



NEBRASKA STATEWIDE WEB-BASED PERMIT/LICENSING SYSTEM RFP

COST PROPOSAL

State of Nebraska State Purchasing Bureau
RFP NO. 6506 Z1
Due: July 1, 2021, 2:00 PM

SUBMITTED TO:

NE Dept State Purchasing Bureau
Attention: Connie Heinrichs
1526 K Street, Suite 130
Lincoln, NE 68508
402-471-0975
Connie.Heinrichs@nebraska.gov

SUBMITTED BY:

NICUSA, Inc.
Sandi Miller, Vice President
25501 West Valley Parkway, Suite 300
Olathe, Kansas 66061
Phone: (406) 431-0675
sandi@egov.com

I.K. Prices

K. PRICES

Prices quoted shall be net, including transportation and delivery charges fully prepaid by the contractor, F.O.B. destination named in the solicitation. No additional charges will be allowed for packing, packages, or partial delivery costs. When an arithmetic error has been made in the extended total, the unit price will govern.

Prices submitted on the cost proposal form, once accepted by the State, shall remain fixed for the first six (6) years of the contract. Any request for a price increase subsequent to the initial six (6) years of the contract shall not exceed five (5) percent of the price proposed for the period. Increases shall not be cumulative and will only apply to that period of the contract. The request for a price increase must be submitted in writing to the State Purchasing Bureau a minimum of 120 days prior to the end of the current contract period. Documentation may be required by the State to support the price increase.

The State reserves the right to deny any requested price increase. No price increases are to be billed to any State Agencies prior to written amendment of the contract by the parties.

The State will be given full proportionate benefit of any decreases for the term of the contract.

NIC has read, understands, and agrees to comply with all requirements set forth in **RFP Section K. Prices**.

DEMONSTRATED ABILITY TO DELIVER THE SOLUTION

This proposal represents the convergence of key elements to best serve Nebraska Game and Parks: the best company, best team, best insights, and best marketing – all of which combine to provide the best solution to meet NGPC’s current and future requirements. No provider can match our ability to deliver a seamless transition and ongoing growth trajectory for the state’s outdoor licensing and permitting program.

NIC and Tyler are uniquely positioned and qualified to deliver a comprehensive automated permit and licensing solution for NGPC and the sportsmen and women of Nebraska. Our experience in Nebraska and proven OneOutdoor solution combine to create a powerful outdoor technology suite designed to address the specific needs and requirements of every stakeholder. Moreover, we offer a superior permit and licensing platform that is perfectly suited to and aligned with the requirements of the RFP. The power, configurability, and scalability of OneOutdoor is evidenced by our recent deployments for the State of Illinois, and the Commonwealth of Pennsylvania, two of the largest volume providers of state outdoor licenses.

The NIC team is excited at the prospect of working with NGPC and continuing our work throughout the State of Nebraska to deliver the OneOutdoor platform to meet the needs and drive growth for the commission.

PROVEN COMMITMENT TO THE STATE

In our 30 years of service to state government, NIC’s relationship with Nebraska spans more than two decades. Nebraska was NIC’s second enterprise engagement and we built a successful long-term partnership based on trust, a commitment to customer service, and a legacy of innovation. Our connection to the state runs deep, and our 20+ Lincoln-based

employees live, work, hunt, fish and boat in the State's public lands, rivers, and lakes. At our core, we are more than a software provider; we believe in a true partnership that solves government's challenges and enhances service delivery to constituents.

During the pandemic, we experienced an incredible surge in outdoor licensing activity, ranging from hunt and fish licenses to park passes. We will continue this work and innovation with NGPC to seize on that surge in interest in outdoors. With government partnerships in more than 30 states, as well as dozens of agencies across the State of Nebraska, we are committed to delivering our technology during the ongoing recovery. We also have the added benefit of having on-the-ground staff in Lincoln who can work with the State during any work-from-home requirements or preferences deemed necessary by the state.

Finally, we are committed to partnering with NGPC to deliver the exact system the State wants. We treat customization requirements as opportunities to evolve and grow our solution, and the enhancements requested by Nebraska – as well as by any state operating on the OneOutdoor platform – will be offered for the benefit of all users. We believe the power of our community of forward-leading states will continue to make OneOutdoor stronger and provide Nebraska with a steady stream of innovative features and functionality.

In particular, we are eager to develop the few requirements outlined in the bid that are not currently present in OneOutdoor and commit to delivering them as part of our platform. And once the core licensing and permitting system is deployed, we will continue to deliver a continuous pipeline of innovation.

LOWEST OVERALL COST

To demonstrate our commitment to the State, we are proposing an aggressive and practical "Cost Per Billable Item price" that delivers on several promises:

- ◆ Our pricing is materially lower than what you will find from any competitor currently serving other state contracts.
- ◆ The proposed pricing is straightforward with no conditions or caveats. It is important, especially for NGPC, where pricing will reduce your current fee structure.
- ◆ Finally, our proposed pricing delivers on all aspects of the licensing and permitting systems without exception. Our all-in pricing covers the core platform, R3 initiatives, marketing, security, and SLA commitments.

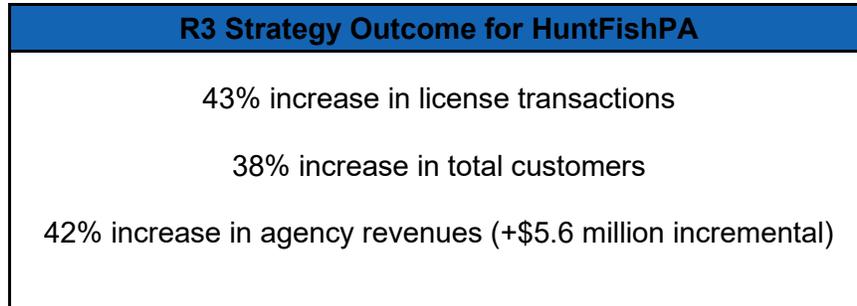
We are confident this aggressive transaction fee will provide key revenue to maintain, manage, enhance, and provide our award-winning customer support on a world-class OneOutdoor solution for NGPC.

DRIVING REVENUE GROWTH FOR NGPC

Not only will NIC deliver a world-class solution at the lowest price to the State, but we will also apply our proven growth models which will be leveraged in our partnership with NGPC. Like our partners across 11 states, including Illinois and Pennsylvania, we will continue to develop increased transactions and revenue growth. Our unique approach to partnership growth includes employing proven R3 initiatives, including auto renewals of licenses, customer segmentation, targeted email and digital marketing campaigns, and unique partnerships.

For reference, we have included recent statistics from our HuntFishPA deployment. The initial results for the first 90 days shown in Figure 1 below speak for themselves and have **greatly** exceeded Pennsylvania’s aggressive expectations:

Figure 1: NIC R3 Outcomes



Perhaps the most impressive aspect of these numbers is that they are compared to 2020, which experienced an incredible surge in outdoor licensing activity during the COVID-19 pandemic. NIC recognizes such R3-driven performance metrics may be unsustainable over time; however, we believe Nebraska’s licensing performance – both transaction volumes and revenue growth – **has the potential to conservatively rise to near double digits annually**, and we are excited to make this a reality for NGPC.

BEST VALUE TO THE STATE

NIC and the State of Nebraska have a long, mutually beneficial partnership which we are eager to extend to NGPC. We have provided competitive pricing that is incredibly aggressive, with the intent of immediately providing hard-dollar value back to the state, while simultaneously deploying an industry-leading outdoor solution. NIC is excited by the prospect of working with the NGPC and welcomes the opportunity to continue to serve the residents of Nebraska.

Attachment D Cost Proposal

NIC has provided a populated *Attachment D* in Excel format in the file named RFP 6506 Z1 NIC Permit System Cost Proposal File 2 of 2.xlsx.

**Attachment D
Cost Proposal Sheet
Request for Proposal 6506-Z1**

Bidder Name:

NICUSA, Inc.

**Attachment D- Cost Proposal Sheet- Revision One
Request for Proposal 6506 Z1**

Bidder should complete all entries for highlighted fields

This contract is for a fixed price bid. All costs are to be all inclusive (including time, travel and materials). Payments will be tied to completion and acceptance of each deliverable.

Bidders shall provide their proposed costs below. Prices submitted on the cost proposal form, once accepted by the State, shall remain fixed for the first six (6) years of the contract. Any request for a price increase subsequent to the initial six (6) years of the contract shall not exceed five (5) percent of the price proposed for the period. Increases shall not be cumulative and will only apply to that period of the contract. The request for a price increase must be submitted in writing to the State Purchasing Bureau a minimum of 120 days prior to the end of the current contract period. Documentation may be required by the State to support the price increase.

It is anticipated that this will be a software as a service type arrangement with costs associated primarily on a 'per billable item'. Provisions are provided to identify one-time costs for specific overhead items and/or ongoing annual fees if needed by the contractor.

Billable Items include all permit types, stamps (Habitat, Aquatic Habitat, and Nebraska Migratory Waterfowl Stamp), NebraskaLand Magazine. A list of current billable permit items and 2020 sales history is below. For scoring purposes, the 2020 figures provide below will be used to calculate cost. See Attachment E for the Billable Items List.

For purposes of this RFP, we will use the following figures:

- 2020 Online/Mobile Billable Items Sold = 700,000
- 2020 External Agent Billable Item Sold = 350,000
- 2020 NGPC Internal Agent Billable Item Sold = 350,000
- 2020 Draw and Lottery Applications Billable Item Sold = 30,000
- 2020 Resale Billable Item Sold = 2,000
- 2020 Periodicals Billable Item Sold = 12,000
- 2020 Periodicals Billable Item Sold = 12,000
- Billable Item- Gift card sales = projected estimate of 1,000
- Billable Item sold via phone by Contractor = projected estimate of 500

**Attachment D
Cost Proposal Sheet
Request for Proposal 6506-Z1**

Description		Initial Contract Period – Year One	Initial Contract Period – Year Two	Initial Contract Period – Year Three	Initial Contract Period – Year Four	Initial Contract Period – Year Five	Initial Contract Period – Year Six
Annual Software Subscription Fee		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Test Environment		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Production System		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Configuration		\$ -	0	0	0	0	0
Data Conversion – Configuration & Testing		\$ -	0	0	0	0	0
Data Conversion – Final before Go-Live		\$ -	0	0	0	0	0
Implementation and testing		\$ -	0	0	0	0	0
Go-Live		\$ -	0	0	0	0	0
Annual Hosting Fee		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Annual Support and maintenance		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Billable item sold Online/Mobile	EA	\$ 0.65	\$ 0.65	\$ 0.65	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	700,000	700,000	700,000	700,000	700,000	700,000
	TOTAL	\$455,000.00	\$455,000.00	\$455,000.00	\$455,000.00	\$455,000.00	\$455,000.00
Billable item sold by internal agent	EA	\$ 0.65	\$ 0.65	\$ 0.65	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	350,000	350,000	350,000	350,000	350,000	350,000
	TOTAL	\$227,500.00	\$227,500.00	\$227,500.00	\$227,500.00	\$227,500.00	\$227,500.00
Billable item sold by external agent	EA	\$ 0.65	\$ 0.65	\$ 0.65	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	350,000	350,000	350,000	350,000	350,000	350,000
	TOTAL	\$227,500.00	\$227,500.00	\$227,500.00	\$227,500.00	\$227,500.00	\$227,500.00
Billable item- Gift card sales	EA	\$ 1.00	\$ 1.00	\$ 1.00	\$ 1.00	\$ 1.00	\$ 1.00
	QTY	1,000	1,000	1,000	1,000	1,000	1,000
	TOTAL	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Billable item sold via phone by Vendor	EA	\$ 3.00	\$ 3.00	\$ 3.00	\$ 3.00	\$ 3.00	\$ 3.00
	QTY	500	500	500	500	500	500
	TOTAL	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00
Billable draw application sold	EA	\$ 0.65	\$ 0.65	\$ 0.65	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	30,000	30,000	30,000	30,000	30,000	30,000
	TOTAL	\$19,500.00	\$19,500.00	\$19,500.00	\$19,500.00	\$19,500.00	\$19,500.00
Billable Resale Items	EA	\$ 0.50	\$ 0.50	\$ 0.50	\$ 0.50	\$ 0.50	\$ 0.50
	QTY	2,000	2,000	2,000	2,000	2,000	2,000
	TOTAL	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Billable Periodicals	EA	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	QTY	12,000	12,000	12,000	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Calculated Annual Cost for INITIAL CONTRACT TERM		\$ 934,500.00	\$ 934,500.00	\$ 934,500.00	\$ 934,500.00	\$ 934,500.00	\$ 934,500.00

**Attachment D
Cost Proposal Sheet
Request for Proposal 6506-Z1**

RENEWAL PERIODS

Description		FIRST Renewal Period - Year One	FIRST Renewal Period - Year Two	FIRST Renewal Period - Year Three
Annual Software Subscription Fee	YR	\$ -	\$ -	\$ -
Test Environment	YR	\$ -	\$ -	\$ -
Production System	YR	\$ -	\$ -	\$ -
Annual Hosting Fee	YR	\$ -	\$ -	\$ -
Annual Support and maintenance	YR	\$ -	\$ -	\$ -
Billable item sold Online/Mobile	EA	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	700,000	700,000	700,000
	TOTAL	\$455,000.00	\$455,000.00	\$455,000.00
Billable item sold by Internal agent	EA	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	350,000	350,000	350,000
	TOTAL	\$227,500.00	\$227,500.00	\$227,500.00
Billable item sold by external agent	EA	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	350,000	350,000	350,000
	TOTAL	\$227,500.00	\$227,500.00	\$227,500.00
Billable item- Gift card sales	EA	\$ 1.00	\$ 1.00	\$ 1.00
	QTY	1,000	1,000	1,000
	TOTAL	\$1,000.00	\$1,000.00	\$1,000.00
Billable item sold via phone by Vendor	EA	\$ 3.00	\$ 3.00	\$ 3.00
	QTY	500	500	500
	TOTAL	\$1,500.00	\$1,500.00	\$1,500.00
Billable draw application sold	EA	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	30,000	30,000	30,000
	TOTAL	\$19,500.00	\$19,500.00	\$19,500.00
Billable Resale Items	EA	\$ 0.50	\$ 0.50	\$ 0.50
	QTY	2,000	2,000	2,000
	TOTAL	\$1,000.00	\$1,000.00	\$1,000.00
Billable Periodicals	EA	\$ -	\$ -	\$ -
	QTY	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00
Calculated Annual Cost		\$933,000.00	\$933,000.00	\$933,000.00

**Attachment D
Cost Proposal Sheet
Request for Proposal 6506-Z1**

RENEWAL PERIODS

Description		SECOND Renewal Period - Year One	SECOND Renewal Period - Year Two	SECOND Renewal Period - Year Three
Annual Software Subscription Fee	YR	\$ -	\$ -	\$ -
Test Environment	YR	\$ -	\$ -	\$ -
Production System	YR	\$ -	\$ -	\$ -
Annual Hosting Fee	YR	\$ -	\$ -	\$ -
Annual Support and maintenance	YR	\$ -	\$ -	\$ -
Billable item sold Online/Mobile	EA	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	700,000	700,000	700,000
	TOTAL	\$455,000.00	\$455,000.00	\$455,000.00
Billable item sold by Internal agent	EA	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	350,000	350,000	350,000
	TOTAL	\$227,500.00	\$227,500.00	\$227,500.00
Billable item sold by external agent	EA	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	350,000	350,000	350,000
	TOTAL	\$227,500.00	\$227,500.00	\$227,500.00
Billable item- Gift card sales	EA	\$ 1.00	\$ 1.00	\$ 1.00
	QTY	1,000	1,000	1,000
	TOTAL	\$1,000.00	\$1,000.00	\$1,000.00
Billable item sold via phone by Vendor	EA	\$ 3.00	\$ 3.00	\$ 3.00
	QTY	500	500	500
	TOTAL	\$1,500.00	\$1,500.00	\$1,500.00
Billable draw application sold	EA	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	30,000	30,000	30,000
	TOTAL	\$19,500.00	\$19,500.00	\$19,500.00
Billable Resale Items	EA	\$ 0.50	\$ 0.50	\$ 0.50
	QTY	2,000	2,000	2,000
	TOTAL	\$1,000.00	\$1,000.00	\$1,000.00
Billable Periodicals	EA	\$ -	\$ -	\$ -
	QTY	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00
Calculated Annual Cost		\$933,000.00	\$933,000.00	\$933,000.00

**Attachment D
Cost Proposal Sheet
Request for Proposal 6506-Z1**

RENEWAL PERIODS

Description		THIRD Renewal Period – Year One	THIRD Renewal Period – Year Two	THIRD Renewal Period – Year Three
Annual Software Subscription Fee	YR	\$ -	\$ -	\$ -
Test Environment	YR	\$ -	\$ -	\$ -
Production System	YR	\$ -	\$ -	\$ -
Annual Hosting Fee	YR	\$ -	\$ -	\$ -
Annual Support and maintenance	YR	\$ -	\$ -	\$ -
Billable item sold Online/Mobile	EA	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	700,000	700,000	700,000
	TOTAL	\$455,000.00	\$455,000.00	\$455,000.00
Billable item sold by Internal agent	EA	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	350,000	350,000	350,000
	TOTAL	\$227,500.00	\$227,500.00	\$227,500.00
Billable item sold by external agent	EA	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	350,000	350,000	350,000
	TOTAL	\$227,500.00	\$227,500.00	\$227,500.00
Billable item- Gift card sales	EA	\$ 1.00	\$ 1.00	\$ 1.00
	QTY	1,000	1,000	1,000
	TOTAL	\$1,000.00	\$1,000.00	\$1,000.00
Billable item sold via phone by Vendor	EA	\$ 3.00	\$ 3.00	\$ 3.00
	QTY	500	500	500
	TOTAL	\$1,500.00	\$1,500.00	\$1,500.00
Billable draw application sold	EA	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	30,000	30,000	30,000
	TOTAL	\$19,500.00	\$19,500.00	\$19,500.00
Billable Resale Items	EA	\$ 0.50	\$ 0.50	\$ 0.50
	QTY	2,000	2,000	2,000
	TOTAL	\$1,000.00	\$1,000.00	\$1,000.00
Billable Periodicals	EA	\$ -	\$ -	\$ -
	QTY	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00
Calculated Annual Cost		\$933,000.00	\$933,000.00	\$933,000.00

**Attachment D
Cost Proposal Sheet
Request for Proposal 6506-Z1**

RENEWAL PERIODS

Description		FOURTH Renewal Period - Year One	FOURTH Renewal Period - Year Two	FOURTH Renewal Period - Year Three
Annual Software Subscription Fee	YR	\$ -	\$ -	\$ -
Test Environment	YR	\$ -	\$ -	\$ -
Production System	YR	\$ -	\$ -	\$ -
Annual Hosting Fee	YR	\$ -	\$ -	\$ -
Annual Support and maintenance	YR	\$ -	\$ -	\$ -
Billable item sold Online/Mobile	EA	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	700,000	700,000	700,000
	TOTAL	\$455,000.00	\$455,000.00	\$455,000.00
Billable item sold by Internal agent	EA	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	350,000	350,000	350,000
	TOTAL	\$227,500.00	\$227,500.00	\$227,500.00
Billable item sold by external agent	EA	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	350,000	350,000	350,000
	TOTAL	\$227,500.00	\$227,500.00	\$227,500.00
Billable item- Gift card sales	EA	\$ 1.00	\$ 1.00	\$ 1.00
	QTY	1,000	1,000	1,000
	TOTAL	\$1,000.00	\$1,000.00	\$1,000.00
Billable item sold via phone by Vendor	EA	\$ 3.00	\$ 3.00	\$ 3.00
	QTY	500	500	500
	TOTAL	\$1,500.00	\$1,500.00	\$1,500.00
Billable draw application sold	EA	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	30,000	30,000	30,000
	TOTAL	\$19,500.00	\$19,500.00	\$19,500.00
Billable Resale Items	EA	\$ 0.50	\$ 0.50	\$ 0.50
	QTY	2,000	2,000	2,000
	TOTAL	\$1,000.00	\$1,000.00	\$1,000.00
Billable Periodicals	EA	\$ -	\$ -	\$ -
	QTY	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00
Calculated Annual Cost		\$933,000.00	\$933,000.00	\$933,000.00

**Attachment D
Cost Proposal Sheet
Request for Proposal 6506-Z1**

RENEWAL PERIODS

Description		FIFTH Renewal Period - Year One	FIFTH Renewal Period - Year Two	FIFTH Renewal Period - Year Three
Annual Software Subscription Fee	YR	\$ -	\$ -	\$ -
Test Environment	YR	\$ -	\$ -	\$ -
Production System	YR	\$ -	\$ -	\$ -
Annual Hosting Fee	YR	\$ -	\$ -	\$ -
Annual Support and maintenance	YR	\$ -	\$ -	\$ -
Billable item sold Online/Mobile	EA	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	700,000	700,000	700,000
	TOTAL	\$455,000.00	\$455,000.00	\$455,000.00
Billable item sold by Internal agent	EA	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	350,000	350,000	350,000
	TOTAL	\$227,500.00	\$227,500.00	\$227,500.00
Billable item sold by external agent	EA	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	350,000	350,000	350,000
	TOTAL	\$227,500.00	\$227,500.00	\$227,500.00
Billable item- Gift card sales	EA	\$ 1.00	\$ 1.00	\$ 1.00
	QTY	1,000	1,000	1,000
	TOTAL	\$1,000.00	\$1,000.00	\$1,000.00
Billable item sold via phone by Vendor	EA	\$ 3.00	\$ 3.00	\$ 3.00
	QTY	500	500	500
	TOTAL	\$1,500.00	\$1,500.00	\$1,500.00
Billable draw application sold	EA	\$ 0.65	\$ 0.65	\$ 0.65
	QTY	30,000	30,000	30,000
	TOTAL	\$19,500.00	\$19,500.00	\$19,500.00
Billable Resale Items	EA	\$ 0.50	\$ 0.50	\$ 0.50
	QTY	2,000	2,000	2,000
	TOTAL	\$1,000.00	\$1,000.00	\$1,000.00
Billable Periodicals	EA	\$ -	\$ -	\$ -
	QTY	12,000	12,000	12,000
	TOTAL	\$0.00	\$0.00	\$0.00
Calculated Annual Cost		\$933,000.00	\$933,000.00	\$933,000.00

**Attachment D
Cost Proposal Sheet
Request for Proposal 6506-Z1**

Hardware Costs

The NGPC currently uses its own hardware and requires external agents to supply their own and allows for hunt/fish permits to be printed on plain 8.5 X 11 paper. The only special stock used is for park entry permit window stickers which are printed under contract and distributed to agents. If the bidder's solution requires equipment, use this page to identify costs.

The bidder should provide costs for any additional supplemental or specialized hardware equipment that NGPC might need to purchase. Please provide a list of the supplemental or specialized hardware needed, including cost per item. At renewal time, rates may increase by no more than 5%.

Include costs for the following items or any other items that are needed to be a part of bidder's solution.

Supplemental or Specialized Hardware/Equipment Pricing Spreadsheet	Specify Qty (0-200)	Initial Contract Period Cost per unit	First Optional Renewal Cost per Unit	Second Optional Renewal Cost per Unit	Third Optional Renewal Cost per Unit	Fourth Optional Renewal Cost per Unit	Fifth Optional Renewal Cost per Unit
Thermal Receipt Printer		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cash Drawer		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Bar Code Scanner		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cash Register/Computer		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other (specify)		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other (specify)		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

**Attachment D
Cost Proposal Sheet
Request for Proposal 6506-Z1**

Optional Services:

Work may be needed that was not originally delineated in this RFP, but considered within the scope of work. This additional work may stem from Legislative mandates, emerging technologies, secondary research, and/or Regulations and Orders not otherwise addressed in this RFP or known at the time this RFP was issued. If additional work is needed, the Contractor must submit a detailed Scope of Work, Title/Role(s), number of hours, and due dates/deliverables for NGPC review and approval.

The bidder must list each role/title and provide an hourly rate. There is no guarantee regarding the number of hours that will be used. 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 to justify increase.

The bidder should provide the hourly rate for each Title/Role used to complete optional services.

Role/Title*	Hourly Rate
Project Manager	\$ 110.00
Technical Account Manager	\$ 110.00
Developer/Software Engineer	\$ 120.00
Business Analyst	\$ 100.00
Designer	\$ 100.00
Database Administrator	\$ 120.00
Quality Assurance	\$ 90.00
	\$ -

Role/Title*	Hourly Rate
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -

**Attachment D
Cost Proposal Sheet
Request for Proposal 6506-Z1**

Actual travel expenses will be billed separately so the quoted rates must not include those expenses. Travel must be authorized before it occurs. Travel expense to be reimbursed will be 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.

Sales Channel	2020 Sold Permit	QTY
Online	Big Game - Deer/Antelope/Elk	132,573
Online	Paddlefish	1,815
Online	Park Entry Permit (Annual/Duplicate)	65,017
Online	Park Entry Permit (Daily)	29,389
Online/Mobile	Hunt/Fish/Fur Permit (daily, annual, multiyear, lifetime)	163,615
Online/Mobile	Big Game - Turkey	28,256
Online/Mobile	Certificates (Hunter Education, Apprentice)	10,809
Online/Mobile	Magazine	1,280
Online/Mobile	Reprint any Permit	2,560
Online/Mobile	Stamps (Aquatic Habitat, Habitat, Waterfowl, Federal Duck, nonresident boat AIS)	254,139
	Sub Total	689,453
External Agent	Hunt/Fish/Fur Permit (daily, annual, multiyear, lifetime)	109,451
External Agent	Certificates (Hunter Education, Apprentice)	10
External Agent	Park Entry Permit (Annual/Duplicate)	90,477
External Agent	Park Entry Permit (Daily)	22,585
External Agent	Reprint any Permit	465
External Agent	Stamps (Aquatic Habitat, Habitat, Waterfowl, Federal Duck, nonresident boat AIS)	110,665
	Sub Total	333,653
Internal Agent	Hunt/Fish/Fur Permit (daily, annual, multiyear, lifetime)	16,284
Internal Agent	Park Entry Permit (Annual/Duplicate)	73,271
Internal Agent	Big Game - Deer/Antelope/Elk	10,522
Internal Agent	Big Game - Turkey	1,057
Internal Agent	Certificates (Hunter Education, Apprentice)	131
Internal Agent	Magazine	6,398
Internal Agent	Paddlefish	63
Internal Agent	Park Entry Permit (Daily)	218,930
Internal Agent	Reprint any Permit	45
Internal Agent	Stamps (Aquatic Habitat, Habitat, Waterfowl, Federal Duck)	17,112
	Sub Total	343,813
Draw/Online	Application with Buddy (Paddlefish, Elk, Deer, Antelope)	1,664
Draw/Internal Agent	Application with Buddy (Paddlefish, Elk, Deer, Antelope)	70
Draw/Online	Application without Buddy (Paddlefish, Elk, Deer, Antelope)	16,412
Draw/Internal Agent	Application without Buddy (Paddlefish, Elk, Deer, Antelope)	1,121
Draw/Online	Lottery Application	11,192
Draw/Internal Agent	Lottery Application	167
	Sub Total	30,626
Draw/Internal Agent	Auction Permit	5
	Sub Total	5
	Grand Total	1,397,550