Cost Proposal
RFP Number 5848 Z1

Bidder Name: Kalkomey Enterprises, LLC

The State, for the purposes of figuring cost, will use the quantities shown below, based on online sales from 2017, in order to equitably compare fixed pricing. The Nebraska Game and Parks Commission (NGPC) will pay the Contractor a transaction fee annually for the actual number of online transactions processed.

Bidders shall provide their proposed transaction fees below to include credit card and check processing fees, No additional fees should be added to the Cost Proposal. This will be a fixed price Contract. The fees must be based on a per subscriber/transaction fee, with no fee for subscriptions made at NGPC office, permit system or other sales outlets.

Prices submitted on the cost proposal form, once accepted by the State, shall remain fixed for the initial three (3) years of the contract. Any request for a price increase subsequent to the initial three (3) of the contract shall not exceed three percent (3%) of the price bid for the period. Increases shall not be cumulative and will only apply to that period of the contract.

Set-Up Fee	$0.00

Subscription Services Fee		Initial Period	Renewal One	Renewal Two	Renewal Three	Renewal Four
Database management, account management and customer service call center	Per Month	$0.00	$0.00	$0.00	$0.00	$0.00

Transaction Fee	Estimated Quantity	Initial Period	Renewal One	Renewal Two	Renewal Three	Renewal Four
New online subscription sale or renewal per subscription	11,000	$2.00*	$2.00*	$2.00*	$2.00*	$2.00*
Online product sale (i.e. calendar, book) per transaction	12,000	$2.00**	$2.00**	$2.00**	$2.00**	$2.00**

*The stated per subscription rate of $2.00 per subscription sale or renewal assumes the following:
1. $2.00 per *annual* subscription (a 2-year subscription equals $4.00 for Kalkomey. A 3-year subscription equals $6.00 for Kalkomey).
2. All orders, regardless of method (credit card via web, credit card via phone, check via mail, or other) will be counted as a billable online subscription sale or renewal once agent enters the sale into Kalkomey's Subscription Management

system. In other words, Kalkomey will make $2.00 for each annual subscription sale/renewal processed online via the self-service customer portal or administrative interface, phone, or mail (check).

3. Kalkomey will retain an additional 3% of the transaction total on top of each $2.00 annual subscription in order to offset credit card transaction fees charged by the credit card processor. Since cart totals will vary, it is impossible to establish a fixed amount (unless we over budget, which isn't best for NGPC's budget). With this proposal, it will keep pricing true and accurate depending on transaction total.

** Section F.3 of the RFP states that all transactions will be processed through NGPC's credit card processor. Kalkomey will retain an additional 3% of the transaction total on top of each $2.00 online product sale in order to offset credit card transaction fees charged by the credit card processor. Since cart totals will vary, it is impossible to establish a fixed amount (unless we over budget, which isn't best for NGPC's budget). With this proposal, it will keep pricing true and accurate depending on transaction total.

Optional Service Matrix

Pricing is also being requested for the addition of any service not required in Section V. of this Request for Proposal but still within the Scope of Work. Additional costs should be listed individually.

Bidder must list each role/title and provide a rate. All travel expenses must be included in the rate. These rates are fixed for the initial term of the contract. At renewal time, rates may increase by no more than 3%.

	Role/title	Unit of Measure	Hourly rate
1.	Kalkomey's design expertise (for creation of promotional pieces, if desired).	Hourly	$60
2.	Kalkomey's marketing consultation (advertising at end of online hunter ed course, paid ads, social media ad campaigns, etc)	Project	$0
3.	Phone, email, and chat customer support	Project	$0
4.			
5.			
6.			
7.			