Agency for Workforce Innovation
Unemployment Compensation Claims and Benefits Information System

Attachment S
COST RESPONSE - INSTRUCTIONS

1	Update your cost response using the Part 1, Part 2, ~~Part 3~~, and Part 4 tabs that follow.
2	Assume a February 28, 2011 start date for the project.
4	In Part 1, the Operations & Maintenance costs should only include costs up to the full implementation date. All additional O&M costs should be included in Part 2.
5	Do not alter these forms in any way when entering your costs. Only enter data in yellow colored fields. No other costs will be accepted unless otherwise negotiated.
6	Submit both the completed Excel version and a PDF of the sheet with your reply. Complete the signature lines for each of Parts 1, 2, ~~3~~, and 4.
7	Return your updated cost response in the seperately sealed package as described in Section B.7.2 of the ITN.

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Attachment S
COST RESPONSE - Part 1 - Proposed Costs

Part 1 of the Cost Response includes all costs associated with the UC project through each of the phases. The Grand Total of Response at the bottom of the form is the total cost the Vendor is submitting in their response for all project costs through implementation of the proposed UC System.

Fiscal Year:	FY2011	FY2012	FY2013	FY2014	FY2015	Total
	2/28/2011 - 6/30/2011	7/1/2011 - 6/30/2012	7/1/2012 - 6/30/2013	7/1/2013 - 6/30/2014	7/1/2014 - 2/27/2015	
Phase 1 — Validate Requirements						
Services	$99,625	$806,058	$0	$0	$0	$905,683
Software	$26,725	$0	$0	$0	$0	$26,725
Hardware	$0	$0	$0	$0	$0	$0
	$126,350	$806,058	$0	$0	$0	$932,408
Phase 2 — Solution Design						
Services	$147,560	$494,036	$0	$0	$0	$641,596
Software	$0	$0	$0	$0	$0	$0
Hardware	$0	$0	$0	$0	$0	$0
TOTAL	$147,560	$494,036	$0	$0	$0	$641,596
Phase 3 — Build						
Services	$321,371	$3,788,588	$0	$0	$0	$4,109,959
Software	$194,535	$2,865,650	$0	$0	$0	$3,060,185
Hardware	$658,989	$663,984	$0	$0	$0	$1,322,973
TOTAL	$1,174,895	$7,318,222	$0	$0	$0	$8,493,117
Phase 4 — Testing						
Services	$241,028	$1,950,141	$0	$0	$0	$2,191,169
Software	$0	$0	$0	$0	$0	$0
Hardware	$0	$0	$0	$0	$0	$0
TOTAL	$241,028	$1,950,141	$0	$0	$0	$2,191,169

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Attachment S
COST RESPONSE - Part 1 - Proposed Costs

Part 1 of the Cost Response includes all costs associated with the UC project through each of the phases. The Grand Total of Response at the bottom of the form is the total cost the Vendor is submitting in their response for all project costs through implementation of the proposed UC System.

Fiscal Year:	FY2011	FY2012	FY2013	FY2014	FY2015	Total
	2/28/2011 - 6/30/2011	7/1/2011 - 6/30/2012	7/1/2012 - 6/30/2013	7/1/2013 - 6/30/2014	7/1/2014 - 2/27/2015	
Phase 5 **Training**						
Services	$99,625	$467,029	$0	$0	$0	$566,654
Software	$0	$0	$0	$0	$0	$0
Hardware	$0	$0	$0	$0	$0	$0
TOTAL	**$99,625**	**$467,029**	**$0**	**$0**	**$0**	**$566,654**
Phase 6 **Implementation**						
Services	$286,529	$327,017	$0	$0	$0	$613,546
Software	$13,878	$0	$0	$0	$0	$13,878
Hardware	$22,585	$0	$0	$0	$0	$22,585
TOTAL	**$322,992**	**$327,017**	**$0**	**$0**	**$0**	**$650,009**
Phase 7 **Operations & Maintenance****						
Services	$0	$768,000	$0	$0	$0	$768,000
Software	$0	$496,752	$0	$0	$0	$496,752
Hardware	$0	$175,301	$0	$0	$0	$175,301
TOTAL	**$0**	**$1,440,053**	**$0**	**$0**	**$0**	**$1,440,053**

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Attachment S
COST RESPONSE - Part 1 - Proposed Costs

Part 1 of the Cost Response includes all costs associated with the UC project through each of the phases. The Grand Total of Response at the bottom of the form is the total cost the Vendor is submitting in their response for all project costs through implementation of the proposed UC System.

Fiscal Year:	FY2011	FY2012	FY2013	FY2014	FY2015	Total
	2/28/2011 - 6/30/2011	7/1/2011 - 6/30/2012	7/1/2012 - 6/30/2013	7/1/2013 - 6/30/2014	7/1/2014 - 2/27/2015	
YEARLY TOTAL	$2,112,450	$12,802,556	$0	$0	$0	$14,915,006
					Grand Total of Response	$14,915,006

**Note: In Part 1, the Operations & Maintenance costs should only include costs up to the full implementation date. All additional O&M costs should be included in Part 2.

Submitted By:

Respondent Business Name: Geographic Solutions, Inc. Date: July 15, 2010

Authorized Signature:

Printed Name and Title: Paul Toomey, President

By affixing my signature to the Cost Response Sheet-Part 1. I hereby state that I have read and agree to the ITN terms, conditions and specifications. Travel & Misc. Exp. must be included in services.

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Attachment S
COST RESPONSE - Part 2
(1 Year Included Warranty/Maintenance & 4 Year Optional Renewal Maintenance)

Part 2 of the Cost Response includes all costs associated with Maintenance of UC System, following implementation. The Grand Total of Response at the bottom of the form is the total cost the Vendor is submitting in their response for all project costs after implementation of the proposed UC System.

Year:	Maintenance Year 1 - Base Contract	Year 1 - Renewal Option	Year 2 Renewal Option	Year 3 - Renewal Option	Year 4 - Renewal Option	Total
Operations & Maintenance						
Services	$1,406,760	$1,448,964	$1,492,440	$1,537,224	$1,583,340	$7,468,728
Software	$5,311,655	$5,471,004	$5,635,134	$5,804,191	$5,978,320	$28,200,304
Hardware	$180,560	$185,977	$191,556	$197,303	$203,222	$958,618
YEARLY TOTAL	**$6,898,975**	**$7,105,945**	**$7,319,130**	**$7,538,718**	**$7,764,882**	**$36,627,650**
					Grand Total of Response	**$36,627,650**

**Note: "Maintenance Year 1 - Base Contract" is the first 12 months following full implementation,
"Year 1 - Renewal Option", is the next 12 months, and so on.

Submitted By:

Respondent Business Name: Geographic Solutions, Inc.   Date: July 15, 2010

Authorized Signature:

Printed Name and Title: Paul Toomey, President

By affixing my signature to the Cost Response Sheet-Part 2. I hereby state that I have read and agree to the ITN terms, conditions and specifications. Travel & Misc. Exp. must be included in services.

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~~Provide the cost component breakout for the following requirements as included in your proposed solution. These costs are for detailed analysis of the Costs included in Part 1. Part 1 of the Cost Response includes all proposed costs. Part 3 is a breakdown of the costs included in Part 1.~~

~~Fiscal Year:~~	~~FY2011~~	~~FY2012~~	~~FY2013~~	~~FY2014~~	~~FY2015~~	~~Total~~
	~~2/28/2011 – 6/30/2011~~	~~7/1/2011 – 6/30/2012~~	~~7/1/2012 – 6/30/2013~~	~~7/1/2013 – 6/30/2014~~	~~7/1/2014 – 2/27/2015~~	
~~Requirements Management Tool Licenses~~						
~~Services~~						~~$0~~
~~Software~~						~~$0~~
~~Hardware~~						~~$0~~
~~TOTAL~~	~~$0~~	~~$0~~	~~$0~~	~~$0~~	~~$0~~	~~$0~~
~~Business Process Reengineering~~						
~~Services~~						~~$0~~
~~Software~~						~~$0~~
~~Hardware~~						~~$0~~
~~TOTAL~~	~~$0~~	~~$0~~	~~$0~~	~~$0~~	~~$0~~	~~$0~~
~~Data Conversion~~						
~~Services~~						~~$0~~
~~Software~~						~~$0~~
~~Hardware~~						~~$0~~
~~TOTAL~~	~~$0~~	~~$0~~	~~$0~~	~~$0~~	~~$0~~	~~$0~~
~~Disaster Recovery Plan, Processes, and Supporting Infrastructure~~						
~~Services~~						~~$0~~
~~Software~~						~~$0~~
~~Hardware~~						~~$0~~
~~TOTAL~~	~~$0~~	~~$0~~	~~$0~~	~~$0~~	~~$0~~	~~$0~~

Agency for Workforce Innovation
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Attachment S
COST RESPONSE - Part 3 (Cost Component Breakout)

Provide the cost component breakout for the following requirements as included in your proposed solution. These costs are for detailed analysis of the Costs included in Part 1. Part 1 of the Cost Response includes all proposed costs. Part 3 is a breakdown of the costs included in Part 1.

Fiscal Year:		FY2011 2/28/2011 – 6/30/2011	FY2012 7/1/2011 – 6/30/2012	FY2013 7/1/2012 – 6/30/2013	FY2014 7/1/2013 – 6/30/2014	FY2015 7/1/2014 – 2/27/2015	Total
Help Desk Services							
Services							$0
Software							$0
Hardware							$0
	TOTAL	$0	$0	$0	$0	$0	$0
Travel Costs							
Travel							$0
	TOTAL	$0	$0	$0	$0	$0	$0

Submitted By:

Respondent Business Name: _____ Date: _____

Authorized Signature: _____

Printed Name and Title: _____

By affixing my signature to the Cost Response Sheet Part 3. I hereby state that I have read and agree to the ITN terms, conditions and specifications. Travel & Misc. Exp. must be included in services (travel costs must be included in each service and total travel costs for the entire project included in the Travel Costs line entry.)

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Attachment S
COST RESPONSE - Part 4 - Rate Card

Provide the rate for each Role Title included in your response. For each Role Title submitted, identify the corresponding State of Florida, State Term Contract (STC) #973-561-010-1 IT Consulting State Term Contract Job Title and Scope Variant. A complete listing of job titles can be found on the State of Florida, Department of Management Services website, STC #973-561-010-1, under Project Area #4. The following link is provided for your convenience:

http://dms.myflorida.com/business_operations/state_purchasing/vendor_information/state_contracts_agreements_and_price_lists/state_term_contracts/information_technology_it_consulting_services/price_sheets_project_area_4

These rates will be used in the Change Control process, if needed. Rate is defined as cost per hour for each resource.

Respondent Role Title	IT Consulting State Term Contract		Proposed Rate
	Job Title	Scope Variant	
Project Manager	Project Manager	Executive	$ 225.00
Project Coordinator	Project Leader	Expert	$ 175.00
Business Analyst	Business Analyst	Expert	$ 175.00
UC Subject Matter Expert	Business Process Consultant	Expert	$ 200.00
Quality Assurance	Mgmt. Quality Assurance	Executive	$ 225.00
QA Team Lead	Mgmt. Quality Assurance	Manager	$ 175.00
QA Analyst	Quality Assurance Analyst	Expert	$ 125.00
Tech Support Analyst	Manager, Technical Product Support	Team Leader	$ 125.00
Lead Programmer/Analyst	Product Engineer	Expert	$ 175.00
Programmer/Analyst	Product Developer	Expert	$ 150.00
Trainer	Technical Trainer	Expert	$ 150.00
Technical Writer	Documentation Specialist/Technical Writer	Advanced	$ 150.00
Translator	Knowledge Engineer	No Variance	$ 150.00
Lead DBA	Database Manager	Sr. Manager	$ 200.00
Network Administrator	Network Administrator	Expert	$ 150.00
Data Conversion Lead	Data Architect	Expert	$ 225.00
Production Manager	Manager, Production Support	Manager	$ 225.00
Reports Programmer	Product Developer	Expert	$ 175.00
Application Architect	Applications Architect	Expert	$ 175.00
Integration Analyst	Release/Build engineer	No Variance	$ 150.00
Hardware Manager	Manager, Network Operations	Sr. Manager	$ 200.00

Agency for Workforce Innovation
Unemployment Compensation Claims and Benefits Information System

Attachment S
COST RESPONSE - Part 4 - Rate Card

Submitted By:

Respondent Business Name: Geographic Solutions, Inc.   Date: July 15, 2010

Authorized Signature:

Printed Name and Title: Paul Toomey, President

By affixing my signature to the Cost Response Sheet-Part 4. I hereby state that I have read and agree to the ITN terms, conditions and specifications. Travel & Misc. Exp. must be included in services.