

State of Iowa  
Email & Productivity Application  
Services



RFP Number: 1214005011

June 2, 2014



# COST PROPOSAL



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## Cost Proposal (Attachment #4)

It is anticipated that overall implementation is estimated to be 23,500 users. Pricing should be based on that number of users.

### **Deliverables**

Provide an all-inclusive price for all activities related to this RFP. All pricing to be based on Net 60 Days Payment Terms.

### **General Assumptions**

- 1. The Vendor must provide the personnel, equipment, tools, test equipment, and expertise to meet the requirements in this RFP.*
- 2. The State does not intend to continue operation of its Symantec Enterprise Vault platform after successful migration to the Vendor's solution. All e-mail and archived vaulted data stored by the State must be moved to the Vendor's system by the Vendor.*
- 3. The State of Iowa is requesting a proposed solution to include Vendor managed migration services.*

### **DISCLAIMER**

**IF VENDOR'S RESPONSE TO STATE OF IOWA MANDATORY OR SCORED REQUIREMENTS IN SECTION 4 OF THIS RFP INCLUDES OPTIONAL OR ADD ON COMPONENTS NECESSARY TO MEET ALL STATE OF IOWA REQUIREMENTS, THE COST OF THOSE COMPONENTS MUST BE INCLUDED IN THIS COST PROPOSAL OR THE ENTIRE VENDOR PROPOSAL WILL BE DISQUALIFIED. ANY SUCH OPTIONAL OR ADD ON COMPONENTS SHOULD ALSO BE DESCRIBED AND IDENTIFIED WITHIN THE COST PROPOSAL.**

## Pricing Schedule 1: Implementation & 1<sup>st</sup> Year Operation Costs

Vendor must fill in each blank

### **Pricing Elements**

#### **1. TOTAL ALL INCLUSIVE PRICE FOR IMPLEMENTATION**

**(Include all costs for A through E below)** \$ 1,113,536.00

Please see the table below for a breakdown of Tempus Nova's implementation costs.

*A. The total all inclusive price for Implementation must include, but not be limited to migration of all state data including all e-mail and all archived data, project management, integration, test, training, and acceptance for all 23,500 mailboxes, solution setup, all travel expenses, per diem, and administrative costs, service fees, and all other costs incurred by the State of Iowa to complete the implementation as specified in this RFP.*

*B. The Vendor must perform the complete and full implementation of the solution and migration of all state data including e-mail and approximately 60 terabytes of Symantec Enterprise Vault archived e-mail to the Vendor's hosted environment for 23,500 users.*

C. The State of Iowa has limited internal resources to assist with the implementation of the awarded solution for a period not to exceed 12 months. The Total All Inclusive Price for Implementation must include Vendor costs to deliver the full implementation with its own resources. The State will make available the following team members for the hours indicated:

- i. State Project Manager – 160 hours per month
- ii. State Technical Lead – 160 hours per month
- iii. State Networking, Security, Email, and Mobility Subject Matter Experts – 120 hours per month combined total

D. Implementation services must include a component of onsite time provided by the Vendor.

Tempus Nova has provided a detailed itemization of our implementation costs below.

Implementation Services	Rate	Hours	Total
1. Google Apps Domain Setup & Configuration	\$168	80	\$13,440
2. Initial User/Group Provisioning & Google Global Address List (GAL) Load	\$168	32	\$5,376
3. Google Apps Directory Sync (GADS) Installation & Configuration	\$168	120	\$20,160
4. Google Apps Password Sync (GAPS) Installation & Configuration	\$168	80	\$13,440
5. Permanent Mail Routing & Google Vault Configuration	\$168	60	\$10,080
6. Calendar Connector Installation & Configuration (Free/Busy Interoperability)	\$168	40	\$6,720
7. Groups & Distribution List Provisioning	\$168	160	\$26,880
8. Mail Routing Configurations During Interoperability Phases (Dual/Split Delivery)	\$168	60	\$10,080
9. GBES Infrastructure Setup & Configuration	\$168	120	\$20,160
10. Mail, Calendar & Contact Migration	\$168	480	\$80,640
11. Symantec Enterprise Vault to Google Vault Archive Migration	\$500,000 flat rate		
12. Mobile Device Management Setup & Configuration for non-Blackberry Devices	\$168	80	\$13,440
13. Message Encryption Setup & Configuration	\$168	120	\$20,160
14. Technical & Project Documentation	\$168	80	\$13,440
15. Application Integration Recommendation & Documentation (SMTP Relay)	\$168	40	\$6,720
16. End to End Testing & Quality Assurance	\$168	120	\$20,160
17. Training Plan & Schedule Creation	\$168	40	\$6,720
18. Google Apps Training Classes (+ Setup & Preparation Time)			
a. Google Mail & Google Calendar Complete End User Training (35 Total Classes)	\$168	140	\$23,520
b. Executive Assistant Course + Q&A (5 Total Classes)	\$168	8	\$1,344
c. Administering Google Apps & Google Vault (2 Total Classes)	\$168	5	\$840
d. Supporting Google Apps (2 Total Classes)	\$168	4	\$672
d. Open Microphone Q&A Sessions (30 Total Classes)	\$168	23	\$3,864
e. Free Recorded Collaboration Training		0	\$0
19. Project Management (60 Hours Per Week x 16 Weeks)	\$168	960	\$161,280
20. Organizational Change Management	\$168	160	\$26,880
21. Deployment & Coexistence Support (40 Hours Per Week X 16 Weeks)	\$168	640	\$107,520
22. Travel Costs (On Site Time, accommodations, transportation, flight, and per diem)			\$40,800
<b>TOTAL IMPLEMENTATION COSTS</b>			<b>\$1,113,536</b>

E. If the Vendor's proposal for implementation includes additional add-on or optional software licenses from any vendor to meet all State of Iowa requirements as described in this RFP, identify the costs of those licenses that you are including. **Failure to complete the following table may result in disqualification.**

SKU/Model #	Name/Description	Unit Price	Quantity

## 2. TOTAL ALL INCLUSIVE PRICE PER USER (Licenses/Subscriptions)

(Include all costs for A through C below)

\$ 83.00

A. Total all inclusive price per user must include the cost for all required licenses or subscription fees including, but not limited to, e-mail, archiving, calendar, mobile device management, contacts, gateway, eDiscovery, user-to-user rules based encryption, and other software subscriptions or licenses needed to meet the requirements of the RFP.

B. Responses must include 25 Gigabytes e-mail storage and 25 Gigabytes discovery archive storage at a minimum.

C. State the license and/or subscription SKU/Model Number being proposed for the solution, name/description, and itemized unit price.

**Failure to complete the following table may result in disqualification.**

SKU/Model #	Name/Description	Unit Price
<b>GAPPS-PREM-1USER-12MO-GOV</b>	Google Apps for Government (GAFG) at one license per user/per year	\$29
<b>GAPPS-VAULT-1USER-12MO-GOV</b>	Google Vault at one license per user/per year	\$29
<b>GME-INBOX/PORTAL</b>	Google Message Encryption (GME) at one license per user/per year	\$25

**Response:** Tempus Nova has submitted an inclusive price for Google Apps for Government, Google Vault, and Google Message Encryption (GME) services per user/per year (12 months). Google is offering a discounted rate for GAFG and Vault licenses to the State of Iowa for the first year.

## 3. OTHER COSTS

\$ 0

Describe other costs required to meet all State of Iowa requirements as described in the RFP. Describe each cost in detail (Include any other costs and/or features that will be provided to meet the requirements of this RFP and their estimated value and the source of the value calculation). For example: unified communications, identity management, voice and video, fax, document management, mobile device management, migration tools, etc.

**TOTAL ALL INCLUSIVE PRICE FOR 1st FULL YEAR OF SERVICE**

**(Item 1 + (Item 2 x 23,500) + Item 3)**

**\$ \$3,064,036**

\_\_\_\_\_  
**Signature**

**June 2, 2014**  
\_\_\_\_\_  
**Date**



## Pricing Schedule 2: Years 2 and 3 Operation Costs

Vendor must fill in each blank

### Year 2 - Pricing Elements

#### 1. TOTAL ALL INCLUSIVE PRICE PER USER FOR SECOND FULL YEAR OF SERVICE

\$ 94.00

Use the same criteria provided for in #2 of the TOTAL ALL INCLUSIVE PRICE PER USER FOR FIRST FULL YEAR OF SERVICE in Pricing Schedule 1 (Items A thru C). State the license and/or subscription SKU/Model Number being proposed for the solution, name/description, and itemized unit price.

Failure to complete the following table may result in disqualification.

SKU/Model #	Name/Description	Unit Price
GAPPS-PREM-1USER-12MO-GOV	Google Apps for Government (GAFG) at one license per user/per year	\$34.50
GAPPS-VAULT-1USER-12MO-GOV	Google Vault at one license per user/per year	\$34.50
GME-INBOX/PORTAL	Google Message Encryption (GME) at one license per user/per year	\$25.00

#### 2. OTHER COSTS (Year 2)

\$ 0

#### TOTAL ALL INCLUSIVE PRICE FOR 2nd FULL YEAR OF SERVICE

((Item 1 x 23,500) + Item 2)

\$ 2,209,000

### Year 3 - Pricing Elements

#### 3. TOTAL ALL INCLUSIVE PRICE PER USER FOR 3rd FULL YEAR OF SERVICE

\$ 94.00

Use the same criteria provided for in #2 of the TOTAL ALL INCLUSIVE PRICE PER USER FOR FIRST FULL YEAR OF SERVICE in Pricing Schedule 1 (Items A thru C). State the license and/or subscription SKU/Model Number being proposed for the solution, name/description, and itemized unit price.

Failure to complete the following table may result in disqualification.

SKU/Model #	Name/Description	Unit Price
GAPPS-PREM-1USER-12MO-GOV	Google Apps for Government (GAFG) at one license per user/per year	\$34.50
GAPPS-VAULT-1USER-12MO-GOV	Google Vault at one license per user/per year	\$34.50
GME-INBOX/PORTAL	Google Message Encryption (GME) at one license per user/per year	\$25

**4. OTHER COSTS (Year 3)**

\$ 0

**TOTAL ALL INCLUSIVE PRICE FOR 3rd FULL YEAR OF SERVICE**

**((Item 3 x 23,500) + Item 4)**

\$ 2,209,000

**TOTAL FOR PRICING SCHEDULE 2**

**(YEAR 2 TOTAL + YEAR 3 TOTAL)**

\$ 4,418,000

Vendor guarantees the costs will not exceed or escalate beyond 85% of the Consumer Price Index (CPI) for the Midwest Region (Chicago) in years of service 4-6.

\_\_\_\_\_  
Signature

June 2, 2014  
Date

Didi Dellanno, President & CEO  
Name and Title (Typed or Printed)