



BRAINFUSE RESPONSE TO RFP0921005071 HOMEWORK TUTORING AND TEST PREP SERVICE

PREPARED FOR:



Iowa Department of Administrative Services
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COST PROPOSAL

BRAINFUSE COST PROPOSAL

INCLUDES OUR RESPONSE TO SECTION 3.1: COST PROPOSAL

Brainfuse will provide the State Library of Iowa with statewide, unlimited use of its HelpNow services (as described in our proposal) at a rate of **\$260,000** per year. This rate will be honored for the entire term of the contract. Below is a summary of additional pricing options that are available:

	HELPNOW SERVICE DESCRIPTION	ANNUAL FEE	TERM
State Library of Iowa	Statewide unlimited online homework tutoring and test prep (as described in our proposal)	\$260,000	Entire Contract (up to 6 years)

BUNDLED PRICING DISCOUNT: The State Library of Iowa is currently contracting with Brainfuse for two of its other services: JobNow and VetNow. It is standard Brainfuse pricing practice to include discounts for bundled packages:

	BUNDLED SERVICES	ANNUAL FEE	TERM
State Library of Iowa	HelpNow/JobNow/VetNow	\$235,000	Entire Contract

PLEASE NOTE THE FOLLOWING REGARDING OUR PRICE PROPOSAL:

- There are **no** additional fees associated with Brainfuse services.
- All services outlined in this proposal are included in this quote. Also included is any set-up, future set-up, full technical support, training, and outreach.
- There are **no** administrative or startup costs with Brainfuse.
- There are **no** use limits.
- All upcoming services and enhancements will be included at **no** additional charge.
- All software upgrades are provided at **no** additional charge.
- HelpNow is designed as a student-initiated service, not as part of a school or class-wide mandated assignment.
- Payment options are available upon request.
- Libraries in Iowa currently using Brainfuse:** Several library systems in Iowa with a population base of approximately 600,000 are current subscribers of HelpNow, for total fees of approximately \$58,000. If a statewide award is made, such fees will be appropriately credited or refunded to the Iowa libraries (depending on the date of statewide adoption).

BRAINFUSE RESPONSE TO SECTION 3.1: COST PROPOSAL

SECTION FOUND ON PAGE 14 OF THE RFP

3.1 COST PROPOSAL

The Respondent shall provide its Cost Proposal in a separate file for the proposed goods and/or services. All prices are quoted pursuant to the terms and conditions of this RFP. Respondent's Cost Proposal shall include an all-inclusive, itemized, total cost in U.S. Dollars (including all travel, expenses, etc. in prices) for the proposed services. All pricing to be FOB Destination, freight cost, and all expenses included; and based on Net 60 Days Payment Terms. Cost proposals must include the following:

- o Provide any one time and recurring costs for system. Recurring costs are to be for a 6 year period to cover initial term and extensions to contract:*

[RESPONSE] BRAINFUSE MEETS THIS REQUIREMENT: Please see our "COST PROPOSAL" section (found above) for details.

- o Equipment costs:*

[RESPONSE] There are *no* equipment costs with Brainfuse.

- o Any other costs associated with proposed system:*

[RESPONSE] There are *no* other associated costs with Brainfuse. Please see our "COST PROPOSAL" section for details.

- o Pricing for option:*

[RESPONSE] We have included a bundled pricing option (since we currently provide statewide online career services through the State Library of Iowa). Please see our "COST PROPOSAL" section for details.

3.1.1 RESPONDENT DISCOUNTS

- o Respondents shall state in their Cost Proposals whether they offer any payment discounts, including but not limited to:*

PLEASE NOTE: We are sensitive to the budgets of our clients and always strive to provide them with the best possible pricing upfront. To that, the prices found in our "COST PROPOSAL" section represent the lowest rates we can offer the State Library of Iowa.