

Exhibit B - Pricing Submittal Worksheet**INSTRUCTIONS:**

This Pricing Template (Pricing Submittal Worksheet) has been provided on the tabs titled '*Pricing*' and '*Assumptions*' in this attachment, for Suppliers to provide pricing details. Please provide descriptions and pricing for all software/solution/services needed to implement the proposed SVRS solution. The pricing should include, at a minimum, the following:

- Implementation Cost
- Maintenance & Support Cost
- Subscription Costs / Licensing Costs
- Training Costs (please list the types of training available)
- Integration Costs
- Cloud Hosting Costs

<https://eva.virginia.gov/pages/eva-billing.htm>

1) ELECT will not be liable for any fees or charges for the solution/services that are not set forth in this Pricing Submittal Worksheet or discussed and agreed to, during negotiations. Any attempt to add these fees to submitted pricing, after finalized negotiation, will not be considered.

2) The Supplier must be willing and able to successfully provide the solution/services proposed for the prices given and to complete the project on a firm fixed-price basis.

3) ELECT requests that each Supplier provide detailed and comprehensive pricing. Additional information and backup detail should be attached as appropriate. Any scheduled price change must be identified, and actual new prices and proposed effective dates must be stated.

4) Supplier shall disclose pricing assumptions where possible. Supplier shall clearly identify any discount targets/ranges available. For example, if unit price is based on a certain volume, that assumption should be indicated and reference to the applicable section of the Pricing Worksheet.

Use tab titled '*Assumptions*' to list all pricing assumptions.

5) For Section D. Hosting, Items 1-3 should include initial core environment pricing, if applicable. Items 4-15 should include remaining Hosting costs.

6) Pricing for ELECT required increase to cyber security liability insurance coverage limit should be included in Section C. Maintenance and Support with a note in the Description indicating its inclusion and the amount.

7) Increased pricing for negotiated SLAs/performance metrics levels should be included in the line items that best reflects the services affected. For example, price increases to hosting costs should be added to D. Hosting Fees in the appropriate year(s).

8) ELECT requests a rate card to be used for change orders. Hourly rates should be provided by role in section G.

SVRS Pricing Worksheet

A. Implementation Cost (One-time service fee)

Please list all costs associated with implementation. Additional rows may be added if necessary. If any assumptions are being made, indicate the assumption in the 'Assumptions' tab.

Item	Description	Price
1	Project Initiation / Project Management Services	\$ 1,620,378.82
2	Detailed System Design Services	\$ 248,129.51
3	Development/Configuration Services	\$ -
	a. Interface / Integration Development	\$ 2,196,000.00
	b. Other (Specify Details)	\$ -
4	Implementation charges	\$ 1,266,765.55
5		\$ -
	Total	\$ 5,331,273.88

B. Subscription / License Costs

Please list all license costs associated with implementation. Additional rows may be added if necessary. If any assumptions are being made, indicate the assumption in the 'Assumptions' tab.

Item	Description	Price
1	Enterprise Perpetual License (Year 1)	\$ 448,315.42
2	Enterprise Perpetual License (Year 2)	\$ 448,315.42
3	Enterprise Perpetual License (Year 3)	\$ 448,315.42
4		\$ -
5		\$ -
	Total	\$ 1,344,946.26

C. Maintenance/Support Costs

Please list all support costs associated with implementation. Additional rows may be added, if necessary. If any assumptions are being made, indicate the assumption in the 'Assumptions' tab.

Item	Description	Price
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1	Implementation Year 1	\$	2,025,000.00
2	Implementation Year 2	\$	2,025,000.00
3	Renewal Year 1	\$	2,025,000.00
4	Renewal Year 2	\$	2,025,000.00
5	Renewal Year 3	\$	2,025,000.00
6	Renewal Year 4	\$	2,025,000.00
7	Renewal Year 5	\$	2,025,000.00
8	Renewal Year 6	\$	2,025,000.00
9	Renewal Year 7	\$	2,025,000.00
10	Renewal Year 8	\$	2,025,000.00
11	Renewal Year 9	\$	2,025,000.00
12	Renewal Year 10	\$	2,025,000.00
	Total	\$	24,300,000.00

D. Hosting Fees

Please list all hosting costs associated with the implementation. Additional rows may be added, if necessary. If any assumptions are being made, indicate the assumption in the 'Assumptions' tab.

Item	Description	Price
1	Core Virginia Statewide Voter Registration System (SVRS) Environment including:	\$ 157,331.34
	a. Development	\$ -
	b. Test	\$ -
	c. Production	\$ -
	d. Training	\$ -
2	Backup and Disaster Recovery Solution / Services	\$ 105,670.31
3		\$ -
	Total	\$ 263,001.65

Item	Description	Price
4	Implementation Year 1	\$ 876,074.82
5	Implementation Year 2	\$ 876,074.82
6	Renewal Year 1	\$ 876,074.82
7	Renewal Year 2	\$ 876,074.82
8	Renewal Year 3	\$ 876,074.82
9	Renewal Year 4	\$ 876,074.82

10	Renewal Year 5	\$	876,074.82
11	Renewal Year 6	\$	876,074.82
12	Renewal Year 7	\$	876,074.82
13	Renewal Year 8	\$	876,074.82
14	Renewal Year 9	\$	876,074.82
15	Renewal Year 10	\$	876,074.82
	Total	\$	10,512,897.81

E. Integration Costs <i>(One-time service fee)</i>			
<i>Any costs associated with integrating to external systems. If any assumptions are being made, indicate the assumption in the 'Assumptions' tab.</i>			
Item	Description	Price	
1	Interface Development	\$	435,205.09
2		\$	-
3		\$	-
Total		\$	435,205.09

F. Training Costs			
<i>Please provide all available training options and all associated costs. Additional rows may be added, if necessary. If a combination of training options are available, copy/duplicate this section to provide the associated costs for the options available. If any assumptions are being made, indicate the assumption in the 'Assumptions' tab.</i>			
Item	Description	Price	
1	Training (web or computer based)	\$	-
2	Training (on-site)	\$	328,463.94
3	Administrator training	\$	-
Total		\$	328,463.94

G. Rate Card

ELECT may, at its convenience, wish to acquire additional services related to this RFP through the use of a Change Order. Please provide the Role Title, Representative Responsibilities, and the Hourly Rate for all roles included in your response. These rates are assumed to be the rates that will be used for Change Orders.

Role Title	Representative Responsibilities	Hourly Rate
Business Analyst	Gathers requirements and create user stories for developers to program against	\$ 132.00
Communications/Network Specialist	Designs and manages the network and hosting environment	\$ 193.00
Database Administrator	Manages and administers the database	\$ 193.00
Database Designer	Designs table structures and schemas for the developers	\$ 193.00
Dev Ops Engineer	Deployments, builds and CICD	\$ 232.00
Elections Subject Matter Expert	Internal consultant with extensive experience in the elections industry	\$ 193.00
Engagement Director	Provide approach, guidance, and mentorship to support elections programs throughout their project lifecycle.	\$ 193.00
Help Desk Specialist	Serves as point of contact to address system issues and client concerns.	\$ 116.00
Operations Lead/Manager	Overseeing the day to day operations of the technical aspect of the project	\$ 193.00
Organization Change Management Lead	Provide strategy and guidance for communicating organizational changes.	\$ 232.00
Project Manager	Leads and manages all efforts around the project	\$ 193.00
Project Coordinator	Assists the project manager in managing the project and schedule	\$ 132.00
Programmer	Software engineer who writes the code	\$ 193.00
Quality Assurance Management	Testing and quality assurance for assigned project	\$ 193.00
Security Systems Engineer	Responsible for testing and screening security software and monitoring networks/systems for security intrusions and breaches.	\$ 232.00
Solution Architect	Create and designs the overall solution	\$ 232.00
System Administrator	Manages and administers the database	\$ 193.00
Technical Writer	Writes technical manuals, release notes, and other artifacts	\$ 163.00
Testing Lead	Leads and manages all testing efforts	\$ 193.00
Tester	Testing engineer who tests the code/functionality	\$ 163.00
Training Lead	Leads the training efforts on the platform	\$ 193.00
Training Specialist	Assist the training lead in the creation and distribution of the training	\$ 193.00
GIS/ESRI Engineer	Engineer specializing in Geographic Information System mapping	\$ 258.00

Milestone Event	Associated Milestone Deliverable(s)	Payment	Retainage	Net Payment
A. Implementation Cost				
A.1 Project Initiation / Project Management Services				
A.1.1 Project Kick-off Meeting	A.1 Project Initiation / Project Management Services (Kick off meeting with ELECT Officials).	\$21,374.55	\$2,137.46	\$19,237.10
A.1.2 Status Reports (Delivered & Invoiced Monthly for 26 Months)	A.1 Project Initiation / Project Management Services			
A.1.2.1 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.2 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.3 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.4 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.5 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.6 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.7 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.8 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.9 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.10 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.11 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.12 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.13 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.14 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.15 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.16 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.17 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.18 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.19 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.20 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.21 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.22 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.23 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.24 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.25 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.2.26 Status Report	A.1 Project Initiation / Project Management Services	\$38,461.54	\$3,846.15	\$34,615.38
A.1.3 Project Planning	A.1 Project Initiation / Project Management Services (Change Management, Quality Control, Communications, Disaster Recover Plans, and Risk Management Plan and Risk Matrix Documents, Test Plan).			
A.1.3.1 Final Project Plan	A.1 Project Initiation / Project Management Services (Project Plan, Including updated Project Schedule).	\$52,761.04	\$5,276.10	\$47,484.94
A.1.4 Project Closeout	A.1 Project Initiation / Project Management Services	\$12,974.85	\$1,297.49	\$11,677.37
A.1.4.1 Project Closeout Checklist	A.1 Project Initiation / Project Management Services (Warranty Period Identified Issues Corrected)	\$29,909.25	\$2,990.93	\$26,918.33
A.1.4.2 Transfer of Materials	A.1 Project Initiation / Project Management Services	\$60,815.59	\$6,081.56	\$54,734.03
A.1.4.3 Lessons Learned and Close Report	A.1 Project Initiation / Project Management Services (Close Out Report)	\$21,343.55	\$2,134.36	\$19,209.20
A.2 Detailed System Design Services				
A.2.1 Functional Design (Delivered in Sprint Cycles & Invoiced Monthly for 22 Months)	A.2 Detailed System Design Services (Baseline and Validated Requirements Documents, Requirements Traceability Matrix (RTM) and Use cases, Gap Analysis sessions)			
A.2.1.1 Requirements Artifacts	A.2 Detailed System Design Services	\$31,016.19	\$3,101.62	\$27,914.57
A.2.1.2 Requirements Artifacts	A.2 Detailed System Design Services	\$31,016.19	\$3,101.62	\$27,914.57
A.2.1.3 Requirements Artifacts	A.2 Detailed System Design Services	\$31,016.19	\$3,101.62	\$27,914.57
A.2.1.4 Requirements Artifacts	A.2 Detailed System Design Services	\$31,016.19	\$3,101.62	\$27,914.57

A.2.1.5 Requirements Artifacts	A.2 Detailed System Design Services	\$31,016.19	\$3,101.62	\$27,914.57
A.2.1.6 Requirements Artifacts	A.2 Detailed System Design Services	\$31,016.19	\$3,101.62	\$27,914.57
A.2.1.7 Requirements Artifacts	A.2 Detailed System Design Services	\$31,016.19	\$3,101.62	\$27,914.57
A.2.1.8 Requirements Artifacts	A.2 Detailed System Design Services	\$31,016.19	\$3,101.62	\$27,914.57
A.3 Development/Configuration Services				
A.3.1 Interface / Integration Development (Delivered in Sprint Cycles & Invoiced Monthly for 22 Months)	A.3 Development/Configuration Services (Each sprint will have Design sessions, Sprint Planning, Product Road mapping sessions, Product Demos, User Stories and acceptance criteria and interface specifications)			
A.3.1.1 Configuration and Customization	A.3 Development/Configuration Services	\$99,818.19	\$9,981.82	\$89,836.37
A.3.1.2 Configuration and Customization	A.3 Development/Configuration Services	\$99,818.19	\$9,981.82	\$89,836.37
A.3.1.3 Configuration and Customization	A.3 Development/Configuration Services	\$99,818.19	\$9,981.82	\$89,836.37
A.3.1.4 Configuration and Customization	A.3 Development/Configuration Services	\$99,818.19	\$9,981.82	\$89,836.37
A.3.1.5 Configuration and Customization	A.3 Development/Configuration Services	\$99,818.19	\$9,981.82	\$89,836.37
A.3.1.6 Configuration and Customization	A.3 Development/Configuration Services	\$99,818.19	\$9,981.82	\$89,836.37
A.3.1.7 Configuration and Customization	A.3 Development/Configuration Services	\$99,818.19	\$9,981.82	\$89,836.37
A.3.1.8 Configuration and Customization	A.3 Development/Configuration Services	\$99,818.19	\$9,981.82	\$89,836.37
A.3.1.9 Configuration and Customization	A.3 Development/Configuration Services	\$99,818.19	\$9,981.82	\$89,836.37
A.3.1.10 Configuration and Customization	A.3 Development/Configuration Services	\$99,818.19	\$9,981.82	\$89,836.37
A.3.1.11 Configuration and Customization	A.3 Development/Configuration Services	\$99,818.19	\$9,981.82	\$89,836.37
A.3.1.12 Configuration and Customization	A.3 Development/Configuration Services	\$99,818.19	\$9,981.82	\$89,836.37
A.3.1.13 Configuration and Customization	A.3 Development/Configuration Services	\$99,818.19	\$9,981.82	\$89,836.37
A.3.1.14 Configuration and Customization	A.3 Development/Configuration Services	\$99,818.19	\$9,981.82	\$89,836.37
A.3.1.15 Configuration and Customization	A.3 Development/Configuration Services	\$99,818.19	\$9,981.82	\$89,836.37
A.3.1.16 Configuration and Customization	A.3 Development/Configuration Services	\$99,818.19	\$9,981.82	\$89,836.37
A.3.1.17 Configuration and Customization	A.3 Development/Configuration Services	\$99,818.19	\$9,981.82	\$89,836.37
A.3.1.18 Configuration and Customization	A.3 Development/Configuration Services	\$99,818.19	\$9,981.82	\$89,836.37
A.3.1.19 Configuration and Customization	A.3 Development/Configuration Services	\$99,818.19	\$9,981.82	\$89,836.37
A.3.1.20 Configuration and Customization	A.3 Development/Configuration Services	\$99,818.19	\$9,981.82	\$89,836.37
A.3.1.21 Configuration and Customization	A.3 Development/Configuration Services	\$99,818.19	\$9,981.82	\$89,836.37
A.3.1.22 Configuration and Customization	A.3 Development/Configuration Services (Validation Report)	\$99,818.01	\$9,981.80	\$89,836.21
A.3.2 System Testing (Delivered in Parallel with the Sprint Cycles & Invoiced Monthly for 22 Months, includes Static Security Testing)	A.4 Implementation charges (Each sprint will have System Test Cases, Test Execution and Test Results)			
A.3.2.1 Testing Artifacts	A.4 Implementation charges	\$25,599.26	\$2,559.93	\$23,039.33
A.3.2.2 Testing Artifacts	A.4 Implementation charges	\$25,599.26	\$2,559.93	\$23,039.33
A.3.2.3 Testing Artifacts	A.4 Implementation charges	\$25,599.26	\$2,559.93	\$23,039.33
A.3.2.4 Testing Artifacts	A.4 Implementation charges	\$25,599.26	\$2,559.93	\$23,039.33
A.3.2.5 Testing Artifacts	A.4 Implementation charges	\$25,599.26	\$2,559.93	\$23,039.33
A.3.2.6 Testing Artifacts	A.4 Implementation charges	\$25,599.26	\$2,559.93	\$23,039.33
A.3.2.7 Testing Artifacts	A.4 Implementation charges	\$25,599.26	\$2,559.93	\$23,039.33
A.3.2.8 Testing Artifacts	A.4 Implementation charges	\$25,599.26	\$2,559.93	\$23,039.33
A.3.2.9 Testing Artifacts	A.4 Implementation charges	\$25,599.26	\$2,559.93	\$23,039.33
A.3.2.10 Testing Artifacts	A.4 Implementation charges	\$25,599.26	\$2,559.93	\$23,039.33
A.3.2.11 Testing Artifacts	A.4 Implementation charges	\$25,599.26	\$2,559.93	\$23,039.33
A.3.2.12 Testing Artifacts	A.4 Implementation charges	\$25,599.26	\$2,559.93	\$23,039.33
A.3.2.13 Testing Artifacts	A.4 Implementation charges	\$25,599.26	\$2,559.93	\$23,039.33

A.3.2.14 Testing Artifacts	A.4 Implementation charges	\$25,599.26	\$2,559.93	\$23,039.33
A.3.2.15 Testing Artifacts	A.4 Implementation charges	\$25,599.26	\$2,559.93	\$23,039.33
A.3.2.16 Testing Artifacts	A.4 Implementation charges	\$25,599.26	\$2,559.93	\$23,039.33
A.3.2.17 Testing Artifacts	A.4 Implementation charges	\$25,599.26	\$2,559.93	\$23,039.33
A.3.2.18 Testing Artifacts	A.4 Implementation charges	\$25,599.26	\$2,559.93	\$23,039.33
A.3.2.19 Testing Artifacts	A.4 Implementation charges	\$25,599.26	\$2,559.93	\$23,039.33
A.3.2.20 Testing Artifacts	A.4 Implementation charges	\$25,599.26	\$2,559.93	\$23,039.33
A.3.2.21 Testing Artifacts	A.4 Implementation charges	\$25,599.26	\$2,559.93	\$23,039.33
A.3.2.22 Testing Artifacts	A.4 Implementation charges	\$25,599.10	\$2,559.91	\$23,039.19
A.3.3 User Accepting Testing Support	A.4 Implementation charges			
A.3.3.1 User Acceptance Testing Support	A.4 Implementation charges	\$11,818.95	\$1,181.89	\$10,637.05
A.3.3.2 User Acceptance Testing Support	A.4 Implementation charges	\$11,818.95	\$1,181.89	\$10,637.05
A.3.3.3 User Acceptance Testing Support	A.4 Implementation charges	\$11,818.95	\$1,181.89	\$10,637.05
A.3.3.4 User Acceptance Testing Support	A.4 Implementation charges	\$11,818.95	\$1,181.89	\$10,637.05
A.3.3.5 User Acceptance Testing Support	A.4 Implementation charges	\$11,818.95	\$1,181.89	\$10,637.05
A.3.3.6 User Acceptance Testing Support	A.4 Implementation charges	\$11,818.95	\$1,181.89	\$10,637.05
A.3.3.7 User Acceptance Testing Support	A.4 Implementation charges	\$11,818.95	\$1,181.89	\$10,637.05
A.3.3.8 User Acceptance Testing Support	A.4 Implementation charges	\$11,818.95	\$1,181.89	\$10,637.05
A.3.4 Load and Stress Testing	A.4 Implementation charges			
A.3.5 System Deployment	A.4 Implementation charges	\$148,416.71	\$14,841.67	\$133,575.04
A.4 Implementation	A.4 Implementation charges	\$44,838.90	\$4,483.89	\$40,355.01
A.4.1. Security	A.4 Implementation charges			
A.4.1.1 Security Plan	A.4 Implementation charges (Security Plan)	\$109,223.49	\$10,922.35	\$98,301.14
A.4.2 Data Migration	A.4 Implementation charges (Data Migration Plan)			
A.4.2.1 Data Migration Mapping	A.4 Implementation charges (Data Migration Roadmap)	\$101,351.32	\$10,135.13	\$91,216.19
A.4.2.2 Data Migration Report	A.4 Implementation charges (Data Conversion Statistical Reports - for each Engine Run)	\$189,000.00	\$18,900.00	\$170,100.00
A.4.2.3 Final User/Data Migration	A.4 Implementation charges (Final Data Conversion Testing and Approval)	\$16,200.00	\$1,620.00	\$14,580.00
A.4.3 Organizational Change Management	A.4 Implementation charges			
A.4.3.1 OCM Change Readiness Assessment	A.4 Implementation charges (OCM Baseline Assessment Surveys and Report)	\$67,250.00	\$6,725.00	\$60,525.00
A.4.3.2 OCM Plan	A.4 Implementation charges (OCM Plan/Strategy Document, Communication Plan)	\$82,750.00	\$8,275.00	\$74,475.00
A.4.3.3 OCM Quarterly Report	A.4 Implementation charges			
A.4.3.3.1 OCM Q1 Report	A.4 Implementation charges	\$31,250.00	\$3,125.00	\$28,125.00
A.4.3.3.2 OCM Q2 Report	A.4 Implementation charges	\$31,250.00	\$3,125.00	\$28,125.00
A.4.3.3.3 OCM Q3 Report	A.4 Implementation charges	\$31,250.00	\$3,125.00	\$28,125.00
A.4.3.3.4 OCM Q4 Report	A.4 Implementation charges	\$31,250.00	\$3,125.00	\$28,125.00
A.4.3.3.5 OCM Q5 Report	A.4 Implementation charges	\$31,250.00	\$3,125.00	\$28,125.00
A.4.3.3.6 OCM Q6 Report	A.4 Implementation charges	\$31,250.00	\$3,125.00	\$28,125.00
A.4.3.3.7 OCM Q7 Report	A.4 Implementation charges	\$31,250.00	\$3,125.00	\$28,125.00
A.4.3.3.8 OCM Q8 Report	A.4 Implementation charges	\$31,250.00	\$3,125.00	\$28,125.00
A.4.3.4 OCM Close Out Assessment Report	A.4 Implementation charges	\$21,200.00	\$2,120.00	\$19,080.00
TOTAL IMPLEMENTATION COST		\$5,331,273.89	\$533,127.51	\$4,798,146.42
B. Subscription / License Costs				
B.1 Enterprise Perpetual License (Year 1)	B. Subscription / License Costs	\$448,315.43	\$44,831.54	\$403,483.88
B.2 Enterprise Perpetual License (Year 2)	B. Subscription / License Costs	\$448,315.43	\$44,831.54	\$403,483.88
B.3 Enterprise Perpetual License (Year 3)	B. Subscription / License Costs	\$448,315.43	\$44,831.54	\$403,483.88

[illegible]

[illegible]

[illegible]

C.11.3 Renewal Year 9 - Maintain SVRS	C.11 Renewal Year 9 - Maintain SVRS	\$168,750.00	\$16,875.00	\$151,875.00
C.11.4 Renewal Year 9 - Maintain SVRS	C.11 Renewal Year 9 - Maintain SVRS	\$168,750.00	\$16,875.00	\$151,875.00
C.11.5 Renewal Year 9 - Maintain SVRS	C.11 Renewal Year 9 - Maintain SVRS	\$168,750.00	\$16,875.00	\$151,875.00
C.11.6 Renewal Year 9 - Maintain SVRS	C.11 Renewal Year 9 - Maintain SVRS	\$168,750.00	\$16,875.00	\$151,875.00
C.11.7 Renewal Year 9 - Maintain SVRS	C.11 Renewal Year 9 - Maintain SVRS	\$168,750.00	\$16,875.00	\$151,875.00
C.11.8 Renewal Year 9 - Maintain SVRS	C.11 Renewal Year 9 - Maintain SVRS	\$168,750.00	\$16,875.00	\$151,875.00
C.11.9 Renewal Year 9 - Maintain SVRS	C.11 Renewal Year 9 - Maintain SVRS	\$168,750.00	\$16,875.00	\$151,875.00
C.11.10 Renewal Year 9 - Maintain SVRS	C.11 Renewal Year 9 - Maintain SVRS	\$168,750.00	\$16,875.00	\$151,875.00
C.11.11 Renewal Year 9 - Maintain SVRS	C.11 Renewal Year 9 - Maintain SVRS	\$168,750.00	\$16,875.00	\$151,875.00
C.11.12 Renewal Year 9 - Maintain SVRS	C.11 Renewal Year 9 - Maintain SVRS	\$168,750.00	\$16,875.00	\$151,875.00
C.12 Renewal Year 10 - Maintain SVRS	C.12 Renewal Year 10 - Maintain SVRS			
C.12.1 Renewal Year 10 - Maintain SVRS	C.12 Renewal Year 10 - Maintain SVRS	\$168,750.00	\$16,875.00	\$151,875.00
C.12.2 Renewal Year 10 - Maintain SVRS	C.12 Renewal Year 10 - Maintain SVRS	\$168,750.00	\$16,875.00	\$151,875.00
C.12.3 Renewal Year 10 - Maintain SVRS	C.12 Renewal Year 10 - Maintain SVRS	\$168,750.00	\$16,875.00	\$151,875.00
C.12.4 Renewal Year 10 - Maintain SVRS	C.12 Renewal Year 10 - Maintain SVRS	\$168,750.00	\$16,875.00	\$151,875.00
C.12.5 Renewal Year 10 - Maintain SVRS	C.12 Renewal Year 10 - Maintain SVRS	\$168,750.00	\$16,875.00	\$151,875.00
C.12.6 Renewal Year 10 - Maintain SVRS	C.12 Renewal Year 10 - Maintain SVRS	\$168,750.00	\$16,875.00	\$151,875.00
C.12.7 Renewal Year 10 - Maintain SVRS	C.12 Renewal Year 10 - Maintain SVRS	\$168,750.00	\$16,875.00	\$151,875.00
C.12.8 Renewal Year 10 - Maintain SVRS	C.12 Renewal Year 10 - Maintain SVRS	\$168,750.00	\$16,875.00	\$151,875.00
C.12.9 Renewal Year 10 - Maintain SVRS	C.12 Renewal Year 10 - Maintain SVRS	\$168,750.00	\$16,875.00	\$151,875.00
C.12.10 Renewal Year 10 - Maintain SVRS	C.12 Renewal Year 10 - Maintain SVRS	\$168,750.00	\$16,875.00	\$151,875.00
C.12.11 Renewal Year 10 - Maintain SVRS	C.12 Renewal Year 10 - Maintain SVRS	\$168,750.00	\$16,875.00	\$151,875.00
C.12.12 Renewal Year 10 - Maintain SVRS	C.12 Renewal Year 10 - Maintain SVRS	\$168,750.00	\$16,875.00	\$151,875.00
TOTAL MAINTENANCE/SUPPORT		\$24,300,000.00	\$2,430,000.00	\$21,870,000.00
D.1 Core Virginia Statewide Voter Registration System (SVRS)		\$157,331.34	\$15,733.14	\$141,598.20
a. Development Environment	D.3 Year 1 - Hosting Fees			
b. Test Environment	D.3 Year 1 - Hosting Fees (Set up and access to ELECT)			
c. Production Environment	D.3 Year 1 - Hosting Fees (Set up and access to ELECT)			
d. Training Environment	D.3 Year 1 - Hosting Fees (Set up and access to ELECT)			
D.2 Backup and Disaster Recovery Solution / Services	D.3 Year 1 - Hosting Fees	\$105,670.31	\$10,567.04	\$95,103.27
TOTAL HOSTING FEES BUILD ENVIRONMENTS		\$263,001.65	\$26,300.18	\$236,701.47
D.4 Hosting Fees Costs				
D.4.1 Implementation Year 1 - Host SVRS	D.4 Implementation Year 1 - Host SVRS	\$73,006.23	\$7,300.62	\$65,705.61
D.4.2 Implementation Year 1 - Host SVRS	D.4 Implementation Year 1 - Host SVRS	\$73,006.23	\$7,300.62	\$65,705.61
D.4.3 Implementation Year 1 - Host SVRS	D.4 Implementation Year 1 - Host SVRS	\$73,006.23	\$7,300.62	\$65,705.61
D.4.4 Implementation Year 1 - Host SVRS	D.4 Implementation Year 1 - Host SVRS	\$73,006.23	\$7,300.62	\$65,705.61
D.4.5 Implementation Year 1 - Host SVRS	D.4 Implementation Year 1 - Host SVRS	\$73,006.23	\$7,300.62	\$65,705.61
D.4.6 Implementation Year 1 - Host SVRS	D.4 Implementation Year 1 - Host SVRS	\$73,006.23	\$7,300.62	\$65,705.61
D.4.7 Implementation Year 1 - Host SVRS	D.4 Implementation Year 1 - Host SVRS	\$73,006.23	\$7,300.62	\$65,705.61
D.4.8 Implementation Year 1 - Host SVRS	D.4 Implementation Year 1 - Host SVRS	\$73,006.23	\$7,300.62	\$65,705.61
D.4.9 Implementation Year 1 - Host SVRS	D.4 Implementation Year 1 - Host SVRS	\$73,006.23	\$7,300.62	\$65,705.61
D.4.10 Implementation Year 1 - Host SVRS	D.4 Implementation Year 1 - Host SVRS	\$73,006.23	\$7,300.62	\$65,705.61
D.4.11 Implementation Year 1 - Host SVRS	D.4 Implementation Year 1 - Host SVRS	\$73,006.23	\$7,300.62	\$65,705.61
D.4.12 Implementation Year 1 - Host SVRS	D.4 Implementation Year 1 - Host SVRS	\$73,006.23	\$7,300.62	\$65,705.61
D.5 Implementation Year 2 - Host SVRS	D.5 Implementation Year 2 - Host SVRS			

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D.15.6 Renewal Year 10 - Host SVRS	D.15 Renewal Year 10 - Host SVRS	\$73,006.23	\$ -	\$73,006.23
D.15.7 Renewal Year 10 - Host SVRS	D.15 Renewal Year 10 - Host SVRS	\$73,006.23	\$ -	\$73,006.23
D.15.8 Renewal Year 10 - Host SVRS	D.15 Renewal Year 10 - Host SVRS	\$73,006.23	\$ -	\$73,006.23
D.15.9 Renewal Year 10 - Host SVRS	D.15 Renewal Year 10 - Host SVRS	\$73,006.23	\$ -	\$73,006.23
D.15.10 Renewal Year 10 - Host SVRS	D.15 Renewal Year 10 - Host SVRS	\$73,006.23	\$ -	\$73,006.23
D.15.11 Renewal Year 10 - Host SVRS	D.15 Renewal Year 10 - Host SVRS	\$73,006.23	\$ -	\$73,006.23
D.15.12 Renewal Year 10 - Host SVRS	D.15 Renewal Year 10 - Host SVRS	\$73,006.23	\$ -	\$73,006.23
TOTAL Hosting Fees		\$10,512,897.81	\$175,214.96	\$10,337,682.85
E. Integration Costs				
E.1 Interface Development (Delivered in Sprint Cycles & Invoiced Monthly for 22 Months)	E. Integration Costs			
E.1.1 Interface Development	E.1 Interface Development	\$19,782.05	\$1,978.21	\$17,803.85
E.1.2 Interface Development	E.1 Interface Development	\$19,782.05	\$1,978.21	\$17,803.85
E.1.3 Interface Development	E.1 Interface Development	\$19,782.05	\$1,978.21	\$17,803.85
E.1.4 Interface Development	E.1 Interface Development	\$19,782.05	\$1,978.21	\$17,803.85
E.1.5 Interface Development	E.1 Interface Development	\$19,782.05	\$1,978.21	\$17,803.85
E.1.6 Interface Development	E.1 Interface Development	\$19,782.05	\$1,978.21	\$17,803.85
E.1.7 Interface Development	E.1 Interface Development	\$19,782.05	\$1,978.21	\$17,803.85
E.1.8 Interface Development	E.1 Interface Development	\$19,782.05	\$1,978.21	\$17,803.85
E.1.9 Interface Development	E.1 Interface Development	\$19,782.05	\$1,978.21	\$17,803.85
E.1.10 Interface Development	E.1 Interface Development	\$19,782.05	\$1,978.21	\$17,803.85
E.1.11 Interface Development	E.1 Interface Development	\$19,782.05	\$1,978.21	\$17,803.85
E.1.12 Interface Development	E.1 Interface Development	\$19,782.05	\$1,978.21	\$17,803.85
E.1.13 Interface Development	E.1 Interface Development	\$19,782.05	\$1,978.21	\$17,803.85
E.1.14 Interface Development	E.1 Interface Development	\$19,782.05	\$1,978.21	\$17,803.85
E.1.15 Interface Development	E.1 Interface Development	\$19,782.05	\$1,978.21	\$17,803.85
E.1.16 Interface Development	E.1 Interface Development	\$19,782.05	\$1,978.21	\$17,803.85
E.1.17 Interface Development	E.1 Interface Development	\$19,782.05	\$1,978.21	\$17,803.85
E.1.18 Interface Development	E.1 Interface Development	\$19,782.05	\$1,978.21	\$17,803.85
E.1.19 Interface Development	E.1 Interface Development	\$19,782.05	\$1,978.21	\$17,803.85
E.1.20 Interface Development	E.1 Interface Development	\$19,782.05	\$1,978.21	\$17,803.85
E.1.21 Interface Development	E.1 Interface Development	\$19,782.05	\$1,978.21	\$17,803.85
E.1.22 Interface Development	E.1 Interface Development	\$19,782.04	\$1,978.20	\$17,803.84
TOTAL INTERFACE DEVELOPMENT		\$435,205.09	\$43,520.61	\$391,684.69
F.1 Training	F. Training Costs			
F.1.1 Training Plan	F. Training Costs (Training Plan)	\$17,550.00	\$1,755.00	\$15,795.00
F.1.2 User Documentation	F. Training Costs (Training Materials - manuals, quick reference guides, other related materials)	\$50,878.29	\$5,087.83	\$45,790.46
F.1.3. End User Training	F. Training Costs (Conduct Onsite and Online Training Courses)	\$260,035.65	\$26,003.57	\$234,032.09
TOTAL TRAINING		\$328,463.94	\$32,846.39	\$295,617.55

Please list all pricing assumptions

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