WV-PRC-CRFP-002 2020

Exhibit A Board of Medicine Database Project

Attachment A - Pricing Page

CRFP BOM26*01

Item	Spec	Description	Vendor Description	Unit of Measure	Unit Price	Quantity	Extended Cost
1	4.2.2.1	Database System - Development	Design and Development	Lump sum	\$1,445,189.44	1	\$ 1,445,189.44
2	4.2.2.1	Database System - Implementation	Implementation	Lump sum	\$589,304.54	1	\$ 589,304.54
3	4.2.2.1	Database System - Training	Training	Lump sum	\$171,088.42	1	\$ 171,088.42
4	4.2.2.2	Cloud Based Documentation Program - Development	Design and Development	Lump sum	\$684,353.66	1	\$ 684,353.66
5	4.2.2.2	Cloud Based Documentation Program - Implementation	Implementation	Lump sum	\$353,582.73	1	\$ 353,582.73
6	4.2.2.2	Cloud Based Documentation Program - Training	Training	Lump sum	\$102,653.05	1	\$ 102,653.05
7	4.2.2.3	Website Portal - Development	Design and Development	Lump sum	\$456,235.78	1	\$ 456,235.78
8	4.2.2.3	Website Portal - Implementation	Implementation	Lump sum	\$235,721.82	1	\$ 235,721.82
9	4.2.2.3	Website Portal - Training	Training	Lump sum	\$68,435.37	1	\$ 68,435.37
10	4.2.2.5	Year 1 Maintenance and Support/Warranty/Hosting/Required Enhancements	Maintenance & Operations Cost for 12 months	Year	\$464,246.51	1	\$ 464,246.51
11	4.2.2.5	Year 2 Maintenance and Support/Warranty/Hosting/Required Enhancements	Maintenance & Operations Cost for 12 months	Year	\$466,954.69	1	\$ 466,954.69
12	4.2.2.5	Year 3 Maintenance and Support/Warranty/Hosting/Required Enhancements	Maintenance & Operations Cost for 12 months	Year	\$471,313.49	1	\$ 471,313.49
13	4.2.2.5	Year 4 Maintenance and Support/Warranty/Hosting/Required Enhancements	Maintenance & Operations Cost for 12 months	Year	\$471,315.44	1	\$ 471,315.44
14	4.2.2.5	Year 5 Maintenance and Support/Warranty/Hosting/Required Enhancements	Maintenance & Operations Cost for 12 months	Year	\$475,662.31	1	\$ 475,662.31
<u>Unit prices are to be provided for the following two (2) items and will only be used to execute formal Change Orders during the life of</u>							
<u>of the contract, if necessary. Estimates are included for bid evaluation only, there is ntee that any quantity of the item(s)</u>							
<u>will be purchased</u>							
15		Additional License, per User (if necessary)	Named user license per year	Each	\$1,440.00		\$ -
16		New Customization Professional Services	Customization cost per hour	Per Hour	\$125.00		\$ -
					Total Bid Amount:		\$ 6,456,057.24

West Virginia Board of Medicine

Request for Proposal (RFP)

Medical Licensure / Records Database Maintenance System RFP



Due Date: Dec 17, 2025

Cardinality's Cost Response to Medical Licensure / Records Database Maintenance System

Submitted by Elixir Lab USA Inc (d/b/a Cardinality.ai) 155 Gibbs St, 4th Floor, Rockville, MD 20850 Email: sales@cardyai.com www.Cardyai.com	Submitted to Larry D McDonnell Department of Administration Purchasing Division 2019 Washington Street East Charleston, WV 25305 304-558-2063 larry.d.mcdonnell@wv.gov
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Cardinality.ai



AWARDS

This proposal contains information that shall not be disclosed by the customer and shall not be duplicated, used, or disclosed in whole or in part for any reason other than to evaluate this proposal. If, however, a contract is awarded to Elixir Lab USA Inc as a result of or in connection with the submission of this proposal, the customer shall have the right to duplicate, use, or disclose the data to the extent provided.

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1. Cost Response

Cost Narrative

Cardinality is submitting pricing in **Attachment A – Pricing Page.xlsx** as per the required format and structure.

The submission includes costs covering:

- **DDI Costs:** Design, Development and Implementation and training cost for the CC-PM Solution, SaaS license fees and hosting costs
- **Maintenance and Support Costs for 5 Years:** Ongoing support and maintenance cost, SaaS licenses fee and hosting costs

Cardinality has provided a price for the implementation and warranty phase of 15 months followed by the Maintenance and Operations phase of five years. The pricing presented in the proposal is designed to provide the Agency with a highly competitive cost model while minimizing financial, operational, and contractual risk. The costs are fully itemized, and aligned with the scope and service levels defined in the RFP.

Assumptions:

Please find below the assumptions that Cardinality has made for the pricing of the proposal:

1. The CC-PM Solution will be hosted on AWS GovCloud for the production instance.
2. AWS Hosting includes one production and four non-production instances - Development, Integration Testing, UAT and Staging
3. The Cardinality SaaS license is provided for up to 32 named users.
4. Cardinality SaaS license includes - Yearly 2 upgrades, monthly hot fixes and level 3 support
5. Cardinality will leverage the DocuSign licenses of the Agency for e-signature
6. The Operations and Maintenance phase is assumed to start after 15 months (DDI phase of 12 months and the warranty period of 3 months)
7. Cardinality will provide a mobile responsive application. Development of a mobile app is not part of scope of work
8. Cardinality will provide Level-2 support during the Operations and Maintenance Phase. Level-1 support will be provided by the Agency

Should you have any questions or require further information, please do not hesitate to contact me at **317-629-7054** or sales@cardyai.com

Kevin Jones

Kevin Jones – Chief Strategy Officer
Elixir Lab USA Inc. (d/b/a Cardinality.ai)