



**Master Contract No: 07814-002**

**Period of Performance:** 10/26/2015 – 10/26/2020 (+ 3, 2-year options)

**Ordering Information**

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**BASIC ECM PACKAGE**

**BASIC ECM PACKAGE-Aggregate Pricing for State Master Contract  
ALL Nonrecurring Costs (Itemize all below)**

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.**

**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	\$23,000.00	\$23,000.00	\$23,000.00
Initial Software Costs - OpenText Content Suite Platform	\$90,000.00	\$54,000.00	\$31,215.52
Additional Licensing Costs - Brava - Redaction	\$8,466.99	\$6,067.62	\$5,066.46
Test Environment- no addition cost	\$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.	\$15,414.76
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**ALL Annual Recurring Costs (Itemize all below)**

Include all costs associated with implementing bidders basic solution above. Undisclosed costs will not be honored or integrated later. **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**

Renewals/Maintenance	\$19,714.75	\$11,933.55	\$6,155.42
Per User License	\$65.72	\$39.78	\$20.52

**5 Year Total Cost of Ownership**

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	\$23,000.00	\$23,000.00	\$23,000.00
Initial Software Cost - OpenText Content Suite Platform	\$90,000.00	\$54,000.00	\$31,215.52
Initial Software Cost - OpenText Brava	\$8,466.99	\$6,067.62	\$5,066.46
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.	\$15,414.76	\$15,414.76	\$15,414.76
Maintenance - 5 years - 20% per year, with 5% increase per year	\$108,936.44	\$65,940.40	\$39,611.65
Total	\$245,818.19	\$164,422.78	\$114,308.39

**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.**

**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	\$49,000.00	\$49,000.00	\$49,000.00
Initial Software Costs - OpenText Content Suite Platform	\$90,000.00	\$54,000.00	\$31,215.52
Additional Licensing Costs - Brava - Redaction	\$8,466.99	\$6,067.62	\$5,066.46
ActiveView	\$17,162.82	\$12,299.23	\$10,269.85
Application Governance & Archiving for Microsoft SharePoint	\$45,767.52	\$32,797.94	\$27,386.28
AppWorks Application Gateway on Premise - Standard Named Users	\$15,471.00	\$12,892.50	\$10,575.00
Auto-Classification for Discovery Suite	\$5,720.94	\$4,099.74	\$3,423.28
Discovery Suite Platform	\$11,441.88	\$8,199.49	\$6,846.57
ECM Everywhere	\$4,297.50	\$3,750.00	\$3,525.00
Extended Workflow full named users	\$44,670.91	\$26,572.57	\$19,735.41
Process Suite Platform Named User License	\$140,400.00	\$126,900.00	\$94,500.00
Remote Cache	\$17,162.82	\$12,299.23	\$10,269.85
Tempo Box - Content Server 10.5 Value Edition - no cost, but maintenance cost.	\$0.00	\$0.00	\$0.00
Tempo Social User based License - Standard named Users	\$17,140.11	\$10,195.82	\$7,572.43
WebReports	\$17,162.82	\$12,299.23	\$10,269.85
WebReports workflow Extensions	\$11,441.88	\$8,199.49	\$6,846.57
Capture Center - Unlimited Extractions - based on Pages /year - 300,000 / 600,000 / 900,000 pages in this pricing example	\$27,713.15	\$22,793.08	\$21,828.24
Engagement (Web Experience Management, Portal, Social Communities) Program Fee - on time fee	\$132,000.00	\$125,000.00	\$117,500.00
StreamServe Correspondence Management - based on Pages/year 1,000,000 / 2,000,000 / 3,000,000 pages in this pricing example	\$153,993.75	\$42,975.00	\$36,912.50
Total	\$809,014.09	\$570,340.94	\$472,742.81
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.	\$15,414.76
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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.**

**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 - OpenText Content Suite Platform	\$18,021.35	\$10,720.03	\$7,961.76
Brava - Redaction	\$1,693.40	\$1,213.52	\$1,013.29
ActiveView	\$3,432.56	\$2,459.85	\$2,053.97
Application Governance & Archiving for Microsoft SharePoint	\$9,153.50	\$6,559.59	\$5,477.26
AppWorks Application Gateway on Premise - Standard Named Users	\$3,094.20	\$2,578.50	\$2,115.00
Auto-Classification for Discovery Suite	\$1,144.19	\$819.95	\$684.66
Discovery Suite Platform	\$2,288.38	\$1,639.90	\$1,369.31
ECM Everywhere	\$859.50	\$750.00	\$705.00
Extended Workflow full named users	\$8,934.18	\$5,314.51	\$3,947.08
Process Suite Platform Named User License	\$28,080.00	\$25,380.00	\$18,900.00
Remote Cache	\$3,432.56	\$2,459.85	\$2,053.97
Tempo Box - Content Server 10.5 Value Edition - no cost, but maintenance cost.	\$6,409.16	\$6,409.16	\$6,409.16
Tempo Social User based License - Standard named Users	\$3,428.02	\$2,039.16	\$1,514.49
WebReports	\$3,432.56	\$2,459.85	\$2,053.97
WebReports workflow Extensions	\$2,288.38	\$1,639.90	\$1,369.31
Capture Center - Unlimited Extractions - based on Pages /year - 300,000 / 600,000 / 900,000 pages in this pricing example	\$5,542.63	\$4,558.62	\$4,365.65
Engagement (Web Experience Management, Portal, Social Communities) Program Fee - on time fee	\$26,400.00	\$25,000.00	\$23,500.00
StreamServe Correspondence Management - based on Pages/year 1,000,000 / 2,000,000 / 3,000,000 pages in this pricing example	\$30,798.75	\$8,595.00	\$7,382.00
Total	\$158,433.32	\$110,597.39	\$92,875.88

Per User License	\$528.11	\$368.66	\$309.59

**5 Year Total Cost of Ownership**

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	\$49,000.00	\$49,000.00	\$49,000.00
Initial Software Cost	\$809,014.09	\$570,340.94	\$472,742.81
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.	\$15,414.76	\$15,414.76	\$15,414.76
Maintenance - 5 years - 20% per year, with 5% increase per year	\$875,444.10	\$611,120.39	\$513,197.86
Total	\$1,748,872.95	\$1,245,876.09	\$1,050,355.43

**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.**

Module or Option

	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,	\$2,292.00	\$2,292.00	\$2,292.00
Monitoring Agent - enterprise product - one time purchase for state	\$15,840.00	\$15,840.00	\$15,840.00
Performance Analyzer - enterprise product - one time purchase for state	\$15,840.00	\$15,840.00	\$15,840.00
Process Suite Base License Fee - enterprise product - one time purchase for state	\$57,300.00	\$57,300.00	\$57,300.00

**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.

	Hourly/Unit Rate
Training - Classes are much cheaper per hour, this is a consulting rate. - does not include travel expenses	\$235.50
Implementation - Rate includes travel expenses	\$180.00
Change Management - Rate includes travel expenses	\$190.00
Data Migration/Conversion - Rate includes travel expenses	\$185.00
Disaster Recovery Site - No additional charge for a Disaster Recovery site - Setup rate	\$180.00

**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

	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	\$16,606.06	\$9,878.15	\$7,336.49
Content Suite Platform - Occasional Users - Limited to 52 login days per year.	\$24,909.09	\$14,817.22	\$11,004.73
Content Suite Platform - External Access - Read only - based on Transactions per year - 500,000 / 1,000,000 / 1,500,000 example	\$145,200.00	\$13,200.00	\$12,500.00
Content Suite Platform - External Access - Add Write Capablity - based on Transactions per year - 500,000 / 1,000,000 / 1,500,000 example	\$58,080.00	\$5,280.00	\$5,000.00

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	\$132,000.00	\$125,000.00	\$117,500.00
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PRODUCT NAME	QTY	PRICE	RENEWAL/MAINTENANCE With 5% increase/year	
ProVision Enterprise Architecture Named Users	1	\$4,000.00	\$800.00	
Knowledge Exchange Standard Server - Named Users	1	\$20,000.00	\$4,000.00	
eMail Management for Microsoft Exchange: A purchase by an agency for 300 users when the cumulative state license count is 1-1,000 users (FirmNot to Exceed \$)	300	\$58,489.01	\$11,697.80	
eMail Management for Microsoft Exchange: A purchase by an agency for 300 users when the cumulative state license count is 1001-5,000 users	300	\$56,929.30	\$11,385.86	
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	300	\$54,589.74	\$10,917.95	
eMail Management for Microsoft Exchange: A purchase by an agency for a minimum Qty: 1,000 users	1000	\$96,591.61	\$19,318.32	
FASTMAN - Permissions Manager Governance Edition for Content Suite (1 - 1,000 users)	750	\$24,118.59	\$1,930.00	
FASTMAN - Permissions Manager Governance Edition for Content Suite (1,001 - 5,000 users)	300	\$8,063.33	\$1,613.00	
FASTMAN - Permissions Manager Governance Edition for Content Suite (5,001 - 10,000 users)	300	\$5,709.65	\$1,142.00	
1000011523 - Content Server Plaform - Cloud Edition	1	\$730.96	N/A	
1000041708 - Content Intelligence - Cloud Edition	1	\$160.88	N/A	
1000041709 - Brava - - Could Edition	1	\$160.88	N/A	
1000041715 - Microsoft Office On-line Cloud	1	\$163.35	N/A	
1000011678 - Media Management - CCloud	1	\$2,698.80	N/A	
1000011648 - Extend ECM Platform - Cloud	1	\$971.88	N/A	
1000011646 - Extended ECM Enabler for Oracle E-business Suite - Cloud	1	\$38.03	N/A	
1000011647 - Extended ECM Enabler for Microsoft Sharepoint - Cloud	1	\$38.03	N/A	
1000042589 - Core Capture Services - Basic - Subscription	10,000	\$151.13	N/A	
1000011766 - Core Enterprise Tier	1	\$19.50	N/A	
1000043313 - Appworks - Named user Subscription	1	\$752.70	N/A	
1000043314 - Appworks - Occasional users - Subscription	1	\$100.43	N/A	
1000010574 - Appworks - Process Suite External (transactions) Subscription	1	\$2.51	N/A	
1000043249 - AppWorks Platform Named User	1	\$1,535.63	23% of license sale price	\$353.19
1000010671 - Brava! for Content Suite - Docs only - Base Module Subscription	1	\$53.30	23% of license sale price	\$12.26
1000010738 - Content Suite Platform (formerly CLM) Standard Named Users Subscription	1	\$652.28	23% of license sale price	\$150.02
1000025049 - LiquidOffice Enterprise Access Server Suite	1	\$42,504.00	23% of license sale price	\$9,775.92
1000025065 - LiquidOffice Form Designer User	1	\$772.80	23% of license sale price	\$177.74
1000025067 - LiquidOffice Process Studio User	1	\$772.80	23% of license sale price	\$177.74
1000025063 - LiquidOffice User	1	\$154.56	23% of license sale price	\$35.55

Services Category	Qty	Offer Price
1000012706- Architect Services per hour	1	\$ 249.30
1000012726 - Configuration Services per hour	1	\$ 230.40