



Rave Mobile Safety Proposal for State of Nebraska – RFP 6214 Z1 Cost Proposal

Due:

February 7, 2020 @ 2:00 PM (CST)

By:

Rave Mobile Safety
492 Old Connecticut Path, 2nd Floor
Framingham, MA 01701

Date Submitted:

02/4/2020



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Bidder Name: Rave Mobile Safety

Cost submitted for Year One, Year Two and Year Three of the initial period are firm for the entire contract period each year and cannot increase. Price escalation of no more than 3% may be allowed for each renewal period.

Any request for an increase must be submitted in writing to the State Purchasing Bureau a minimum of 30 days prior to contract renewal date, and must show cause and be accompanied by supporting documentation. Failure to supply any requested supporting documentation may be ground to reject the requested increase and cancel the contract. The State further reserves the right to reject any proposed price increase(s), cancel the contract and re-bid if determined to be in the best interest of the State. The State will be given full proportionate benefit of any decrease for the term of the contract. No price increases are to be billed to the State without prior written approval by the State Purchasing Bureau.

Cost Proposal No Telephony Messaging		Year One	Year Two	Year Three
1	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1.1, except Item 1a, unlimited use 0 - 50,000 contacts	\$0.45	\$0.45	\$0.45
2	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1.1, except Item 1a, unlimited use 50,001 - 75,000 contacts	\$0.40	\$0.40	\$0.40
3	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1.1, except Item 1a, unlimited use 75,001 - 100,000 contacts	\$0.35	\$0.35	\$0.35
4	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1.1, except Item 1a, unlimited use 100,001 - 250,000 contacts	\$0.30	\$0.30	\$0.30
5	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1.1, except Item 1a, unlimited use 250,001 and up contacts	\$0.25	\$0.25	\$0.25
6	GIS mapping fees if not included in base price add on per enrolled contact per year	N/A	N/A	N/A

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Cost Proposal Including Telephony Messaging		Year One	Year Two	Year Three
7	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 0 - 50,000 contacts	\$0.75	\$0.75	\$0.75
8	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 50,001 - 75,000 contacts	\$0.70	\$0.70	\$0.70
9	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 75,001 - 100,000 contacts	\$0.65	\$0.65	\$0.65
10	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 100,001 - 250,000 contacts	\$0.60	\$0.60	\$0.60
11	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 250,001 and up contacts	\$0.45	\$0.45	\$0.45
12	GIS mapping fees if not included in base price add on per enrolled contact per year	N/A	N/A	N/A

Note: Invoices are to be based on a monthly portion of the fixed annual cost per maximum enrolled contact of the billing month. For example: if the State of Nebraska has 45,000 users on the 1st of the month, 48,000 on the 22nd of the month and 47,000 at the end of the month, the bidder will bill the state for 48,000 enrolled users for that month. If the annual cost is \$1.20 and there are 48,000 enrolled users for that month, the bidder will bill the State of Nebraska for \$0.10 (monthly rate) x 48,000 (enrolled users) = \$4,800.00.

Cost Proposal IPAWS		Year One	Year Two	Year Three
13	Software includes 95 individual IPAWS licenses to be accessed by NEMA, State Patrol and 93 counties.	\$20,000	\$20,000	\$20,000

Cost Proposal Custom Programming		Year One	Year Two	Year Three
14	Custom Programming at an hourly rate	\$170	\$170	\$170

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Cost Proposal Optional Products and Services		Year One	Year Two	Year Three
15	Rave Smartloader Automatic Data Loader per domain	\$1,500	\$1,500	\$1,500
16	SMS Opt-in Keyword per keyword	\$2,200	\$2,200	\$2,200
17	Rave Prepare per domain	\$2,200	\$2,200	\$2,200
18	Enhanced RBAC per domain	\$1,500	\$1,500	\$1,500

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OPTIONAL RENEWAL PERIODS

Price escalation of no more than 3% may be allowed for each renewal period.

Cost Proposal – Optional Renewal Years No Telephony Messaging		Year Four Optional Renewal 1	Year Five Optional Renewal 2	Year Six Optional Renewal 3	Year Seven Optional Renewal 4	Year Eight Optional Renewal 5
1	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1.1, except Item 1a, unlimited use 0 - 50,000 contacts	\$0.46	\$0.48	\$0.49	\$0.51	\$0.52
2	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1.1, except Item 1a, unlimited use 50,001 - 75,000 contacts	\$0.41	\$0.42	\$0.43	\$0.45	\$0.46
3	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1.1, except Item 1a, unlimited use 75,001 - 100,000 contacts	\$0.36	\$0.37	\$0.38	\$0.39	\$0.41
4	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1.1, except Item 1a, unlimited use 100,001 - 250,000 contacts	\$0.31	\$0.32	\$0.33	\$0.34	\$0.35
5	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1.1, except Item 1a, unlimited use 250,001 and up contacts	\$0.26	\$0.27	\$0.28	\$0.29	\$0.30
6	GIS mapping fees if not included in base price add on per enrolled contact per year	N/A	N/A	N/A	N/A	N/A

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Cost Proposal - Optional Renewal Years Including Telephony Messaging		Year Four Optional Renewal 1	Year Five Optional Renewal 2	Year Six Optional Renewal 3	Year Seven Optional Renewal 4	Year Eight Optional Renewal 5
7	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 0 - 50,000 contacts	\$0.77	\$0.80	\$0.82	\$0.84	\$0.87
8	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 50,001 - 75,000 contacts	\$0.72	\$0.74	\$0.76	\$0.79	\$0.81
9	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 75,001 - 100,000 contacts	\$0.67	\$0.69	\$0.71	\$0.73	\$0.75
10	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 100,001 - 250,000 contacts	\$0.62	\$0.64	\$0.66	\$0.68	\$0.70
11	Per enrolled contact per year, Software as a Service, General Service Requirements Item 1, unlimited use 250,001 and up contacts	\$0.46	\$0.48	\$0.49	\$0.51	\$0.52
12	GIS mapping fees if not included in base price add on per enrolled contact per year	N/A	N/A	N/A	N/A	N/A

Cost Proposal – Optional Renewal Years IPAWS		Year Four Optional Renewal 1	Year Five Optional Renewal 2	Year Six Optional Renewal 3	Year Seven Optional Renewal 4	Year Eight Optional Renewal 5
13	Software includes 95 individual IPAWS licenses to be accessed by NEMA, State Patrol and 93 counties.	\$20,600	\$21,218	\$21,854	\$22,510	\$23,185

Cost Proposal – Optional Renewal Years Custom Programming		Year Four Optional Renewal 1	Year Five Optional Renewal 2	Year Six Optional Renewal 3	Year Seven Optional Renewal 4	Year Eight Optional Renewal 5
14	Custom Programming at an hourly rate	\$175	\$180	\$185	\$191	\$197

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Cost Proposal – Optional Renewal Years Optional Products and Services		Year Four Optional Renewal 1	Year Five Optional Renewal 2	Year Six Optional Renewal 3	Year Seven Optional Renewal 4	Year Eight Optional Renewal 5
15	Rave Smartloader Automatic Data Loader per domain	\$1,545	\$1,591	\$1,639	\$1,688	\$1,739
16	SMS Opt-in Keyword per keyword	\$2,266	\$2,334	\$2,404	\$2,476	\$2,550
17	Rave Prepare per domain	\$1,545	\$1,591	\$1,639	\$1,688	\$1,739
18	Enhanced RBAC per domain	\$1,545	\$1,591	\$1,639	\$1,688	\$1,739