|  |  |
| --- | --- |
| Cost Proposal | Section |
| 5 |

FileONE has included cost breakdown for each of the categories listed in the RFP, including:

5.1.1 - Staff Information (includes fully loaded rates by position and role)

5.1.2 - Project Management

5.1.3 - Development

5.1.4 - Conversion

5.1.5 - Testing

5.1.6 - Total Training Costs

5.1.7 - Environment

5.1.8 - Help Desk

5.1.9 - Warranty

5.1.12 - License

Please reference the pricing tables on the following pages.

**5.1.1 Staffing Information**

The FileONE solution includes the following staffing and cost allocation which shows the fully loaded blended cost. The following pricing is included per the MT SOS request for cost rollups by position and role. As these roll-up costs are included in the subsequent phased pricing sections 5.1.2 through 5.1.9, FileONE has not duplicated the cost shown in the table below within the Total Firm Fixed Price.

|  |  |  |  |
| --- | --- | --- | --- |
| **Role** | **Hours** | **Cost** | **Extension** |
| Project Management | 8070 | **94.50** | **$762,615** |
| Business Analyst | 8117 | **94.50** | **$767,056** |
| Software Engineer | 3312 | **94.50** | **$312,984** |
| Database Administrator/Developer | 8959 | **94.50** | **$846,625** |
| System Engineer | 2372 | **94.50** | **$224,154** |
| Quality Engineer | 6379 | **94.50** | **$602,815** |
| Trainer | 875 | **94.50** | **$82,687** |
| Totals | 38,084 | **94.50** | **$3,598,938** |

**5.1.2 Project Management**

Please reference the Project Management row in the table in Section 5.1.1

**5.1.3 Development**

Please reference the Software Engineering row in the table in Section 5.1.1.

**5.1.4 Conversion**

The data conversion cost per phase is summarized in the following table.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Role** | **General Project** | **UCC** | **Business Entity** | **Trademark/Notary** |  |
| **Database Conversion Cost/Phase** | **$113,841** | **$367,373** | **$246,240** | **$96,667** |  |
| **Total Conversion Cost** |  |  |  |  | **$824,121** |

**5.1.5 Testing**

**The testing cost per phase is summarized in the following table.**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Role** | **General Project** | **UCC** | **Business Entity** | **Trademark/Notary** |  |
| **Testing Cost/Phase** | **$27,792** | **$258,174** | **$183,330** | **$67,945** |  |
| **Total Testing Cost** |  |  |  |  | **$537,241** |

**5.1.6 Total Training Costs**

For labor please reference the Trainer row in the table in section 5.1.1. All training materials are included in the SystemWORKS license fee.

**5.1.7 Environment**

The MT SOS will be responsible for the initial procurement of the infrastructure environment as well as the ongoing support fees for all hardware required to operate SystemWORKS. MT SOS is likely to secure better pricing through State purchase contracts. The prices shown are not included in FileONE’s fixed price.

| **Operating System** | **Server / Device Type and Purpose** | **Minimum Hardware Requirement** | **Qty** | **Cost** |
| --- | --- | --- | --- | --- |
| N/A | Load Balancer |  | 1 | $14,000 |
| Windows 2003 R2 Web Edition | Web Servers (Internal and External Use) | Dual Core 3.33 GHz Xeon Processor, 4 GB Memory, rackmount, 2 x 73GB SAS hard drives, Raid 1, Dual NIC | 4 | $19,120 |
| Windows 2003 R2 Standard Edition | Dual Purpose Internal User Intranet and Application Servers | Quad Core 3.16 GHz Xeon Processor, 4 GB Memory, rackmount, 2 x 73 GB SAS hard drives, Raid 1, Dual NIC | 2 | $11,402 |
| Windows 2003 R2 Enterprise x64 | Database Servers | 2 x Quad 3.16 GHz Xeon Processor, 16 GB Memory, rackmount, 2 x 146GB SAS hard drives, Raid 1, 2xDual Intel NIC, Dual NIC onboard. | 2 | $25,306 |
| Windows 2003 Datacenter Edition x64 4 sockets | A single high-end physical server partitioned into virtual servers for UAT environments to accomplish Web, Application, File and DB Testing | 4x Quad 2.13 GHz Xeon Processor, 64 GB Memory, rackmount, 8 x 146GB SAS hard drives, Raid, Quad NIC | 1 | $29,339 |
| N/A | iSCSI SAN | Redundant Controllers, 2x74gb 15k SAS for RAID1 Quorum Volume, 12x146gb 15k SAS for RAID1 and RAID10 volumes | 1 | $35,316 |
| SQL Server 2005 | Standard Edition Processor License | UAT Server | 1 | $5,999 |
| SQL Server 2005 | Enterprise Edition Processor License | Federated Database  Cluster Option | 4 | $71,996 |
|  | Peripherals | Label Printers | as needed | as needed |
|  | Peripherals | Check Scanner/Endorser | as needed | as needed |
|  | Peripherals | Document Scanners | as needed | as needed |
| **TOTAL ESTIMATED ENVIRONMENT COSTS** | | | | **$212,478**1 |

**5.1.8 Help Desk**

The costs to maintain the Help Desk through the duration of the SIMS project is $120,000.

**5.1.9 Warranty**

**The warranty cost per phase is summarized in the following table.**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | **General Project** | **UCC** | **Business Entity** | **Trademark/Notary** | **Warranty** |  |
| **Warranty Cost** | **N/A** | **$90,000** | **$54,000** | **$36,000** | **$514,552** |  |
| **Total Warranty Cost** |  |  |  |  |  | **$694,552** |

**5.1.10 Total Firm Fixed Price**

FileONE has included the total SIMS price below which includes each of the cost categories the MT SOS has identified. FileONE has included both total core pricing and a separate list of optional functionality with pricing.

| Payment Activity | Amount | Date |
| --- | --- | --- |
| Delivery of existing SystemWORKS license1 | $1,675,000 | Within thirty (30) calendar days following contract execution. |
| General Project Definition Phase Sign-Off | $43,848 | October 20, 2008 |
| General Project Analysis Sign-Off | $323,190 | December 10, 2008 |
| UCC Definition Phase Sign-Off | $287,280 | January 20, 2009 |
| UCC Analysis Phase Sign-Off | $430,920 | May 7, 2009 |
| UCC Configuration and Test Phase Sign-Off | $359,100 | July 23, 2009 |
| UCC Deploy Phase Sign-Off | $359,100 | September 29, 2009 |
| Business Entity Definition Phase Sign-Off | $215,460 | July 13, 2009 |
| Business Entity Analysis Phase Sign-Off | $323,190 | October 21, 2009 |
| Business Entity Configuration and Test Phase Sign-Off | $269,325 | January 25, 2010 |
| Business Entity Deploy Phase Sign-Off | $269,325 | March 9, 2010 |
| Trademark/Notary/Apostilles Definition Phase Sign-Off | $143,640 | March 4, 2010 |
| Trademark/Notary/Apostilles Analysis Phase Sign-Off | $215,460 | April 1, 2010 |
| Trademark/Notary/Apostilles Configuration and Test Phase Sign-Off | $179,550 | May 3, 2010 |
| Trademark/Notary/Apostilles Deploy Phase Sign-Off | $179,550 | May 19, 2010 |
| Total FileONE Fixed Price | $5,273,938 |  |
| Total Estimated Hardware Costs | $212,478 |  |
| Total System Cost (including Hardware) | **$5,486,416** |  |
| 1As FileONE is proposing a COTS application, we have also included licensing pricing for the SystemWORKS application in order to present a complete total cost for the Montana Secretary of State. | | |

|  |  |
| --- | --- |
| SystemWORKS Optional Pricing | Price |
| FileNet Integration | $90,000 |
| One Time Auto Redaction License | $65,000 |
| 250,000 Page Redaction Block1 | $6,000 |
| OCR Auto Populate Tool | $95,000 |
| ServiceWORKS Discounted 1,000 hours  Professional Services Bundle2 | $150,000 |
| Total Optional Functionality | **$406,000** |

**1**Extract Systems ID Shield auto redaction tool is priced using Extract’s transaction module to fit the specific filing volumes of each Secretary of State. The pricing above includes a block transaction license for up to 250,000 pages. Once the transaction license is exhausted, the MT SOS must purchase an additional block for redaction. Pricing above includes Extract System license and support fees for the one year warranty and three optional maintenance years.

**2**FileONE’s Discounted Professional Services bundle offers 1,000 total hours at a discount of $50,000 for use throughout the SIMS project for any enhancements or change orders not included in the scope of the proposal. FileONE has created our professional service packages to allow the MT SOS to allot a budget for changes in scope identified during any phase of the project or for enhancements indentified following go-live.

**5.1.11 Ongoing Service Rates**

The pricing table below identifies SystemWORKS pricing for optional support following the one (1) year warranty. FileONE’s pricing includes: a) Premium Support, which includes both help desk and maintenance, and b) Standard Support, which includes SystemWORKS maintenance only.

|  |  |  |
| --- | --- | --- |
| SystemWORKS Module | Premium Support | Standard Support |
| UCC Module Support  (includes product enhancements at no cost) | $114,912 | $91,930 |
| BE Module Support | $114,912 | $91,930 |
| Trademark/Notary/Apostille Module Support | $57,456 | $45,965 |
| Total Core Support Cost1 | $287,280 | $229,824 |
|  |  |  |
| FileNet Interface Support (Optional) | $15,000 | $15,000 |
| Auto Redaction Tool Support (Optional) | $7,500 | $7,500 |
| OCR Auto Fill Tool Support (Optional) | $5,000 | $5,000 |
| TOTAL OPTIONAL SUPPORT | $27,500 | $27,500 |

1Support cost increases will be limited to six (6) percent compounded annually for the SIMS functionality defined in the scope of work. If the State desires additional modules or substantial enhancements for to the SystemWORKS application, FileONE reserves the right to consider those add-ons for additional consideration. FileONE’s estimated core support pricing for year two through year seven are as follows:

* Year 2:
  + Premium Core Support: $304,517
  + Standard Core Support: $243,613
* Year 3:
  + Premium Core Support: $322,788
  + Standard Core Support: $258,230
* Year 4:
  + Premium Core Support: $342,155
  + Standard Core Support: $273,724
* Year 5:
  + Premium Core Support: $362,684
  + Standard Core Support: $290,148
* Year 6:
  + Premium Core Support: $384,445
  + Standard Core Support: $307,556
* Year 7:
  + Premium Core Support: $407,512
  + Standard Core Support: $326,010

In response to the MT SOS response to questions, FileONE will employ only senior and expert level support staff. As such, FileONE meets the minimum experience levels of two years for senior level support staff and five years for expert level support staff.

**5.1.12 License Cost**

| **SystemWORKS License** | **Price** |
| --- | --- |
| SystemWORKS Runtime Licenses includes:   * SystemWORKS Core Module (Accounting, Workflow, Imaging, Reporting) * Desktop (Back-Office) UCC Module * Online UCC Interface Module * Desktop (Back-Office) Business Entity Module * Online Business Entity Interface Module * Desktop (Back-Office) Trademark Module * Online Trademark Interface Module * Desktop (Back-Office) Notary Module * Online Notary Interface Module | $1,675,000 |

**Optional SystemWORKS Source Code Developer License**

Should the MT SOS wish to purchase a source code and development license for SystemWORKS, FileONE offers the Optional Source Code and Developer License for a one-time price of $350,000. Additional details are contained in the technical proposal.