

**Appendix 2 to  
First Amendment of  
Master Services Agreement**

**July 14, 2020**

**State of Texas**

**Department of Information Resources**



**Attachment 2.1**

**Pricing and Volumes**

**Technology Solution Services (TSS)**

**DIR-TSS-MSA-435**

**July 14, 2020**

## Change Log

CCR/CN	Amendment	Date	Description
CCR-000XXX	Amendment 1	7/14/2020	<ul style="list-style-type: none"><li>• "Cover" tab: renamed "Title Page", updated to include DIR Business Logo, date of update; reformatted to be consistent with title pages for other contract documents</li><li>• Added "Contract Change Log" tab</li><li>• "Instructions" tab: removed redlined language, inadvertently not updated in final agreement.</li><li>• "2-Run Charges" tab:<ul style="list-style-type: none"><li>a) Solution Services - removed "Project Management" RU, inadvertently not updated in final agreement;</li><li>b) Application Development and Maintenance - removed "Application Testing and Implementation" RU, inadvertently not updated in final agreement;</li></ul></li><li>• "5-Rate Card" tab: Updated rates under "Managed Services" to be rounded up to two decimal places, inadvertently not updated in final agreement.</li></ul>

## Attachment 2.1 Technology Solution Services

Respondent:

Deloitte

Date:

20-Feb

### Respondent Guidelines

This Attachment contains specific functional requirements that the Successful Respondent must meet in order to perform the requested Services.

The Contract Years are aligned with the State Fiscal Year (September 1st - August 31st).

The Commencement Date for these Services will be September 1, 2020.

### Pricing Instructions - Asset Strategy

Respondent shall assume the asset strategy reflected in the **Attachment 2.2 Financial Responsibility Matrix**.

### Tab Descriptions

#### Pricing Bridge

This is a Respondent completed worksheet to document the material items affecting the change in price from a prior submission to the current submission.

#### 1. Summary Charges

This is a formula-driven summary of the Charges.

#### 2. Run Charges

These Charges will fully compensate Successful Respondent for all Steady State Run Services. See Exhibit 2, Section 4.1.3 for description of complexities.

#### 3. Optional Services

Server instance ranges and related price for a Cloud Assessment.

#### 3. Transition

Beginning and completion dates and Charges for each Transition Milestone. Transition Milestone requirements are documented in Exhibit 1.

#### 4. Rate Card

Rates (inclusive of travel) for each Resource Category that will be used for Staff Augmentation Services and to build ADM waterfall proposals. Application Development Services will be charged in accordance with Exhibit 2, using Sprints or a Payment Based Milestone structure. Application Maintenance Services will be charged in accordance with Exhibit 2, using a Fixed Fee structure. Staff Augmentation Services will be charged in accordance with Exhibit 2, applying the number of Productive Hours by resource category to the rate card rates.

#### 5. Assets

Fill out blue highlighted areas of worksheet to indicate if Respondent will retain hardware and provided estimated fair market value buyout of each asset. NOTE: DIR has provided an initial asset list. Additional data may be added throughout the procurement process.

#### 6. Software

Fill out blue highlighted areas of worksheet to indicate if Respondent will retain software. NOTE: DIR has provided an initial asset list. Additional data may be added throughout the procurement process.

#### 7. Contracts

Fill out blue highlighted areas of worksheet to indicate if Respondent will retain third party contract. NOTE: DIR has provided an initial asset list. Additional data may be added throughout the procurement process.

#### 8. Projects

Successful Respondent will assume all in-flight projects within the Charges.

**Pricing Bridge**

Pricing Bridge - Fill out blue highlighted areas of worksheet with Original Proposal Charges and Revised Response adjustments to walk forward the Original Proposal to the Revised Response with descriptions explaining the changes. The Pricing Bridge must be provided separately for Run and Transition Services. A new Pricing Bridge must be completed with prior Pricing Bridge entries exactly as previously submitted.

	Base Term					Option Years				
	Year 1 FY21	Year 2 FY22	Year 3 FY23	Year 4 FY24	4 Year Total	Year 5 (FY23)	Year 6 (FY24)	Year 7 (FY25)	Year 8 (FY26)	8 Year Total
<b>Run Charges</b>										
Contract Run Charges	\$ 8,967,620	\$ 8,923,899	\$ 9,320,805	\$ 9,671,156	\$ 36,883,480	\$ 10,215,742	\$ 10,726,466	\$ 10,590,273	\$ 11,119,456	\$ 79,535,417
<b>Adjustments</b>										
(describe adjustment)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
(describe adjustment)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
(describe adjustment)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
(describe adjustment)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
(describe adjustment)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
(describe adjustment)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
(describe adjustment)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Adjusted Run Services	\$ 8,967,620	\$ 8,923,899	\$ 9,320,805	\$ 9,671,156	\$ 36,883,480	\$ 10,215,742	\$ 10,726,466	\$ 10,590,273	\$ 11,119,456	\$ 79,535,417
<b>Transition Charges</b>										
Contract Transition Charges	\$ 2,502,146	\$ -	\$ -	\$ -	\$ 2,502,146	\$ -	\$ -	\$ -	\$ -	\$ 2,502,146
<b>Adjustments</b>										
(describe adjustment)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
(describe adjustment)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
(describe adjustment)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
(describe adjustment)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
(describe adjustment)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
(describe adjustment)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
(describe adjustment)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Adjusted Transition Charges	\$ 2,502,146	\$ -	\$ -	\$ -	\$ 2,502,146	\$ -	\$ -	\$ -	\$ -	\$ 2,502,146

**Charges Summary (\$)**

No Data Entry Required

Services	Base Term					Option Years				Total Charges
	Year 1 FY21	Year 2 FY22	Year 3 FY23	Year 4 FY24	Total Base Term	Year 5 FY25	Year 6 FY26	Year 7 FY27	Year 8 FY28	
Transition Services	\$ 2,502,146				\$ 2,502,146					\$ 2,502,146
TSS Service Charges	\$ 8,967,620	\$ 8,923,899	\$ 9,320,805	\$ 9,671,156	\$ 36,883,480	\$ 10,215,742	\$ 10,726,466	\$ 10,590,273	\$ 11,119,456	\$ 79,535,417
<b>Total Charges</b>	\$ 11,469,766	\$ 8,923,899	\$ 9,320,805	\$ 9,671,156	\$ 39,385,626	\$ 10,215,742	\$ 10,726,466	\$ 10,590,273	\$ 11,119,456	\$ 82,037,563

**TSS Service Charges (Annual Amounts in \$)**

Fill out blue highlighted areas of worksheet with Charges for each service per period. These Charges will fully compensate Respondent for all Steady State Run Services.

			Base Term					Option Years				
			Year 1 FY21	Year 2 FY22	Year 3 FY23	Year 4 FY24	Total Base Term	Year 5 FY25	Year 6 FY26	Year 7 FY27	Year 8 FY28	Total Charges
<b>TSS Service Charges</b>												
<b>Solution Services</b>												
<b>SOW Section</b>	<b>Charge Category</b>	<b>Service</b>										
3.1.1, 3.1.2, 3.1.3, 3.1.5	Fixed	Strategy Management	2,261,263.00	2,226,868.00	2,330,028.00	2,440,618.00	\$ 9,258,777	2,562,649.00	2,690,780.00	2,599,730.00	2,729,717.00	\$ 19,841,653
3.1.4	Fixed	Customer Technical Architecture	5,659,202.00	5,607,675.00	5,853,599.00	6,118,623.00	\$ 23,239,099	6,411,635.00	6,732,215.00	6,622,035.00	6,953,137.00	\$ 49,958,121
3.8	Project	Modernization Consulting	See Exhibit 2 for pricing methodology									
3.2.1	Unit Rates	Multi-SCP Solution Management - Low	1,820.00	1,710.00	1,700.00	1,693.00	\$ 6,923	1,689.00	1,769.00	1,852.00	1,940.00	\$ 14,173
3.2.1	Unit Rates	Multi-SCP Solution Management - Medium	10,400.00	9,722.00	9,720.00	9,676.00	\$ 39,568	9,656.00	10,108.00	10,584.00	11,088.00	\$ 81,004
3.2.1	Unit Rates	Multi-SCP Solution Management - High	25,740.00	24,180.00	24,048.00	23,946.00	\$ 97,914	23,892.00	25,014.00	26,196.00	27,432.00	\$ 200,448
3.2.1	Unit Rates	Multi-SCP Solution Management - Custom	19,110.00	17,955.00	17,856.00	17,781.00	\$ 72,702	17,739.00	18,573.00	19,449.00	20,370.00	\$ 148,833
3.2.2	Unit Rates	Single-SCP Solution Management - Low	176,293.00	184,315.00	192,910.00	188,517.00	\$ 742,035	211,628.00	222,133.00	233,211.00	244,862.00	\$ 1,653,869
3.2.2	Unit Rates	Single-SCP Solution Management - Medium	127,328.00	133,216.00	139,380.00	136,160.00	\$ 536,084	152,812.00	160,540.00	168,544.00	176,916.00	\$ 1,194,896
3.2.2	Unit Rates	Single-SCP Solution Management - High	514,848.00	538,656.00	563,704.00	550,560.00	\$ 2,167,768	618,016.00	649,016.00	681,504.00	715,480.00	\$ 4,831,784
3.2.2	Unit Rates	Single-SCP Solution Management - Custom	171,616.00	179,552.00	187,860.00	183,582.00	\$ 722,610	206,026.00	216,318.00	227,168.00	238,514.00	\$ 1,610,636
<b>Application Development and Maintenance</b>												
<b>SOW Section</b>	<b>Charge Category</b>	<b>Service</b>										
5.2	Fixed (Milestone or Sprint)	Application Development	See Exhibit 2 for pricing methodology									
5.4	Fixed	Application Maintenance	Pricing will be requested from Respondents at a future procurement phase									
5.5	Rate Card	Staff Augmentation Services	See Exhibit 2 for pricing methodology									
<b>Business Analytics and Reporting</b>												
<b>SOW Section</b>	<b>Charge Category</b>	<b>Service</b>										
4	TBD	BAR Services	See Exhibit 2 for pricing methodology									
<b>Total Charges</b>			\$ 8,967,620	\$ 8,923,899	\$ 9,320,805	\$ 9,671,156	\$ 36,883,480	\$ 10,215,742	\$ 10,726,466	\$ 10,590,273	\$ 11,119,456	\$ 79,535,417

Fill out blue highlighted areas of worksheet with Unit Rate Charges for each Solution Request based on complexity per period. See Exhibit 2, Section 4.1.4 for description of complexities.

<b>Multi-SCP Solution Management - Unit Rates per RFS</b>												
SOW Section	Charge Category	Service										
3.2.1	Unit Rates	Multi-SCP Solution Management - Low	1,820.00	1,710.00	1,700.00	1,693.00		1,689.00	1,769.00	1,852.00	1,940.00	
3.2.1	Unit Rates	Multi-SCP Solution Management - Medium	2,600.00	2,443.00	2,430.00	2,419.00		2,414.00	2,527.00	2,646.00	2,772.00	
3.2.1	Unit Rates	Multi-SCP Solution Management - High	4,290.00	4,030.00	4,008.00	3,991.00		3,982.00	4,169.00	4,366.00	4,572.00	
3.2.1	Unit Rates	Multi-SCP Solution Management - Custom	6,370.00	5,985.00	5,952.00	5,927.00		5,913.00	6,191.00	6,483.00	6,790.00	
<b>Multi-SCP Solution Management - Estimated Volumes Per Year (Solution Complexity Matrix and Volumes to be updated and provided to Respondent during Due Diligence)</b>												
<b>SOW Section</b>	<b>Charge Category</b>	<b>Service</b>										
3.2.1	Unit Rates	Multi-SCP Solution Management - Low	1	1	1	1		1	1	1	1	
3.2.1	Unit Rates	Multi-SCP Solution Management - Medium	4	4	4	4		4	4	4	4	
3.2.1	Unit Rates	Multi-SCP Solution Management - High	6	6	6	6		6	6	6	6	
3.2.1	Unit Rates	Multi-SCP Solution Management - Custom	3	3	3	3		3	3	3	3	

Fill out blue highlighted areas of worksheet with Unit Rate Charges for each Solution Request based on complexity per period. See Exhibit 2, Section 4.1.4 for description of complexities.

<b>Single-SCP Solution Management - Unit Rates per RFS</b>												
SOW Section	Charge Category	Service										
3.2.2	Unit Rates	Single-SCP Solution Management - Low	923.00	965.00	1,010.00	987.00		1,108.00	1,163.00	1,221.00	1,282.00	
3.2.2	Unit Rates	Single-SCP Solution Management - Medium	1,384.00	1,448.00	1,515.00	1,480.00		1,661.00	1,745.00	1,832.00	1,923.00	
3.2.2	Unit Rates	Single-SCP Solution Management - High	2,076.00	2,172.00	2,273.00	2,220.00		2,492.00	2,617.00	2,748.00	2,885.00	
3.2.2	Unit Rates	Single-SCP Solution Management - Custom	2,768.00	2,896.00	3,030.00	2,961.00		3,323.00	3,489.00	3,664.00	3,847.00	
<b>Single-SCP Solution Management - Estimated Volumes Per Year (Solution Complexity Matrix and Volumes to be updated and provided to Respondent during Due Diligence)</b>												
<b>SOW Section</b>	<b>Charge Category</b>	<b>Service</b>										
3.2.2	Unit Rates	Single-SCP Solution Management - Low	191	191	191	191		191	191	191	191	
3.2.2	Unit Rates	Single-SCP Solution Management - Medium	92	92	92	92		92	92	92	92	
3.2.2	Unit Rates	Single-SCP Solution Management - High	248	248	248	248		248	248	248	248	
3.2.2	Unit Rates	Single-SCP Solution Management - Custom	62	62	62	62		62	62	62	62	

Fill out blue highlighted areas of worksheet with Unit Rate Charges for each Fixed Price per Sprint for Application Development Services.

<b>Application Development Services - Unit Rate per Sprint</b>												
SOW Section	Charge Category	Service										
5	Unit Rates	Fixed Price per Sprint	42,883.00	44,169.00	45,495.00	46,859.00		48,265.00	49,713.00	51,205.00	52,741.00	

**Optional Services Charges (\$)**

**Cloud Assessment**

Charge Category	Service	Base Term				Option Years			
		Year 1 FY21	Year 2 FY22	Year 3 FY23	Year 4 FY24	Year 5 FY25	Year 6 FY26	Year 7 FY27	Year 8 FY28
<b>Unit Rate</b>	Cloud Assessment Charge per instance	\$ 1,850.00	\$ 1,906.00	\$ 1,963.00	\$ 2,022.00	\$ 2,082.00	\$ 2,145.00	\$ 2,209.00	\$ 2,275.00

**Transition Charges (\$)**

<b>Attach 1.1 Ref ID</b>	<b>Description</b>	<b>Beginning Date</b>	<b>Completion Date</b>	<b>Total Charges</b>
1.1	Transition Project Plan	3/15/20	4/13/20	\$ 275,236
1.2	Operational Readiness Assessment	6/1/20	8/3/20	\$ 275,236
1.3.1	SMM Documentation Phase I	3/15/20	4/13/20	\$ 275,236
1.3.2	SMM Documentation Phase II	4/22/20	8/23/20	\$ 275,236
1.3.3	SMM Documentation Phase III	9/1/20	11/2/20	\$ 100,086
1.4	Tech Planning (Customer and Enterprise)	4/1/20	8/17/20	\$ 275,236
1.5	Reference Architecture	4/1/20	8/17/20	\$ 275,236
1.6	Strategy Management Governnace (TSS v SCP SRM)	4/1/20	7/31/20	\$ 275,236
1.7	Phase 2 Project Plan Complete	4/1/20	7/30/20	\$ 275,236
1.8	Phase 1 Transition Milestones Complete	4/1/20	9/18/20	\$ 200,172
1.9	Phase 2 Transition Milestones Complete	9/1/20	7/1/21	\$ -
<b>Total Transition Charges</b>				<b>\$ 2,502,146</b>

**Rate Card (\$)**

Rates (inclusive of travel) for each Resource Category that will be used for Staff Augmentation Services and to build ADM waterfall proposals.

Application Development Services will be charged in accordance with Exhibit 2, using Sprints or a Payment Based Milestone structure.

Application Maintenance Services will be charged in accordance with Exhibit 2, using a Fixed Fee structure.

Staff Augmentation Services will be charged in accordance with Exhibit 2, applying the number of Productive Hours by resource category to the rate card rates.

Rate Card (Productive Hour Rates)	Staff Augmentation Services								Managed Services							
	Base Term				Option Years				Base Term				Option Years			
	Year 1 FY21	Year 2 FY22	Year 3 FY23	Year 4 FY24	Year 5 FY25	Year 6 FY26	Year 7 FY27	Year 8 FY28	Year 1 FY21	Year 2 FY22	Year 3 FY23	Year 4 FY24	Year 5 FY25	Year 6 FY26	Year 7 FY27	Year 8 FY28
in USD																
<b>Onsite (Service Provider Location Austin)</b>																
Labor Category 1	\$ 69.63	\$ 70.46	\$ 71.31	\$ 72.16	\$ 73.03	\$ 73.91	\$ 74.79	\$ 75.69	\$ 64.03	\$ 65.95	\$ 67.93	\$ 69.97	\$ 72.06	\$ 74.23	\$ 76.45	\$ 78.75
Labor Category 2	\$ 74.98	\$ 75.88	\$ 76.79	\$ 77.72	\$ 78.65	\$ 79.59	\$ 80.55	\$ 81.51	\$ 83.55	\$ 86.05	\$ 88.64	\$ 91.30	\$ 94.03	\$ 96.86	\$ 99.76	\$ 102.75
Labor Category 3	\$ 80.34	\$ 81.30	\$ 82.28	\$ 83.27	\$ 84.27	\$ 85.28	\$ 86.30	\$ 87.34	\$ 94.68	\$ 97.53	\$ 100.45	\$ 103.46	\$ 106.57	\$ 109.77	\$ 113.06	\$ 116.45
Labor Category 4	\$ 85.70	\$ 86.72	\$ 87.77	\$ 88.82	\$ 89.88	\$ 90.96	\$ 92.05	\$ 93.16	\$ 111.14	\$ 114.47	\$ 117.91	\$ 121.45	\$ 125.09	\$ 128.84	\$ 132.71	\$ 136.69
Labor Category 5	\$ 91.05	\$ 92.14	\$ 93.25	\$ 94.37	\$ 95.50	\$ 96.65	\$ 97.81	\$ 98.98	\$ 130.61	\$ 134.53	\$ 138.57	\$ 142.72	\$ 147.01	\$ 151.42	\$ 155.96	\$ 160.64
Labor Category 6	\$ 96.41	\$ 97.56	\$ 98.74	\$ 99.92	\$ 101.12	\$ 102.33	\$ 103.56	\$ 104.80	\$ 140.94	\$ 145.17	\$ 149.52	\$ 154.01	\$ 158.63	\$ 163.39	\$ 168.29	\$ 173.34
Labor Category 7	\$ 101.76	\$ 102.99	\$ 104.22	\$ 105.47	\$ 106.74	\$ 108.02	\$ 109.31	\$ 110.63	\$ 146.53	\$ 150.92	\$ 155.45	\$ 160.11	\$ 164.92	\$ 169.86	\$ 174.96	\$ 180.21
Labor Category 8	\$ 107.12	\$ 108.41	\$ 109.71	\$ 111.02	\$ 112.36	\$ 113.70	\$ 115.07	\$ 116.45	\$ 164.19	\$ 169.12	\$ 174.19	\$ 179.42	\$ 184.80	\$ 190.35	\$ 196.06	\$ 201.94
Labor Category 9	\$ 112.48	\$ 113.83	\$ 115.19	\$ 116.57	\$ 117.97	\$ 119.39	\$ 120.82	\$ 122.27	\$ 173.47	\$ 178.67	\$ 184.03	\$ 189.55	\$ 195.24	\$ 201.10	\$ 207.13	\$ 213.34
Labor Category 10	\$ 117.83	\$ 119.25	\$ 120.68	\$ 122.13	\$ 123.59	\$ 125.07	\$ 126.57	\$ 128.09	\$ 181.19	\$ 186.63	\$ 192.23	\$ 197.99	\$ 203.93	\$ 210.05	\$ 216.35	\$ 222.84
Labor Category 11	\$ 139.26	\$ 140.93	\$ 142.62	\$ 144.33	\$ 146.06	\$ 147.81	\$ 149.59	\$ 151.38	\$ 189.37	\$ 195.06	\$ 200.91	\$ 206.93	\$ 213.14	\$ 219.54	\$ 226.12	\$ 232.91
<b>Onshore (Service Provider Location)</b>																
Labor Category 1	\$ 69.63	\$ 70.46	\$ 71.31	\$ 72.16	\$ 73.03	\$ 73.91	\$ 74.79	\$ 75.69	\$ 64.03	\$ 65.95	\$ 67.93	\$ 69.97	\$ 72.06	\$ 74.23	\$ 76.45	\$ 78.75
Labor Category 2	\$ 74.98	\$ 75.88	\$ 76.79	\$ 77.72	\$ 78.65	\$ 79.59	\$ 80.55	\$ 81.51	\$ 83.55	\$ 86.05	\$ 88.64	\$ 91.30	\$ 94.03	\$ 96.86	\$ 99.76	\$ 102.75
Labor Category 3	\$ 80.34	\$ 81.30	\$ 82.28	\$ 83.27	\$ 84.27	\$ 85.28	\$ 86.30	\$ 87.34	\$ 94.68	\$ 97.53	\$ 100.45	\$ 103.46	\$ 106.57	\$ 109.77	\$ 113.06	\$ 116.45
Labor Category 4	\$ 85.70	\$ 86.72	\$ 87.77	\$ 88.82	\$ 89.88	\$ 90.96	\$ 92.05	\$ 93.16	\$ 111.14	\$ 114.47	\$ 117.91	\$ 121.45	\$ 125.09	\$ 128.84	\$ 132.71	\$ 136.69
Labor Category 5	\$ 91.05	\$ 92.14	\$ 93.25	\$ 94.37	\$ 95.50	\$ 96.65	\$ 97.81	\$ 98.98	\$ 130.61	\$ 134.53	\$ 138.57	\$ 142.72	\$ 147.01	\$ 151.42	\$ 155.96	\$ 160.64
Labor Category 6	\$ 96.41	\$ 97.56	\$ 98.74	\$ 99.92	\$ 101.12	\$ 102.33	\$ 103.56	\$ 104.80	\$ 140.94	\$ 145.17	\$ 149.52	\$ 154.01	\$ 158.63	\$ 163.39	\$ 168.29	\$ 173.34
Labor Category 7	\$ 101.76	\$ 102.99	\$ 104.22	\$ 105.47	\$ 106.74	\$ 108.02	\$ 109.31	\$ 110.63	\$ 146.53	\$ 150.92	\$ 155.45	\$ 160.11	\$ 164.92	\$ 169.86	\$ 174.96	\$ 180.21
Labor Category 8	\$ 107.12	\$ 108.41	\$ 109.71	\$ 111.02	\$ 112.36	\$ 113.70	\$ 115.07	\$ 116.45	\$ 164.19	\$ 169.12	\$ 174.19	\$ 179.42	\$ 184.80	\$ 190.35	\$ 196.06	\$ 201.94
Labor Category 9	\$ 112.48	\$ 113.83	\$ 115.19	\$ 116.57	\$ 117.97	\$ 119.39	\$ 120.82	\$ 122.27	\$ 173.47	\$ 178.67	\$ 184.03	\$ 189.55	\$ 195.24	\$ 201.10	\$ 207.13	\$ 213.34
Labor Category 10	\$ 117.83	\$ 119.25	\$ 120.68	\$ 122.13	\$ 123.59	\$ 125.07	\$ 126.57	\$ 128.09	\$ 181.19	\$ 186.63	\$ 192.23	\$ 197.99	\$ 203.93	\$ 210.05	\$ 216.35	\$ 222.84
Labor Category 11	\$ 139.26	\$ 140.93	\$ 142.62	\$ 144.33	\$ 146.06	\$ 147.81	\$ 149.59	\$ 151.38	\$ 189.37	\$ 195.06	\$ 200.91	\$ 206.93	\$ 213.14	\$ 219.54	\$ 226.12	\$ 232.91

**Existing Hardware Used in Technology Solution Services**

Fill out blue highlighted areas of worksheet to indicate if Respondent will retain hardware and provided estimated fair market value buyout of each asset.  
 NOTE: DIR has provided an initial asset list. Additional data may be added throughout the procurement process.

Respondent Retained? Y/N	\$ FMV	Asset Classification	Functional Category	Functional Sub-category	Category	Affected Customers	Consolidated	ID	Company	Status	Service Tier	Location	Is Virtual	Managing Group	Model Number	Primary Capability	Subcategory	Used For	
	\$ -																		
	\$ -																		
	\$ -																		
	\$ -					No items are currently identified as in													
	\$ -																		
	\$ -																		
	\$ -																		
	\$ -																		

**Existing Software Used in Technology Solution Services**

Fill out blue highlighted areas of worksheet to indicate if Respondent will retain software.

**NOTE: DIR has provided an initial asset list. Additional data may be added throughout the procurement process.**

Respondent Retained? Y/N	Estimated Annual Cost	Vendor	Historically Underutilized Business (HUB)	Services Description	Contact Effective Date	Contact Expiration Date	Cancellable w/o penalty Y/N	Charging Mechanism
			No items are currently identified as in scope.					

**Existing Third Party Contracts Used in Technology Solution Services**

Fill out blue highlighted areas of worksheet to indicate if Respondent will retain third party contract.

NOTE: DIR has provided an initial asset list. Additional data may be added throughout the procurement process.

Respondent Retained? Y/N	Estimated Annual Cost	Vendor	Historically Underutilized Business (HUB)	Services Description	Contact Effective Date	Contact Expiration Date	Cancellable w/o penalty Y/N	Charging Mechanism

No items are currently identified as in scope.

**Current and Planned Projects**

**For informational purposes only. Successful Respondent will assume in-flight projects.**

Request ID	Customer	Project Name / Summary	Service Components Impacted	Start Date	Scheduled End Date	Status	Criticality of Project	Successful Respondent Responsibility
Information to be provided at a later stage in the procurement.								

# Appendix

The tabs in this Appendix section must be completed by Respondent.  
These tabs are for informational purposes only.

**Respondent Assumptions**

The Respondent is to list all assumptions associated with the Charges and Services within the scope of the RFO.

The Respondent is to provide the degree of impact on the price (High, Medium, Low, Not Applicable) and the related SOW section of the assumption.

Item #	Price Impact (H, M, L, N/A)	SOW Ref #	Description
1			
2			
3			
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**Staffing Model - FTEs by Month**

*Informational purposes only*

Fill out blue highlighted areas of worksheet with average FTE counts for each service per period.

SOW Section	SOW Services	Transition						Base Term				Option Years			
		Month 1 Mar-20	Month 2 Apr-20	Month 3 May-20	Month 4 Jun-20	Month 5 Jul-20	Month 6 Aug-20	Year 1 FY21	Year 2 FY22	Year 3 FY23	Year 4 FY24	Year 5 FY25	Year 6 FY26	Year 7 FY27	Year 8 FY28
2	Transition Services	9.00	9.00	10.00	12.50	12.50	12.50	0.50	-	-	-	-	-	-	-
3.1.1	Technology Planning	-	-	-	-	-	-	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
3.1.2	Refresh and Technical Currency	-	-	-	-	-	-	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
3.1.3	Customer Technical Architecture	-	-	-	-	-	-	-	-	9.00	9.00	9.00	9.00	9.00	9.00
3.1.4	Reference Architecture Standards and Standard Products	-	-	-	-	-	-	-	-	0.50	0.50	0.50	0.50	0.50	0.50
3.1.5	Processes, Procedures, Architecture, Standards, and Planning	-	-	-	-	-	-	-	-	0.50	0.50	0.50	0.50	0.50	0.50
3.2.1	Multi-SCP Solution Management	-	-	-	-	-	-	-	-	1.30	1.30	1.20	1.20	1.20	1.20
3.2.2	Single-SCP Solution Management	-	-	-	-	-	-	-	-	3.00	3.00	3.00	3.00	3.00	3.00
3.2.3	Project Management	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3.3	Obligation to Evolve	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3.4	Operating Agreements with Other SCPs and MSI	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3.5	Successful Respondent Cooperation	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3.6	Onboarding New Customers	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3.7	Performance Guarantee	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3.8	Modernization Consulting	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3.9	DIR Requested Projects	-	-	-	-	-	-	-	-	-	-	-	-	-	-
4	Business Analytics and Reporting (BAR)	-	-	-	-	-	-	-	-	-	-	-	-	-	-
5.2	Application Development Services	-	-	-	-	-	-	-	-	-	-	-	-	-	-
5.3	Application Testing and Implementation	-	-	-	-	-	-	-	-	-	-	-	-	-	-
5.4	Application Operations and Maintenance	-	-	-	-	-	-	-	-	-	-	-	-	-	-
5.5	Application Staff Augmentation Services	-	-	-	-	-	-	65.00	70.00	74.00	80.00	85.00	91.00	97.00	104.00
6	Performance Model and Service Level Agreements	-	-	-	-	-	-	-	-	-	-	-	-	-	-
7	Key Personnel Staffing	-	-	-	-	-	-	5.50	5.50	5.50	5.50	5.50	5.50	5.50	5.50
8	DCS Governance Model	-	-	-	-	-	-	-	-	-	-	-	-	-	-
9	Cross-Functional Services	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total		9.00		10.00	12.50	12.50	12.50	87.40	91.90	95.80	101.80	106.70	112.70	118.70	125.70

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**Steady State Run Services**

Informational purposes only

Fill out blue highlighted areas of worksheet with Charges for each service per period.

Charges by SOW Service Category		Base Term					Option Years				
SOW Section	SOW Services	Year 1 FY21	Year 2 FY22	Year 3 FY23	Year 4 FY24	Total Base Term	Year 5 FY25	Year 6 FY26	Year 7 FY27	Year 8 FY28	Total Charges
2	Transition Services	\$ 2,502,148	\$ -	\$ -	\$ -	\$ 2,502,148	\$ -	\$ -	\$ -	\$ -	\$ 2,502,148
3.1.1	Technology Planning	\$ 422,733	\$ 425,833	\$ 445,535	\$ 466,679	\$ 1,760,780	\$ 490,013	\$ 514,513	\$ 529,434	\$ 555,905	\$ 3,850,645
3.1.2	Refresh and Technical Currency	\$ 422,733	\$ 425,833	\$ 445,535	\$ 466,679	\$ 1,760,780	\$ 490,013	\$ 514,513	\$ 529,434	\$ 555,905	\$ 3,850,645
3.1.3	Customer Technical Architecture	\$ 4,153,978	\$ 4,168,651	\$ 4,347,748	\$ 4,541,181	\$ 17,211,558	\$ 4,755,322	\$ 4,993,086	\$ 5,088,785	\$ 5,343,224	\$ 37,391,975
3.1.4	Reference Architecture Standards and Standard Products	\$ 211,366	\$ 212,916	\$ 222,768	\$ 233,340	\$ 880,390	\$ 245,007	\$ 257,257	\$ 264,717	\$ 277,953	\$ 1,925,323
3.1.5	Processes, Procedures, Architecture, Standards, and Planning	\$ 211,366	\$ 212,916	\$ 222,768	\$ 233,340	\$ 880,390	\$ 245,007	\$ 257,257	\$ 264,717	\$ 277,953	\$ 1,925,323
3.2.1	Multi-SCP Solution Management	\$ 57,070	\$ 53,617	\$ 53,324	\$ 53,096	\$ 217,107	\$ 52,976	\$ 55,464	\$ 58,081	\$ 60,830	\$ 444,458
3.2.2	Single-SCP Solution Management	\$ 990,102						\$ 1,247,918	\$ 1,310,314	\$ 1,375,830	\$ 9,291,035
3.2.3	Project Management	\$ -						\$ -	\$ -	\$ -	\$ -
3.3	Obligation to Evolve	\$ -						\$ -	\$ -	\$ -	\$ -
3.4	Operating Agreements with Other SCPs and MSI	\$ -						\$ -	\$ -	\$ -	\$ -
3.5	Successful Respondent Cooperation	\$ -						\$ -	\$ -	\$ -	\$ -
3.6	Onboarding New Customers	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
3.7	Performance Guarantee	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
3.8	Modernization Consulting	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
3.9	DIR Requested Projects	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4	Business Analytics and Reporting (BAR)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
5.2	Application Development Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
5.3	Application Testing and Implementation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
5.4	Application Operations and Maintenance	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
5.5	Application Staff Augmentation Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
6	Performance Model and Service Level Agreements	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
7	Key Personnel Staffing	\$ 2,498,289	\$ 2,388,393	\$ 2,499,274	\$ 2,618,022	\$ 10,003,979	\$ 2,748,923	\$ 2,886,369	\$ 2,544,680	\$ 2,671,914	\$ 20,855,864
8	DCS Governance Model	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
9	Cross-Functional Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total Charges</b>		\$ 11,469,786	\$ 8,923,861	\$ 9,320,745	\$ 9,671,220	\$ 39,385,612	\$ 10,215,754	\$ 10,726,376	\$ 10,590,160	\$ 11,119,514	\$ 82,037,416

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Control Check to Tab 2 - Run Services (should be zero)

**Transition Services Bill of Materials**

*Informational purposes only*

Fill out blue highlighted areas of worksheet for all hardware and software included in Transition Charges.

Respondent may add (insert) additional rows as necessary.

Transition Bill of Materials are incremental to those indicated as being retained by the Respondent on the Existing Hardware (Tab 5) and Existing Software (Tab 6).

Hardware purchases must include five years of maintenance in Charges.

Annual recurring Software License Charges, after the initial year of purchase, must be included in Tab A5 "Run BOM" if retained past Transition and reflected in Tab 2 "Run Charges".

Transition Hardware and Software purchases are owned by Respondent and must be transferrable to DIR.

SOW Section	Item No.	Manufacturer	Model No.	Description	Capacity	Number of Units	Unit Costs	Original Purchase	5 year Maintenance Support	Annual Subscription / License	Total Charges
2	<b>Transition Phase Bill of Materials</b>										
	<b>Hardware: (List all hardware)</b>										
	THW1			This tab was used to capture current state at the time of contract award. It is not intended to be updated on an ongoing basis and is retained for historical reference.		-	\$ -	\$ -	\$ -	\$ -	\$ -
	THW2					-	\$ -	\$ -	\$ -	\$ -	\$ -
	THW3					-	\$ -	\$ -	\$ -	\$ -	\$ -
	[Other]					-	\$ -	\$ -	\$ -	\$ -	\$ -
	<b>Total Hardware Charges:</b>								\$ -	\$ -	\$ -
	<b>Software: (List all software)</b>										
	TSW1					-	\$ -	\$ -	\$ -	\$ -	\$ -
	TSW2					-	\$ -	\$ -	\$ -	\$ -	\$ -
	TSW3					-	\$ -	\$ -	\$ -	\$ -	\$ -
	[Other]					-	\$ -	\$ -	\$ -	\$ -	\$ -
	<b>Total Software Charges:</b>							\$ -	\$ -	\$ -	\$ -
<b>Total Transition Bill of Materials Charges (include in Tab 3)</b>								\$ -	\$ -	\$ -	\$ -

**Steady State Run Services Bill Of Materials**

*Informational purposes only*

Fill out blue highlighted areas of worksheet for all hardware and software included in Steady State Run Charges.

Respondent may add (insert) additional rows as necessary.

Transition Bill of Materials are incremental to those indicated as being retained by the Respondent on the Existing Hardware (Tab 5) and Existing Software (Tab 6).

Hardware purchases must include five years of maintenance in Charges.

Annual recurring Software License Charges, after the initial year of purchase, must be included annually in Tab 2 "Run Charges".

Steady State Hardware and Software purchases are owned by Respondent and must be transferrable to DIR.

SOW Sections	Item No.	Service Area	Manufacturer	Model No.	Description	Capacity	No. of Units	Unit Costs	Original Purchase	5 year Maintenance	Annual Subscription / License	Amount Included in Charges										
												Base Term					Option Years					
												Year 1 FY21	Year 2 FY22	Year 3 FY23	Year 4 FY24	Total Base Term	Year 5 FY25	Year 6 FY26	Year 7 FY27	Year 8 FY28	Total Charges	
3 - 12	Steady State Run Services Bill of Materials																					
	Hardware: (List all hardware)																					
	TSSHW1				This tab was used to capture current state at the time of contract award. It is not intended to be updated on an ongoing basis and is retained for historical reference.					\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
	TSSHW2									\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	etc									\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	<b>Total Hardware Charges:</b>											\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Software: (List all software)																					
	TSSSW 1							\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
	TSSSW 2							\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
	etc							\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
	<b>Total Software Costs:</b>											\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	<b>Total Steady State Run Services Bill of Materials Charges</b>											\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	