



Master Contract No: 07814-002

Period of Performance: 10/26/2015 – 10/26/2022 (+ 2, 2-year options)

Ordering Information

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BASIC ECM PACKAGE										
<p>BASIC ECM PACKAGE-Aggregate Pricing for State Master Contract</p> <p>ALL Nonrecurring Costs (Itemize all below)</p> <p>Include all costs associated with implementing Bidder's basic DoD 5015 certified ECM solution proposed. Basic package modules/features shall include but are not limited to: Open Architecture, Interoperability; Backward Compatability; Security for Category 3 & 4 Data; Exit Strategy; Restricted User Acces; Meta Data Management; Versioning; Format Independence; Format Integrity; Records Management; Retention Schedules, Destruction; Litigation Holds; Redaction; Audit Trail and Defensible Dispositon. Agencies will provide their own computing hardware such as servers, networks, and storage. Undisclosed costs will not be integrated later. Insert lines as necessary.</p>						Product Material Number	Maintenance Material Number	A purchase by an agency for 300 users when the cumulative state license count is 1-1,000 users (FirmNot to Exceed \$)	A purchase by an agency for 300 users when the cumulative state license count is 1001-5,000 users	A purchase by an agency for 300 users when the cumulative state license count is 5,001-10,000 users
Installation			<i>To be based upon project SOW requirements using hourly rates noted below and the software and number of environments.</i>							
Initial Software Costs - OpenText Content Suite Platform	1000030861	1000030882	\$ 91,224.00	\$ 54,734.40	\$ 31,640.05					
Additional Licensing Costs - Brava - Redaction	1000028916 1000028920	1000028917 1000028921	\$ 8,582.14	\$ 6,150.14	\$ 5,135.36					
Test Environment- no addition cost			\$ -	\$ -	\$ -					

Training- 32 hours - 4 days private Training for up to 12 students - plus instructor travel expenses if on-site.			\$ 15,300.00		
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ALL Annual Recurring Costs (Itemize all below)										
<p>Include all costs associated with implementing bidders basic solution above. Undisclosed costs will not be honored or integrated later. Insert lines as necessary.</p>						Product Material Number	Maintenance Material Number	A purchase by an agency for 300 users when the cumulative state license count is 1-1,000 users	A purchase by an agency for 300 users when the cumulative state license count is 1001-5,000 users	A purchase by an agency for 300 users when the cumulative state license count is 5,001-10,000 users
Renewals/Maintenance			\$ 22,955.41	\$ 14,003.44	\$ 8,458.35					
Per User License			\$ 76.52	\$ 46.68	\$ 28.19					

5 Year Total Cost of Ownership - BASIC ECM PACKAGE					
List all costs associated with bidder's basic proposed solution above matriculated over 5 years. Insert lines as necessary. Please note that each cost/item should be the 5 year total cost for that item.			A purchase by an agency for 300 users when the cumulative state license count is 1-1,000 users	A purchase by an agency for 300 users when the cumulative state license count is 1001-5,000 users	A purchase by an agency for 300 users when the cumulative state license count is 5,001-10,000 users
Installation			To be based upon project SOW requirements using hourly rates noted below and the software and number of environments.		
Initial Software Cost - OpenText Content Suite Platform			\$ 91,224.00	\$ 54,734.40	\$ 31,640.05
Initial Software Cost - OpenText Brava			\$ 8,582.14	\$ 6,150.14	\$ 5,135.36
Test Environment			\$ -	\$ -	\$ -
Training - 32 hours - 4 days private Training for up to 12 students - plus instructor travel expenses if on-site.			\$ 15,300.00	\$ 15,300.00	\$ 15,300.00
Maintenance - 5 years -- 23% Year 1 + 5% increase per year			\$ 126,843.14	\$ 77,377.87	\$ 46,737.70
Total			\$ 241,949.29	\$ 153,562.41	\$ 98,813.11

DEMONSTRATED COMPREHENSIVE SOLUTION					
DEMONSTRATED COMPREHENSIVE SOLUTION- Aggregate Pricing for State Master Contract ALL Nonrecurring Costs (Itemize all below) Include all costs associated with implementing the solution your company will demonstrate. Undisclosed costs will not be honored or integrated later. Insert lines as necessary.	Product Material Number	Maintenance Material Number	A purchase by an agency for 300 users when the cumulative state license count is 1-1,000 users	A purchase by an agency for 300 users when the cumulative state license count is 1001-5,000 users	A purchase by an agency for 300 users when the cumulative state license count is 5,001-10,000 users
Installation			To be based upon project SOW requirements using hourly rates noted below and the software and number of environments.		
Initial Software Costs - OpenText Content Suite Platform	1000030861	1000030882	\$ 91,224.00	\$ 54,734.40	\$ 31,640.05
Additional Licensing Costs - Brava - Redaction	1000028916 1000028920	1000028917 1000028921	\$ 8,582.14	\$ 6,150.14	\$ 5,135.36
ActiveView	1000030351	1000030358	\$ 17,396.23	\$ 12,466.50	\$ 10,409.52
Application Governance & Archiving for Microsoft SharePoint	1000030747	1000030748	\$ 46,389.96	\$ 33,243.99	\$ 27,758.73
AppWorks Application Gateway on Premise - Standard Named Users	1000030314	1000030315	\$ 15,681.41	\$ 13,067.84	\$ 10,718.82
ECM Everywhere	1000030584	1000030585	\$ 4,355.95	\$ 3,801.00	\$ 3,572.94
Appworks Named User License	1000021895	1000021896	\$ 142,309.44	\$ 132,000.00	\$ 102,000.00

Remote Cache	1000030390	1000030391	\$ 17,396.23	\$ 12,466.50	\$ 10,409.52
Intelligent Capture - Unlimited Extractions - based on Pages /year - 300,000 / pages in this pricing example	1000005720	1000005721	\$ 14,490.00	\$ 7,245.00	\$ 6,500.00
Magellan Text Mining Suite	1000041558	1000041559	\$ 70,000.00	\$ 65,000.00	\$ 50,000.00
Exstream - based on Pages/year / 2,000,000 / pages in this pricing example	1000049245	1000049423	\$ 200,000.00	\$ 150,000.00	\$ 125,000.00
Total			\$627,825.36	\$490,175.37	\$383,144.95
Test Environment			\$0.00	\$0.00	\$0.00

Training - 32 Hours - 4 days private Training for up to 12 students - plus instructor travel expenses if on-site.			\$ 15,300.00		
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ALL Annual Recurring Costs (Itemize all below) Include all costs associated with implementing the solution will demonstrate. Undisclosed costs will not be honored or integrated later. Insert lines as necessary.	Product Material Number	Maintenance Material Number	A purchase by an agency for 300 users when the cumulative state license count is 1-1,000 users	A purchase by an agency for 300 users when the cumulative state license count is 1001-5,000 users	A purchase by an agency for 300 users when the cumulative state license count is 5,001-10,000 users
Software Maintenance is calculated as 23% of the license price, Year 1, with 5% increases per year, Year 2+					
Renewals/Maintenance - OpenText Content Suite Platform Maintenance. 20% per year, with 5% increase per year 23% Year 1 + 5% increase per year		1000030882	\$ 20,981.52	\$ 12,588.91	\$ 7,277.21
Brava - Redaction Maintenance. 20% per year, with 5% increase per year 23% Year 1 + 5% increase per year		1000028917 1000028921	\$ 1,973.89	\$ 1,414.53	\$ 1,181.13
ActiveView Maintenance. 20% per year, with 5% increase per year 23% Year 1 + 5% increase per year		1000030358	\$ 4,001.13	\$ 2,867.29	\$ 2,394.19
Application Governance & Archiving for Microsoft SharePoint Maintenance. 20% per year, with 5% increase per year 23% Year 1 + 5% increase per year		1000030748	\$ 10,669.69	\$ 7,646.12	\$ 6,384.51
AppWorks Application Gateway on Premise - Standard Named Users Maintenance. 20% per year, with 5% increase per year 23% Year 1 + 5% increase per year		1000030315	\$ 3,606.72	\$ 3,005.60	\$ 2,465.33
ECM Everywhere Maintenance. 20% per year, with 5% increase per year 23% Year 1 + 5% increase per year		1000030585	\$ 1,001.87	\$ 874.23	\$ 821.78
Appworks Named User License Maintenance. 23% Year 1 + 5% increase per year		1000021896	\$ 32,731.17	\$ 874.23	\$ 821.78
Remote Cache Maintenance. 20% per year, with 5% increase per year 23% Year 1 + 5% increase per year		1000030391	\$ 4,001.13	\$ 2,867.29	\$ 2,394.19
Intelligent Capture Maintenance - Unlimited Extractions - based on Pages /year - 300,000 / pages in this pricing example. 23% Year 1 + 5% increase per year		1000005721	\$ 3,332.70	\$ 1,666.35	\$ 1,495.00
Magellan Text Mining Suite Maintenance. 23% Year 1 + 5% increase per year		1000041559	\$ 16,100.00	\$ 14,950.00	\$ 11,500.00

Extream Maintenance - based on pages/year/2,000,000 / pgs in this example. 23% Year 1 + 5% increase per year		1000049423	\$ 46,000.00	\$ 34,500.00	\$ 28,750.00
Total			\$ 144,399.83	\$ 83,254.56	\$ 65,485.11
Per User License			\$ 481.33	\$ 277.52	\$ 218.28

5 Year Total Cost of Ownership - DEMONSTRATED COMPREHENSIVE SOLUTION					
List all costs associated with bidder's proposed solution matriculated over 5 years. Insert lines as necessary.			A purchase by an agency for 300 users when the cumulative state license count is 1-1,000 users	A purchase by an agency for 300 users when the cumulative state license count is 1001-5,000 users	A purchase by an agency for 300 users when the cumulative state license count is 5,001-10,000 users
Installation			<i>To be based upon project SOW requirements using hourly rates noted below and the software and number of environments.</i>		
Initial Software Cost			\$627,825.36	\$490,175.37	\$383,144.95
Test Environment			\$ -	\$ -	\$ -
Training - 32 hours - 4 days private Training for up to 12 students - plus instructor travel expenses if on-site.			\$ 15,300.00	\$ 15,300.00	\$ 15,300.00
Maintenance - 5 years - 20% per year, with 5% increase per year 23% Year 1 + 5% increase per year			\$ 837,795.24	\$ 483,035.73	\$ 379,938.92
Total			\$1,480,920.60	\$988,511.09	\$778,383.87

Module or Option					
For purposes of contract negotiation and agency acquisition please provide below a list of all the of the solution's software modules and options at the discounted price used to prepare the ECM packages above. Insert lines as necessary.	Product Material Number	Maintenance Material Number	A purchase by an agency for 300 users when the cumulative state license count is 1-1,000 users	A purchase by an agency for 300 users when the cumulative state license count is 1001-5,000 users	A purchase by an agency for 300 users when the cumulative state license count is 5,001-10,000 users
Object Importer Records Management Edition -Tier 1 - 1 to 500 Users - Tier 2 - 501 to 2500 Users - Tier 3 - Greater than 2500 Users - example Tier 1,	1000034092	1000034099	\$ 2,323.17	\$ 2,323.17	\$ 2,323.17

Additional Services (Itemize all below)		
List all hourly 'not to exceed' prices for additional professional services your firm offers. Add lines as necessary. These prices will be firm and fixed for the first term of the contract.	Material Number	Hourly/Unit Rate
Training - hourly consulting rate. - does not include travel expenses	1000040073-cons1	\$ 233.75
Certification Exam (per exam attempt)	1000040073-exam	\$ 685.14
Online Public Training	1000040073-pub1	\$ 766.50
Learning On Demand (1 year subscription) / per named user	1000042687	\$ 4,250.00
Adoption Strategy Development FasTrack	---	\$ 20,000.00
Configuration Services	1000012726	\$ 237.31
Architect Services per hour	1000012706	\$ 256.78
Change Management - Rate includes travel expenses	--	\$ 195.70
Data Migration/Conversion	1000013622	\$ 190.55
Disaster Recovery Site - No addl charge for a Disaster Recovery site - Setup rate	--	\$ 185.40

Other Pricing Information					
Licensing Models Available List all licensing models available with your solution. Proposal pricing per seat shall be inclusive of all costs for successful implementation	Product Material Number	Maintenance Material Number	A purchase by an agency for 300 users when the cumulative state license count is 1-1,000 users	A purchase by an agency for 300 users when the cumulative state license count is 1001-5,000 users	A purchase by an agency for 300 users when the cumulative state license count is 5,001-10,000 users
Content Suite Platform - Read only named users	1000030876	1000030877	\$16,831.90	\$10,012.49	\$7,436.27
Content Suite Platform - Occasional Users - Limited to 52 login days per year.	1000030866	1000030867	\$25,247.85	\$15,018.73	\$11,154.39
Content Suite Platform - External Access - Read only - based on Transactions per year - 500,000 / 1,000,000 / 1,500,000 example	1000030864	1000030865	\$147,174.72	\$13,379.52	\$12,670.00
Content Suite Platform - External Access - Add Write Capability - based on Transactions per year - 500,000 / 1,000,000 / 1,500,000 example	1000030862	1000030863	\$58,869.89	\$5,351.81	\$5,068.00
Engagement (Web Experience Management, Portal, Social Communities) Program Fee - on time fee - allows up to 4 servers additional servers can be added for an additional fee	1000030933	1000030934	\$133,795.20	\$126,700.00	\$119,098.00

PRODUCT NAME	Product Material Number	Maintenance Material Number	PRICE	1st YEAR MAINTENANCE (23% of license sale price, esc 5% each renewal year)
ProVision Enterprise Architecture Named Users	1000033053	1000033054	\$ 4,054.40	\$ 932.51

Knowledge Exchange Standard Server - Named Users	1000033050	1000033051	\$ 20,272.00	\$ 4,662.56
eMail Management for Microsoft Exchange: A purchase by an agency for 300 users when the cumulative state license count is 1-1,000 users	1000030915	1000030918	\$ 59,284.46	\$ 13,635.43
eMail Management for Microsoft Exchange: A purchase by an agency for 300 users when the cumulative state license count is 1001-5,000 users	1000030915	1000030918	\$ 57,703.54	\$ 13,271.81
eMail Management for Microsoft Exchange: A purchase by an agency for 300 users when the cumulative state license count is 5,001-10,000 users	1000030915	1000030918	\$ 55,332.16	\$ 12,726.40
eMail Management for Microsoft Exchange: A purchase by an agency for a minimum Qty: 1,000 users	1000030915	1000030918	\$ 59,284.46	\$ 13,635.43
FASTMAN - Permissions Manager Governance Edition for Content Suite (1 - 1,000 users)	1000033953	1000033954	\$ 24,446.60	\$ 5,622.72
FASTMAN - Permissions Manager Governance Edition for Content Suite (1,001 - 5,000 users)	1000033953	1000033954	\$ 8,172.99	\$ 1,879.79
FASTMAN - Permissions Manager Governance Edition for Content Suite (5,001 - 10,000 users)	1000033953	1000033954	\$ 5,787.30	\$ 1,331.08
Content Server Plaform - Cloud Edition	1000011523	n/a	\$ 740.90	N/A
Content Intelligence - Cloud Edition	1000041708	n/a	\$ 163.07	N/A
Brava - - Cloud Edition	1000041709	n/a	\$ 163.07	N/A
Microsoft Office On-line Cloud	1000041715	n/a	\$ 165.57	N/A
Media Management - Cloud	1000011678	n/a	\$ 2,735.50	N/A
Extend ECM Platform - Cloud	1000011648	n/a	\$ 985.10	N/A
Extended ECM Enabler for Oracle E-business Suite - Cloud	1000011646	n/a	\$ 38.55	N/A
Core Capture Services - Basic - Subscription	1000042589	n/a	\$ 153.19	N/A
Core Enterprise Tier	1000011766	n/a	\$ 19.77	N/A
Core Signature	1000049961	n/a	\$ 39.33	N/A
Appworks - Named user Subscription	1000043313	n/a	\$ 762.94	N/A
Appworks - Occasional users - Subscription	1000043314	n/a	\$ 101.80	N/A
Appworks - Process Suite External (transactions) Subscription	1000010574	n/a	\$ 2.54	N/A
Extended ECM for AppWorks Platform Named User Subscription	1000043294	n/a	\$ 1,118.87	N/A
Extended ECM for AppWorks Platform Occasional User Subscription	1000043295	n/a	\$ 361.81	N/A
AppWorks Platform Named User	1000043249	1000043250	\$ 1,556.51	\$ 358.00
Brava! for Content Suite - Docs only - Base Module Subscription	1000010671	n/a	\$ 54.02	\$ 12.43
Content Suite Platform (formerly CLM) Standard Named Users Subscription	1000010738	n/a	\$ 661.15	\$ 152.06
LiquidOffice Enterprise Access Server Suite	1000025049	1000025050	\$ 43,082.05	\$ 9,908.87
LiquidOffice Form Designer User	1000025065	1000025066	\$ 783.31	\$ 180.16
LiquidOffice Process Studio User	1000025067	1000025068	\$ 783.31	\$ 180.16
LiquidOffice User	1000025063	1000025064	\$ 156.66	\$ 36.03