



VIRIDITY CAPITAL LLC

Solicitation Number	FDA-75F40123Q00108
Project Name	On-Line Subscription Access to International Source-Tobacco Industry Business Data and Information
Proposed Cost	\$900,000 base year, \$300,000 per option year
Award Instrument Requested	Firm Fixed Priced Purchase Order
Lead Organization	Viridity Capital LLC
Type of Business	Small Business
Technical Area	Computer Systems Design, Software, Data (541511, 541512, 518210)
Technical and Administrative Point of Contact	Michael You viridity.capital@gmail.com (703) 329-6039 6372 Alderman Dr, Alexandria, VA 22315
Employees	Michael You, Joseph Kim, Wilson Yu, Emily Cheng, Lin Xie
Unique Entity ID	V5GQS6KME915
EIN number	86-2510064
Cage Code	9HZQ9
Place of Performance	6372 Alderman Dr, Alexandria, VA 22315
Date Submitted	April 18, 2023

On-Line Subscription Access to International Source-Tobacco Industry Business Data and Information

Providing easy access to tobacco and nicotine research of over 100 countries.



VIRIDITY CAPITAL LLC

1 Cost Breakdown

At Viridity Capital LLC, we strive to be very efficient with

1.1 Direct Labor

We have calculated the 2000 hrs worked as 2080 hrs minus 10 Federal holidays for the year.

It is noted that the CEO has significantly more responsibilities than the engineers, as he has to meet with stakeholders, provide roadmap, planning, and also is an engineer as well.

Name	Title	# Hours Worked	Hourly Rate	Total Cost
Michael You	CEO & Engineer	2000	\$75.00	\$150,000
Joseph Kim	Engineer	2000	\$37.50	\$75,000
Wilson Yu	Engineer	2000	\$37.50	\$75,000
Emily Cheng	Engineer	2000	\$37.50	\$75,000
Lin Xie	Engineer	2000	\$37.50	\$75,000
			Total	\$450,000

1.2 Indirect Costs

We will need to purchase compute for hosting the website, storing data in databases, and providing analytics. We will be using a combination of AWS Lambdas and Elastic Beanstalk. We have estimated \$10,000 a month for the compute costs as we have seen similarly scaled businesses use around that much for their services which provide websites with analytics for users worldwide.

We will save costs by having employees use our own laptops to work on. The company has agreed that we don't need to provide benefits to the employees as well to additionally save costs. We will also choose to forgo purchasing subscriptions for coworking space such as WeWork.

Item	Quantity	Unit Cost	Sum Cost
Compute (AWS) ¹	12	\$10,000/month	\$120,000
GitHub Pro ²	$12 \cdot 5 = 60$	\$21/month per user	\$1,260
MongoDB ³	12	\$120/month	\$1440
		Total	\$122,700

1.3 Travel

We will have travel taken by all members once a month to meet in person. As we have workers in New York City and Washington DC, we will travel by train. The Per Diem cost includes hotel and food for the day.

Item	Quantity	Unit Cost	Sum Cost
Train	$12 \cdot 5 = 60$	\$200	\$12,000
Ground Transportation	$12 \cdot 5 = 60$	\$200	\$12,000
Per Diem	$12 \cdot 5 = 60$	\$300	\$18,000
		Total	\$42,000

¹Calculated using <https://calculator.aws/>

²Enterprise plan

³Atlas Dedicated, 2 DBs for the data and the surveys

1.4 Total Costs

Summing up our total costs, we arrive at the final cost of \$614,700.

Category	Total Cost
Direct Labor	\$450,000
Indirect Costs	\$122,700
Travel	\$42,000
TOTAL	\$614,700

2 About Us