Agency for Workforce Innovation
Unemployment Compensation Claims and Benefits Information System

Attachment S

COST RESPONSE - Part 2

(1 Year Included Warranty/Maintenance & 4 Year Optional Renewal Maintenance)

Part 2 of the Cost Response includes all costs associated with Maintenance of UC System, following implementation. The Grand Total of Response at the bottom of the form is the total cost the Vendor is submitting in their response for all project costs after implementation of the proposed UC System.

Year:	Maintenance Year 1 - Base Contract	Year 1 - Renewal Option	Year 2 Renewal Option	Year 3 - Renewal Option	Year 4 - Renewal Option	Total
Operations & Maintenance						
Services	$4,000,000	$3,911,282	$3,677,073	$3,502,266	$3,607,380	$18,698,001
Software						$0
Hardware						$0
YEARLY TOTAL	$4,000,000	$3,911,282	$3,677,073	$3,502,266	$3,607,380	$18,698,001
					Grand Total of Response	$18,698,001

**Note: "Maintenance Year 1 - Base Contract" is the first 12 months following full implementation, "Year 1 - Renewal Option", is the next 12 months, and so on.

Submitted By:

Respondent Business Name: Wipro Inc   Date: July 15, 2010

Authorized Signature:

Printed Name and Title: Sridhar Ramasubbu, Company Secretary

By affixing my signature to the Cost Response Sheet-Part 2. I hereby state that I have read and agree to the ITN terms, conditions and specifications. Travel & Misc. Exp. must be included in services.

Attachment S
COST RESPONSE - Part 1 - Proposed Costs

Part 1 of the Cost Response includes all costs associated with the UC project through each of the phases. The Grand Total of Response at the bottom of the form is the total cost the Vendor is submitting in their response for all project costs through implementation of the proposed UC System.

Fiscal Year:		FY2011	FY2012	FY2013	FY2014	FY2015	Total
		2/28/2011 - 6/30/2011	7/1/2011 - 6/30/2012	7/1/2012 - 6/30/2013	7/1/2013 - 6/30/2014	7/1/2014 - 2/27/2015	
Phase 1	**Validate Requirements**						
	Services	$1,904,600	$0	$0	$0		$1,904,600
	Software						$0
	Hardware						$0
		$1,904,600	$0	$0	$0	$0	$1,904,600
Phase 2	**Solution Design**						
	Services	$1,686,849	$1,408,999	$0	$0		$3,095,849
	Software	$16,150,079					$16,150,079
	Hardware	$1,650,000					$1,650,000
TOTAL		$19,486,929	$1,408,999	$0	$0	$0	$20,895,928
Phase 3	**Build**						
	Services	$0	$11,618,993	$0	$0		$11,618,993
	Software		$457,307				$457,307
	Hardware						$0
TOTAL		$0	$12,076,300	$0	$0	$0	$12,076,300
Phase 4	**Testing**						
	Services	$0	$2,914,252	$1,181,452	$0		$4,095,704
	Software						$0
	Hardware						$0
TOTAL		$0	$2,914,252	$1,181,452	$0	$0	$4,095,704
Phase 5	**Training**						
	Services	$0	$2,096,304	$0	$0		$2,096,304
	Software						$0
	Hardware						$0
TOTAL		$0	$2,096,304	$0	$0	$0	$2,096,304
Phase 6	**Implementation**						
	Services	$0	$0	$4,531,782	$0		$4,531,782
	Software						$0
	Hardware						$0
TOTAL		$0	$0	$4,531,782	$0	$0	$4,531,782

Attachment S

COST RESPONSE - Part 1 - Proposed Costs

Part 1 of the Cost Response includes all costs associated with the UC project through each of the phases. The Grand Total of Response at the bottom of the form is the total cost the Vendor is submitting in their response for all project costs through implementation of the proposed UC System.

Fiscal Year:		FY2011	FY2012	FY2013	FY2014	FY2015	Total
		2/28/2011 - 6/30/2011	7/1/2011 - 6/30/2012	7/1/2012 - 6/30/2013	7/1/2013 - 6/30/2014	7/1/2014 - 2/27/2015	
Phase 7	**Operations & Maintenance****						
	Services	$0	$0	$2,178,219	$0		$2,178,219
	Software						$0
	Hardware						$0
	TOTAL	$0	$0	$2,178,219	$0	$0	$2,178,219
	YEARLY TOTAL	$21,391,529	$18,495,856	$7,891,453	$0	$0	$47,778,838
					Grand Total of Response		$47,778,838

**Note: In Part 1, the Operations & Maintenance costs should only include costs up to the full implementation date. All additional O&M costs should be included in Part 2.

Submitted By:

Respondent Business Name: Wipro Inc.   Date: July 15, 2010

Authorized Signature:

Printed Name and Title: Sridhar Ramasubbu, Company Secretary

By affixing my signature to the Cost Response Sheet-Part 1. I hereby state that I have read and agree to the ITN terms, conditions and specifications. Travel & Misc. Exp. must be included in services.

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Attachment S
COST RESPONSE - Part 4 - Rate Card

Provide the rate for each Role Title included in your response. For each Role Title submitted, identify the corresponding State of Florida, State Term Contract (STC) #973-561-010-1 IT Consulting State Term Contract Job Title and Scope Variant. A complete listing of job titles can be found on the State of Florida, Department of Management Services website, STC #973-561-010-1, under Project Area #4. The following link is provided for your convenience: http://dms.myflorida.com/business_operations/state_purchasing/vendor_information/state_contracts_agreements_and_price_lists/state_term_contracts/information_technology_it_consulting_services/price_sheets_project_area_4

These rates will be used in the Change Control process, if needed. Add rows as needed to cover your entire project team. Rate is defined as cost per hour for

These rates will be used in the Change Control process, if needed. Rate is defined as cost per hour for each resource.

Respondent Role Title	IT Consulting State Term Contract		Proposed Rate hourly
	Job Title	Scope Variant	
PMO			
Program Manager	Director, Program Management	No variations	125
Quality Manager	Mgmt. Quality Assurance	Mgr	110
Innovation Advisory	Director Systems and Programming	Executive	110
EAS			
Program Manager	Mgmt. Applications Development	Sr. Mgr	109
Lead Architect	Applications Architect	Expert	87
Siebel call centre agent(CCA) Architect	Applications Architect	Expert	81
In terface Lead	Applications Architect	Advanced	81
Data Migration Lead	Applications Architect	Advanced	74
Siebel Busines Analyst	Applications Development Analyst	Mgr	87
Siebel Tech Lead	Applications Architect	Advanced	81
Siebel Reports Dev	Applications Development Analyst	Advanced	74
Siebel CCA Dev	Applications Development Analyst	Intermediate	74
E-Service Lead	Applications Architect	Team leader	81
Business Technology services (BI, Portals)			
Solution Architect	Director, Data Warehouse	Mgr	95
Integration Consultant	Manager, Data Warehouse	No variations	85
SME	Knowledge Engineer	No variations	77
DI Developer	Data Warehouse Analyst	Expert	77
Data Migration			
SME	Database Manager	Mgr	99

Attachment S
COST RESPONSE - Part 4 - Rate Card

Respondent Role Title	IT Consulting State Term Contract		Proposed Rate hourly
	Job Title	Scope Variant	
Sr. Consultant	Data Base Manager	Mgr	99
Data Migration Architect	Data Architect	Expert	89
Business Analyst	Database Anayst	Expert	89
Data Analyst	Database Anayst	Advanced	82
ETL Developers	Database Anayst	Advanced	82
ETL Jr Developers	Database Anayst	Intermediate	63
Oracle Efforts			
Technical Director	ERP Team Lead	No variations	324
Team Lead - Remote	ERP Team Member	No variations	86
Senior Consultant - Remote	ERP Team Member	No variations	41
Technical Manager	Basis/Ale Technical Consultant	No variations	280
Principal	Data Architect	Expert	227
Senior Principal	Applications Architect	Expert	259
Principal	Applications Architect	Advanced	227
Testing			
Test Manager	Mgmt. Quality Assurance	Mgr	86
Functional Test Lead	Quality Engineering Consultant	No variations	78
Senior Functional Test Engineer	Quality Assurance Analyst	Expert	72
Functional Test Engineer	Quality Assurance Analyst	Advanced	68
Senior Performance Test Engineer	Quality Assurance Analyst	Expert	72
Performance Test Engineer	Quality Assurance Analyst	Advanced	68
Training			
Training Change Manager	Manager, Technical Training	Mgr	125
Trainer	Technical Trainer	Advanced	99
Sr. Instructional Designer	Technical Trainer	Expert	89
Traning Administrator	Manager, Technical Training	Team Lead	82
Content Developer	Technical Trainer	Advanced	80

Agency for Workforce Innovation
Unemployment Compensation Claims and Benefits Information System

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COST RESPONSE - Part 4 - Rate Card

Respondent Role Title	IT Consulting State Term Contract		Proposed Rate hourly
	Job Title	Scope Variant	
Infrastructure			
Project Manager	Manager Computer peration	Sr. Mgr	95
Server Specialist (windows+Unix)	Systems Administrator	No variations	76
Storage/Backup Specialist	Storage Management Specialist	No variations	76
Network/Security Specialist	Network Engineer	Expert	76
L2 specialist (Storage / Backup/Database/Server)	Production Support Analyst	Advanced	70
L3 specialist (Storage / Backup/Database/Server)	Production Support Analyst	Expert	77

Submitted By:

Respondent Business Name: Wipro Inc.   Date: July 15, 2010

Authorized Signature:

Printed Name and Title: Sridhar Ramasubbu, Company Secretary

By affixing my signature to the Cost Response Sheet-Part 4. I hereby state that I have read and agree to the ITN terms, conditions and specifications. Travel & Misc. Exp. must be included in services.