

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						
	<i>Services</i>	\$640,344	\$373,857	\$0	\$0	\$0	\$1,014,201
	<i>Software</i>	\$0	\$0	\$0	\$0	\$0	\$0
	<i>Hardware</i>		\$0	\$0	\$0	\$0	\$0
		\$640,344	\$373,857	\$0	\$0	\$0	\$1,014,201
Phase 2	Solution Design						
	<i>Services</i>	\$0	\$1,645,067	\$0	\$0	\$0	\$1,645,067
	<i>Software</i>	\$0	\$0	\$0	\$0	\$0	\$0
	<i>Hardware</i>	\$0	\$0	\$0	\$0	\$0	\$0
	TOTAL	\$0	\$1,645,067	\$0	\$0	\$0	\$1,645,067
Phase 3	Build						
	<i>Services</i>	\$0	\$1,306,131	\$428,727	\$0	\$0	\$1,734,858
	<i>Software</i>	\$0	\$809,970	\$0	\$0	\$0	\$809,970
	<i>Hardware</i>	\$0	\$250,000	\$0	\$0	\$0	\$250,000
	TOTAL	\$0	\$2,366,101	\$428,727	\$0	\$0	\$2,794,828
Phase 4	Testing						
	<i>Services</i>	\$0	\$0	\$209,603	\$0	\$0	\$209,603
	<i>Software</i>	\$0	\$0	\$0	\$0	\$0	\$0
	<i>Hardware</i>	\$0	\$0	\$0	\$0	\$0	\$0
	TOTAL	\$0	\$0	\$209,603	\$0	\$0	\$209,603

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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						
	<i>Services</i>	\$0	\$413,204	\$2,839,695	\$0	\$0	\$3,252,899
	<i>Software</i>	\$0	\$0	\$0	\$0	\$0	\$0
	<i>Hardware</i>	\$0	\$0	\$0	\$0	\$0	\$0
	TOTAL	\$0	\$413,204	\$2,839,695	\$0	\$0	\$3,252,899
Phase 6	Implementation						
	<i>Services</i>	\$0	\$0	\$2,468,732	\$0	\$0	\$2,468,732
	<i>Software</i>	\$0	\$0	\$900,000	\$0	\$0	\$900,000
	<i>Hardware</i>	\$0	\$0	\$100,000	\$0	\$0	\$100,000
	TOTAL	\$0	\$0	\$3,468,732	\$0	\$0	\$3,468,732
Phase 7	Operations & Maintenance**						
	<i>Services</i>	\$0	\$0	\$0	\$0	\$0	\$0
	<i>Software</i>	\$0	\$0	\$0	\$0	\$0	\$0
	<i>Hardware</i>	\$0	\$0	\$0	\$0	\$0	\$0
	TOTAL	\$0	\$0	\$0	\$0	\$0	\$0

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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	\$640,344	\$4,798,229	\$6,946,757	\$0	\$0	\$12,385,330
	Grand Total of Response					\$12,385,330

****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: Yang Enterprises, Inc Date: July 16, 2010

Authorized Signature: _____

Printed Name and Title: Li-Woan Yang, President/CEO

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						
<i>Services</i>						\$0
<i>Software</i>	\$280,000	\$280,000	\$280,000	\$280,000	\$280,000	\$1,400,000
<i>Hardware</i>						\$0
YEARLY TOTAL	\$280,000	\$280,000	\$280,000	\$280,000	\$280,000	\$1,400,000
Grand Total of Response						\$1,400,000

****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: Yang Enterprises, Inc. Date: July 16, 2010

Authorized Signature: _____

Printed Name and Title: Li-Woan Yang, President/CEO

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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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	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

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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	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	

Help-Desk Services

Services

Software

Hardware

TOTAL

						\$0
						\$0
						\$0
	\$0	\$0	\$0	\$0	\$0	\$0

Travel Costs

Travel

TOTAL

						\$0
	\$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	
Director Systems and Programming	Director Systems and Programming	1. Team Leader	\$ 100.00
		2. Manager	\$ 110.00
		3. Sr.Manager	\$ 125.00
		4. Executive	\$ 150.00
Mgmt. Applications Development	Mgmt. Applications Development	1. Team Leader	\$ 90.00
		2. Manager	\$ 100.00
		3. Sr.Manager	\$ 110.00
		4. Executive	\$ 150.00
Applications Architect	Applications Architect	B. Intermediate	\$ 80.00
		C. Advanced	\$ 89.00
		D. Expert	\$ 100.00
		No Variance	\$ 100.00
Enterprise Application Integration (EA) Engineer	Enterprise Application Integration (EA) Engineer	B. Intermediate	\$ 75.00
		C. Advanced	\$ 85.00
		D. Expert	\$ 100.00
		No Variance	\$ 100.00
Systems Analyst	Systems Analyst	B. Intermediate	\$ 75.00
		C. Advanced	\$ 85.00
		D. Expert	\$ 100.00
		No Variance	\$ 100.00
Applications Development Analyst	Applications Development Analyst	B. Intermediate	\$ 75.00
		C. Advanced	\$ 85.00
		D. Expert	\$ 100.00
		No Variance	\$ 100.00
Database Manager	Database Manager	1. Team Leader	\$ 95.00
		2. Manager	\$ 110.00

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COST RESPONSE - Part 4 - Rate Card

		3. Sr.Manager	\$ 125.00
Data Architect	Data Architect	B. Intermediate	\$ 80.00
		C. Advanced	\$ 89.00
		D. Expert	\$ 100.00
Data Modeler	Data Modeler	B. Intermediate	\$ 85.00
		C. Advanced	\$ 98.00
Database Analyst	Database Analyst	B. Intermediate	\$ 75.00
		C. Advanced	\$ 85.00
		D. Expert	\$ 95.00
Database Administrator	Database Administrator	B. Intermediate	\$ 75.00
		C. Advanced	\$ 85.00
		D. Expert	\$ 95.00
Mgmt. Quality Assurance	Mgmt. Quality Assurance	1. Team Leader	\$ 85.00
		2. Manager	\$ 98.00
		3. Sr.Manager	\$ 115.00
		4. Executive	\$ 135.00
Quality Assurance Analyst	Quality Assurance Analyst	B. Intermediate	\$ 60.00
		C. Advanced	\$ 75.00
		D. Expert	\$ 85.00
Mgmt. Customer Support	Mgmt. Customer Support	1. Team Leader	\$ 55.00
		2. Manager	\$ 85.00
		3. Sr.Manager	\$ 98.00
Customer Support Analyst	Customer Support Analyst	B. Intermediate	\$ 45.00
		C. Advanced	\$ 60.00
		D. Expert	\$ 85.00
Customer Support Technician	Customer Support Technician	B. Intermediate	\$ 45.00
		C. Advanced	\$ 60.00
Network Architect	Network Architect	B. Intermediate	\$ 80.00
		C. Advanced	\$ 95.00
		D. Expert	\$ 105.00
Network Analyst	Network Analyst	B. Intermediate	\$ 75.00

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COST RESPONSE - Part 4 - Rate Card

		C. Advanced	\$ 85.00
		D. Expert	\$ 105.00
Network Administrator	Network Administrator	B. Intermediate	\$ 65.00
		C. Advanced	\$ 75.00
		D. Expert	\$ 90.00
Network Technician	Network Technician	B. Intermediate	\$ 50.00
		C. Advanced	\$ 62.00
		D. Expert	\$ 70.00
Mgmt. Internet Operations	Mgmt. Internet Operations	1. Team Leader	\$ 80.00
		2. Manager	\$ 90.00
		3. Sr.Manager	\$ 100.00
Internet/Web Architect	Internet/Web Architect	B. Intermediate	\$ 80.00
		C. Advanced	\$ 90.00
		D. Expert	\$ 100.00
Internet/Web Engineer	Internet/Web Engineer	B. Intermediate	\$ 80.00
		C. Advanced	\$ 90.00
Web Applications Programmer	Web Applications Programmer	B. Intermediate	\$ 65.00
		C. Advanced	\$ 80.00
		D. Expert	\$ 95.00
Web Designer	Web Designer	B. Intermediate	\$ 55.00
		C. Advanced	\$ 68.00
Webmaster	Webmaster	B. Intermediate	\$ 60.00
		C. Advanced	\$ 80.00
Internet/Web Systems Administrator	Internet/Web Systems Administrator	B. Intermediate	\$ 65.00
		C. Advanced	\$ 85.00
Web Customer Support Specialist	Web Customer Support Specialist	B. Intermediate	\$ 49.00
		C. Advanced	\$ 52.00
Director, Data Center Operations	Director, Data Center Operations	No Variance	\$ 100.00
Manager, Computer Operations	Manager, Computer Operations	1. Team Leader	\$ 70.00
		2. Manager	\$ 90.00
		3. Sr.Manager	\$ 100.00

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COST RESPONSE - Part 4 - Rate Card

Supervisor, Computer Operations	Supervisor, Computer Operations	1. Team Leader	\$ 65.00
		2. Manager	\$ 79.00
Computer Operator	Computer Operator	B. Intermediate	\$ 45.00
		C. Advanced	\$ 52.00
		D. Expert	\$ 55.00
Manager, Capacity Planning	Manager, Capacity Planning	No Variance	\$ 100.00
Manager, Production Support	Manager, Production Support	1. Team Leader	\$ 75.00
		2. Manager	\$ 90.00
Production Support Analyst	Production Support Analyst	B. Intermediate	\$ 42.00
		C. Advanced	\$ 52.00
		D. Expert	\$ 59.00
Director, Data Warehouse	Director, Data Warehouse	1. Team Leader	\$ 100.00
		2. Manager	\$ 120.00
		3. Sr.Manager	\$ 150.00
Manager, Data Warehouse	Manager, Data Warehouse	No Variance	\$ 100.00
Business Intelligence Analyst	Business Intelligence Analyst	No Variance	\$ 100.00
Data Warehouse Analyst	Data Warehouse Analyst	B. Intermediate	\$ 70.00
		C. Advanced	\$ 80.00
		D. Expert	\$ 90.00
Data Warehouse Administrator	Data Warehouse Administrator	No Variance	\$ 90.00
Manager, Decision Support	Manager, Decision Support	No Variance	\$ 100.00
Decision Support Specialist	Decision Support Specialist	B. Intermediate	\$ 60.00
		C. Advanced	\$ 70.00
		D. Expert	\$ 90.00
Decision Support Administrator	Decision Support Administrator	B. Intermediate	\$ 55.00
		C. Advanced	\$ 65.00
Knowledge Engineer	Knowledge Engineer	No Variance	\$ 100.00
Documentation Specialist/Technical Writer	Documentation Specialist/Technical Writer	B. Intermediate	\$ 60.00
		C. Advanced	\$ 70.00
Manager, Technical Training	Manager, Technical Training	1. Team Leader	\$ 70.00
		2. Manager	\$ 90.00

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Attachment 5
COST RESPONSE - Part 4 - Rate Card

		3. Sr.Manager	\$ 100.00
Technical Trainer	Technical Trainer	B. Intermediate	\$ 58.00
		C. Advanced	\$ 75.00
		D. Expert	\$ 85.00
Security Manager	Security Manager	1. Team Leader	\$ 70.00
		2. Manager	\$ 90.00
		3. Sr.Manager	\$ 100.00
Security Analyst	Security Analyst	B. Intermediate	\$ 60.00
		C. Advanced	\$ 70.00
		D. Expert	\$ 80.00
Data Security Specialist	Data Security Specialist	No Variance	\$ 80.00
Network Security Specialist	Network Security Specialist	No Variance	\$ 80.00
System Security Specialist	System Security Specialist	No Variance	\$ 80.00
Web Security Specialist	Web Security Specialist	No Variance	\$ 80.00
Manager, Systems Software	Manager, Systems Software	1. Team Leader	\$ 80.00
		2. Manager	\$ 100.00
		3. Sr.Manager	\$ 110.00
Systems Architect	Systems Architect	B. Intermediate	\$ 75.00
		C. Advanced	\$ 90.00
		D. Expert	\$ 100.00
Systems Software Programmer	Systems Software Programmer	B. Intermediate	\$ 65.00
		C. Advanced	\$ 75.00
		D. Expert	\$ 90.00
Groupware Specialist	Groupware Specialist	B. Intermediate	\$ 65.00
		C. Advanced	\$ 80.00
Systems Administrator	Systems Administrator	B. Intermediate	\$ 65.00
		C. Advanced	\$ 75.00
		D. Expert	\$ 90.00
Storage Management Specialist	Storage Management Specialist	No Variance	\$ 90.00
Director, Enterprise Architecture	Director, Enterprise Architecture	No Variance	\$ 150.00
Manager, IT Business Planning	Manager, IT Business Planning	1. Team Leader	\$ 70.00

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COST RESPONSE - Part 4 - Rate Card

		2. Manager	\$ 100.00
		3. Sr.Manager	\$ 120.00
Enterprise Architect	Enterprise Architect	No Variance	\$ 100.00
Business Process Consultant	Business Process Consultant	B. Intermediate	\$ 65.00
		C. Advanced	\$ 85.00
		D. Expert	\$ 95.00
IT Business Consultant	IT Business Consultant	B. Intermediate	\$ 65.00
		C. Advanced	\$ 85.00
		D. Expert	\$ 95.00
Business Analyst	Business Analyst	B. Intermediate	\$ 55.00
		C. Advanced	\$ 70.00
		D. Expert	\$ 80.00
Director, Business Relationships	Director, Business Relationships	No Variance	\$ 150.00
Manager, Customer Relations	Manager, Customer Relations	No Variance	\$ 100.00
Configuration Management Analyst	Configuration Management Analyst	B. Intermediate	\$ 60.00
		C. Advanced	\$ 70.00
Release/Build Engineer	Release/Build Engineer	No Variance	\$ 60.00
Director, Program Management	Director, Program Management	No Variance	\$ 120.00
Program Manager	Program Manager	1. Team Leader	\$ 80.00
		2. Manager	\$ 100.00
		3. Sr.Manager	\$ 120.00
		4. Executive	\$ 150.00
Project Manager	Project Manager	1. Team Leader	\$ 80.00
		2. Manager	\$ 90.00
		3. Sr.Manager	\$ 100.00
		4. Executive	\$ 120.00
Project Leader	Project Leader	B. Intermediate	\$ 70.00
		C. Advanced	\$ 85.00
		D. Expert	\$ 90.00
Project Management Specialist	Project Management Specialist	No Variance	\$ 65.00
Resource Manager	Resource Manager	No Variance	\$ 90.00

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COST RESPONSE - Part 4 - Rate Card

Manager, Customer Service Hotline	Manager, Customer Service Hotline	No Variance	\$ 79.00
Customer Service Hotline Representative	Customer Service Hotline Representative	B. Intermediate	\$ 45.00
		C. Advanced	\$ 55.00
Manager, Technical Product Support	Manager, Technical Product Support	1. Team Leader	\$ 70.00
		2. Manager	\$ 90.00
		3. Sr.Manager	\$ 100.00
Technical Product Support Analyst	Technical Product Support Analyst	No Variance	\$ 69.00
Technical Product Support Specialist	Technical Product Support Specialist	B. Intermediate	\$ 55.00
		C. Advanced	\$ 69.00

Submitted By:

Respondent Business Name: Yang Enterprises, Inc. Date: July 16, 2010

Authorized Signature: _____

Printed Name and Title: Li-Woan Yang , President/CEO

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.