

Below PCC provides a deliverable-based payment schedule for initial implementation that corresponds with our preliminary project plan located in our response document in Section I.1.4, Project Schedule.

Number	Deliverable	Price
0	Contract signing (Cenuity License Fee)	\$300,000
1	Project Kickoff Meeting	\$870
2	Detailed Project Plan	\$5,630
3	Data Migration Plan	\$1,945
4	Training Plan	\$1,945
5	Requirements Analysis / Gap Sessions	\$28,778
6	Database Migration Document	\$11,016
7	UCC Processing - Functional Requirements Document	\$34,816
8	Corp Filings Processing - Functional Requirements Document	\$47,818
9	Administrative Functions and Reporting - Functional Requirements Document	\$23,909
10	Development Environment Setup	\$25,840
11	UCC - Dev & Unit Testing In-House Demonstration of UCC	\$366,112
12	Corp Filings - Demo Setup with Formations Work Flow Process	\$161,549
13	Corp Filings - Dev & Unit Testing In-House Demonstration of Remaining Corp Filings	\$146,472
14	UCC - Dev & Unit Testing Online Demonstration of UCC Administrative Functions and Reporting Development & Unit Testing	\$141,413
15	Reports and Admin Systems Integration Testing and Demonstration	\$105,618
16	Data Model	\$11,288
17	Data Mapping Document	\$25,976
18	Data Migration Plan	\$12,240
19	Data Migration Results	\$66,368
20	Data Conversion Run for UAT	\$90,032
21	UAT Environment Preparation	\$5,848
22	System Integration Test Planning	\$8,459
23	User Acceptance Test Planning	\$8,459

24	Test Cases and Documentation	\$8,160
25	Acceptance Testing Cycle 1	\$52,958
26	Acceptance Testing Cycle 2	\$52,958
27	Acceptance Testing Cycle 3	\$42,486
28	User Acceptance Test Results	\$4,787
29	Training Plan	\$4,366
30	Training Documentation	\$9,806
31	Technical and Operations Training	\$4,080
32	Execute Training Cycle 1	\$12,947
33	Execute Training Cycle 2	\$7,358
34	Production Site Preparation	\$6,800
35	Production System Implementation	\$7,554
36	Application Go-Live	\$11,995
37	Post Implementation Review	\$7,800
38	Production System Operations and Support	\$7,800
	Total:	\$1,897,350

Note: Annual Maintenance will be billed at the beginning of each covered period

ATTACHMENT B

Cost Proposal Sheet - RFP Number 5301Z1

Bidders shall provide their proposed costs below. The costs must be guaranteed for the initial contract period. The contract has the option to be renewed for five (5) additional three (3) year periods, as mutually agreed upon by the State and the contractor. Please indicate pricing for all renewal periods for support and maintenance. At renewal time rates may increase no more than 5% upon mutual written agreement by Contractor and SoS, and be accompanied by documentation justifying the price increase. All increases shall be calculated against the previous period's price and agreed upon in writing between the State and the Contractor upon renewal.

BUSINESS SERVICES FILING SYSTEM PRICING SPREADSHEET

Pricing Spreadsheet	Initial Period (Contract Award to June 30, 2021)	Optional First Renewal Period	Optional Second Renewal Period	Optional Third Renewal Period	Optional Fourth Renewal Period	Optional Fifth Renewal Period
Software, conversion, installation, configuration, testing, and deployment	\$1,897,350					
Support and maintenance per year, encompassing all installed software to begin after post Go-Live sign off as defined in the RFP. Once maintenance begins after Go-Live sign off, it will be prorated to coincide with the end of the fiscal year which is June 30 th .	\$141,440 per year (\$707,200 total)	\$145,640	\$145,640	\$150,000	\$150,000	\$154,500

Optional Hardware and Services

Peripheral Hardware Pricing Spreadsheet

Please provide a list of the peripheral hardware (scanners, barcode readers, and barcode label printers) needed for the full and efficient functioning of the proposed system. State will determine whether to acquire peripheral hardware from the contractor or via existing State hardware contracts.

Peripheral Hardware Item Description	Make	Model Number	Cost per unit
Image scanner	Fujitsu	Fi7260	\$1,250
Barcode reader	Motorolla	Ds4208	\$150
Barcode label printer	Zebra	GK420	\$300
Other equipment as needed			

Pricing Spreadsheet for Consulting Services for New Time and Materials Projects

Provide the hourly rate for additional consulting services for new time and materials projects to the Secretary of State. There is no guarantee regarding the number of hours that will be used.

The bidder must list each role/title and provide an hourly rate. These rates are fixed for the initial term of the contract. At renewal time, rates may increase by no more than 5% with supporting justification for any increase.

Role/title	Hourly rate
Project Manager	\$160.00
Technical Lead	\$130.00
Senior Business Analyst	\$130.00
Junior Business Analyst	\$ 92.00
Developer	\$110.00
DBA	\$130.00
Image Conversion Specialist	\$ 92.00

Actual travel expenses will be billed separately so the quoted rates must not include those expenses. Generally, travel must be authorized before it happens. Travel expense may include mileage, car rental, meals, parking, fuel, hotel, airfare, taxi. Receipts are required for all items. A Google (or like software) map of the shortest route between two points is required for all mileage. Mileage rate is based on Federal defined rates. Expense may not include durable goods or commodities. Excessive tipping is not allowed. Alcohol is not reimbursable. Actual travel expenses will not exceed the limits as defined by the State's travel reimbursement policies. It is the contractor and subcontractor's responsibility to understand the State's policies regarding travel reimbursement.

Optional Processes

For all following optional processes below it is unknown when and/or if we would exercise the option to purchase. Support and maintenance for each of these processes will be included in the support and maintenance included in the pricing for the Business Services Filing System, except for Notary/eNotary which may be included or may not be but all maintenance and support shall be billed on one itemized invoice after Go-Live sign off, and it will be prorated to coincide with the end of the fiscal year which is June 30th.

Pricing Spreadsheet for Optional Notary/eNotary Public Component Process

Bidder should provide a cost proposal to integrate, configure, and convert data to include your Notary/eNotary module for proposed system, depending on which period this option is exercised.

Notary/eNotary Module	Initial Contract Period	Optional First Renewal Period	Optional Second Renewal Period	Optional Third Renewal Period	Optional Fourth Renewal Period	Optional Fifth Renewal Period
Software, conversion, installation, configuration, testing, and deployment	\$231,300*	n/a	n/a	n/a	n/a	n/a
Support and maintenance per year, encompassing all installed software to begin after post Go-Live sign off as defined in the RFP. Once maintenance begins after Go-Live sign off, it will be prorated to coincide with the end of the fiscal year which is June 30 th .	Included in Corp/UCC maintenance					

*Based on the scope provided in PCC's responses to Attachment A, page 522.

Pricing Spreadsheet for Optional Full Name Availability Screening Process

Bidder should provide a cost proposal for the full Name Availability Screening Process (above the minimum requirements) in the proposed system, depending on which period this option is exercised. Maintenance for this will be included in the maintenance quoted for the Initial Contract.

Full Name Availability Screening	Initial Contract Period	Optional First Renewal Period	Optional Second Renewal Period	Optional Third Renewal Period	Optional Fourth Renewal Period	Optional Fifth Renewal Period
Software, any conversion if needed, installation, configuration, testing, and deployment	No charge*	n/a	n/a	n/a	n/a	n/a

**PCC is confident that our proposed solution meets the requirements for this functionality.*

Pricing Spreadsheet for Optional Registered Agent Self-Service Process

Bidder should provide a cost proposal for the Registered Agent Self-Service Process in the proposed system, depending on which period this option is exercised. Maintenance for this will be included in the maintenance quoted for the Initial Contract.

Registered Agent Self-Service	Initial Contract Period	Optional First Renewal Period	Optional Second Renewal Period	Optional Third Renewal Period	Optional Fourth Renewal Period	Optional Fifth Renewal Period
Software, any conversion if needed, installation, configuration, testing, and deployment	\$65,700*	n/a	n/a	n/a	n/a	n/a

**Based on the scope provided in in PCC's responses to Attachment A, page 557.*

Pricing Spreadsheet for Optional Filings and Images not in Existing System Process

Bidder should provide a cost proposal for the Filings and Images not in Existing System in the proposed system, depending on which period this option is exercised. Maintenance for this will be included in the maintenance quoted for the Initial Contract.

Filings and Images not in Existing System	Initial Contract Period	Optional First Renewal Period	Optional Second Renewal Period	Optional Third Renewal Period	Optional Fourth Renewal Period	Optional Fifth Renewal Period
Software, any conversion if needed, installation, configuration, testing, and deployment	Included no charge*	n/a	n/a	n/a	n/a	n/a

**DOES NOT include back-file conversion of microfilm, microfiche, paper, or other file types to PDF. Please see the proposed scope in Attachment A. Support for back-file conversion may be provided on a time and materials basis using the rate card on the previous page, or PCC can provide a fixed price estimate once we are engaged at the SoS and can then determine the volume and scope of the effort.*