

## Request DPC2142 - Provision of a Digital Wallet and Verifiable Credentials Solution

### Schedule 7 - Pricing and Payment

#### Pricing Submission Overview

To support flexibility and alignment with varying operational models, Respondents are invited to submit pricing proposals using the following two methodologies in addition to the Pilot Phase pricing schedule. These options are designed to accommodate different approaches to cost recovery and scalability during both the Pilot and Full Production phases.

The preferred pricing methodology is Option 1 and Respondents should provide this pricing methodology as a minimum.

Pilot pricing and options 1 and 2 will be used for evaluation of the Respondents pricing and final agreed pricing for the Full Production environment will be negotiated using one of these methodologies.

All pricing must include GST.

All costs must be fully declared in your response. Any costs that are not clearly identified in your response will not be accepted when approving payments under this contract.

#### Pilot Pricing

Respondents must provide a breakdown of their proposed pricing to deliver the Pilot Phase of the Contract. This pricing will be included for evaluation purposes and will be confirmed and agreed with the preferred Respondent prior to award of the Contract.

#### Option 1: Infrastructure + Overheads (Full Production)

Respondents may propose a fixed pricing model that includes:

- Setup costs, implementation and integration.
- A base infrastructure fee covering platform hosting, maintenance, and security.
- Operational overheads such as support, monitoring, and reporting.

This model should reflect predictable, ongoing costs and may scale based on deployment size or service levels.

Pricing should be based on a 12 month duration.

## **Option 2: Consumption Based Pricing (Full Production)**

Respondents may propose a usage-based model where pricing is determined by:

- Setup costs, implementation and integration.
- The number of credentials actively managed within the digital wallet ecosystem.
- Tiered or per-unit pricing structures are acceptable.

This model should align with actual service consumption and user adoption.

Respondents are encouraged to provide both options that best reflects their service delivery approach and to clearly outline inclusions, assumptions, and any volume-based thresholds.

Pricing should be based on a 12 month duration.

## **Biometrics Integration**

The contractor is requested to provide pricing for the inclusion of biometric capabilities (e.g., facial recognition, fingerprint authentication) as an optional enhancement (Optional Module) to the digital wallet solution.

Requirements:

- Clearly itemise costs associated with biometric feature development, integration, and testing.
- Specify any third-party services, SDKs, or licensing fees involved.
- Outline any additional security, privacy, or compliance considerations.
- Indicate impact on business-as-usual delivery timelines and dependencies.

This pricing should be presented independently from the core solution to allow for evaluation and potential inclusion based on budget and strategic priorities.

## **Training and Ad Hoc Services**

Respondents should also include:

- A description of any training and onboarding services offered, including format (e.g., virtual, in-person), duration, frequency and cost.

- A rate card for ad hoc work, including hourly or daily rates for roles such as technical support, integration, development, or consulting services.

## Security, Compliance and Continuity

Respondents must include details for associated costs such as security, compliance, certification and continuity, as outlined in the proposed SLA Framework referenced under Schedule 5 Ongoing Service Schedule.

In providing pricing the Respondent should apply the following scenarios for a small, medium and large-scale deployments.

The proposed pricing should include but not be limited to:

- Initial setup and configuration.
- Ongoing monthly and annual costs under all models.
- Any assumptions made regarding infrastructure, credential lifecycle, or support levels, scalability.
- Credential lifecycle - inclusions/exclusions.
- Security posture - inclusions/exclusions.

Description	Quantity
<b>Small Scale Deployment</b>	
Issued Credentials	10,000
Credential types	1
Transactions (creation, presentation, verification or revocation)	50,000
Customer partitions (PKI* managed keys)	1
<b>Medium Scale Deployment</b>	
Issued Credentials	100,000
Credential types	5
Transactions (creation, presentation, verification or revocation)	500,000

Customer partitions (PKI* managed keys)	2
<b>Large Scale Deployment</b>	
Issued Credentials	1,000,000 +
Credential types	10 +
Transactions (creation, presentation, verification or revocation)	5,000,000
Customer partitions (PKI* managed keys)	10

#### **\*PKI – Public Key Infrastructure**

##### Deployment Assumptions

Respondents should clearly state any assumptions made for each deployment scale (small, medium and large), including but not limited to:

- The pricing in options one and two should be for a 12 month contract duration.
- Anticipated user growth or credential volume over time.
- Anything related to infrastructure.

**\*\* End of Tab \*\***

I

## Request DPC2142 - Provision of a Digital Wallet and Verifiable Credentials Solution

### Pilot Pricing

The following example price table structure is provided as a guide and Respondents should adapt to demonstrate their Pilot pricing methodology. Please add rows and columns as necessary to provide breakdown on individual services and costs.

Respondents must provide a breakdown of their proposed pricing to deliver the Pilot Phase of the Contract. This pricing will be used for evaluation purposes and will form the foundation of the pricing methodology to be confirmed and agreed with the preferred Respondent.

Pricing should be for the full 12 months of the Pilot Phase and if necessary should detail any cost changes for the stages of the Pilot Phase.

Pilot pricing should be based on:

Stage 1 - Restricted use credential and 50 users

Item #	Description	Quantity	Unit Cost (Inc GST)	Sub-Total (Inc GST)
1	Setup, Implementation and Integration		\$	\$
2	Platform Infrastructure		\$	\$
3	Operational Overheads		\$	\$
4	Licensing		\$	\$
5			\$	\$
6	(Add rows as necessary)		\$	\$
	Estimated Total Pilot Cost (inc GST)			\$

Please note the descriptions are for guidance and the Respondent should amend to suit their pricing methodology

**\*\* End of Tab\*\***

## Request DPC2142 - Provision of a Digital Wallet and Verifiable Credentials Solution

### Option 1 - Infrastructure Plus Overheads

The following example price table structures are provided as a guide and Respondents should adapt to demonstrate their pricing methodology for Full Production. Please add rows and columns as necessary to provide a full breakdown on individual services and costs. For example, operational overheads should list all the individual components that comprise that item.

Please provide details of credential delivery costs if not the same for all credential types.

Any assumptions made in relation to the Respondent's pricing should be clearly articulated.

Pricing is for a 12 month period.

All pricing must include GST.

Item #	Description	Small Scale Deployment	Medium Scale Deployment	Large Scale Deployment
1	Setup, Implementation and Integration	\$	\$	\$
2	Platform Infrastructure	\$	\$	\$
3	Operational Overheads	\$	\$	\$
4	Security, DR/BCP, and Compliance	\$	\$	\$
5	SLA-backed Support Services	\$	\$	\$
6	Licensing	\$	\$	\$
7	Training and Support	\$	\$	\$
8	Biometric Capability (optional component)	\$	\$	\$
9		\$	\$	\$
10	(Add rows and descriptors as necessary)	\$	\$	\$
Estimated Total Contract Value (inc GST)		\$	\$	\$

Please note the descriptions are for guidance and the Respondent should amend to suit their pricing methodology

**\*\* End of Tab \*\***





Description	Quantity
<b>Small Scale Deployment</b>	
Issued Credentials	10,000
Credential types	1
Transactions (creation, presentation, verification or revocation)	50,000
Customer partitions (PKI* managed keys)	1
<b>Medium Scale Deployment</b>	
Issued Credentials	100,000
Credential types	5
Transactions (creation, presentation, verification or revocation)	500,000
Customer partitions (PKI* managed keys)	2
<b>Large Scale Deployment</b>	
Issued Credentials	1,000,000 +
Credential types	10 +
Transactions (creation, presentation, verification or revocation)	5,000,000
Customer partitions (PKI* managed keys)	10





## Request DPC2142 - Provision of a Digital Wallet and Verifiable Credentials Solution

### Option 2 - Consumption Based Pricing

The following example price table structures are provided as a guide and Respondents should adapt to demonstrate their pricing methodology for Full Production. Please add rows and columns as necessary to provide a full breakdown on individual services and costs. For example, should list all the individual components that comprise that item.

Any assumptions made in relation to the Respondent's pricing should be clearly articulated.

Pricing is for a 12 month period.

All pricing must include GST.

Item #	Description	Unit cost (per credential)	Quantity	Small Scale Deployment	Quantity	Medium Scale Deployment	Quantity	Large Scale Deployment
1	Setup, Implementation and Integration	\$	1	\$	1	\$	1	\$
2	Credential	\$	1	\$	5	\$	10	\$
3	Issued Credential Transaction Costs	\$	50,000	\$	500,000	\$	5,000,000	\$
4	Customer partitions managed keys (PKI)	\$	1	\$	2	\$	10	\$
5	Licensing	\$	1	\$	1	\$	1	\$
6	Training and Support	\$	1	\$	1	\$	1	\$
7	Biometric Capability (optional component)	\$	1	\$	1	\$	1	\$
8		\$	1	\$	1	\$	1	\$
9	(Add rows and descriptors as necessary)	\$		\$		\$		\$
<b>Estimated Total Contract Value (inc GST)</b>		\$		\$		\$		\$

Please note the descriptions are for guidance and the Respondent should amend to suit their pricing methodology

**\*\* End of Tab \*\***

Description	Quantity
<b>Small Scale Deployment</b>	
Issued Credentials	10,000
Credential types	1
Transactions (creation, presentation, verification or revocation)	50,000
Customer partitions (PKI* managed keys)	1
<b>Medium Scale Deployment</b>	
Issued Credentials	100,000
Credential types	5
Transactions (creation, presentation, verification or revocation)	500,000
Customer partitions (PKI* managed keys)	2
<b>Large Scale Deployment</b>	
Issued Credentials	1,000,000 +
Credential types	10 +
Transactions (creation, presentation, verification or revocation)	5,000,000
Customer partitions (PKI* managed keys)	10

## Request DPC2142 - Provision of a Digital Wallet and Verifiable Credentials Solution

### Rate Card

The following example Rate Card structure is provided as a guide and Respondents should adapt or provide their Standard Rate Card.

These prices will be used for implementation and ad hoc services.

Service Category	Role Description	Price Per Hour (Inc GST)	Daily Rate (Inc GST)
<i>Developer</i>	<i>Junior Developer</i>	\$	\$
	<i>Senior Developer</i>	\$	\$
		\$	\$
		\$	\$
		\$	\$
		\$	\$
		\$	\$
		\$	\$
		\$	\$

**\*\* End of Tab\*\***

## Request DPC2142 - Provision of a Digital Wallet and Verifiable Credentials Solution

### Proposed Project Payment Milestones

The payment milestones outlined in this schedule are provided as a proposed framework to support the implementation and integration phases of the Digital Wallet and Verifiable Credentials Solution.

Respondents are encouraged to review and propose milestones structures that align with the specific sequencing, and deliverables of their proposed project plan. Any proposed project deliverables should clearly identify milestone triggers, associated deliverables, and payment percentages to ensure transparency and alignment with the Department's expectations.

Milestone	Trigger Event	Payment %	Notes
Commencement	Contract execution and project kickoff	10%	Covers initial mobilisation and planning
Backend SaaS Configuration	Completion of backend setup and configuration	20%	Includes environment provisioning and initial security setup
Integration with ServiceWA Backend	Successful API integration and data exchange validation and security/privacy assessments	20%	Must pass end-to-end integration testing and meet interoperability requirements
Pilot Solution Testing	Completion of UAT and stakeholder sign-off on Pilot functionality	25%	Includes credential issuance, revocation, and audit logging & signed UAT report
Pilot Production Go-Live	Deployment of Pilot to production environment and operational readiness confirmed	15%	Includes training delivery, documentation, support handover and commencement of Service Level Agreement.
Post Go-Live Review	Final acceptance after 30-day operational period with no critical issues and > 99.95% uptime	10%	Ensures operational stability, support responsiveness, and full documentation

**\*\* End of Tab\*\***

## Request DPC2142 - Provision of a Digital Wallet and Verifiable Credentials Solution

### Pricing Assumptions

The Respondent should outline any pricing assumptions in this section and clearly state the section the assumptions refer to.

#### **Respondent Proposed Pricing Assumptions:**

- 1.
- 2.
- 3.