

Enterprise Decision Support Solutions (EDSS)

Attachment D.1 - EDW Cost Proposal

RFP 24-78424

State of Indiana

State of Indiana, RFP 24-78424

**Attachment D.1 - EDW Cost Proposal
Summary**

Respondent Name: **Optum Government Solutions, Inc.**

INSTRUCTIONS: The following will be used to assign cost points. Other than entering your firm's name at the top of the page, there is no response necessary on this worksheet.

Table 1: Cost Summary

Component	Year 1 Annual Cost	Year 2 Annual Cost	Year 3 Annual Cost	Year 4 Annual Cost	Year 5 (Optional) Annual Cost	Year 6 (Optional) Annual Cost	Total 6 Year Cost
Transition	\$ 1,294,259.20						\$ 1,294,259.20
Maintenance and Operations	\$ 2,438,119.52	\$ 12,624,708.23	\$ 12,806,640.71	\$ 12,993,995.27	\$ 13,186,928.39	\$ 13,385,817.35	\$ 67,436,209.46
Enhancements	\$ 1,282,513.67	\$ 3,873,131.31	\$ 3,938,064.45	\$ 4,004,928.45	\$ 4,073,791.54	\$ 4,144,756.08	\$ 21,317,185.50
Other Costs (Non-Labor)	\$ 395,466.29	\$ 2,392,883.92	\$ 2,490,403.64	\$ 2,505,727.39	\$ 2,675,398.70	\$ 2,795,485.72	\$ 13,255,365.66
Total	\$ 5,410,358.68	\$ 18,890,723.46	\$ 19,235,108.79	\$ 19,504,651.10	\$ 19,936,118.63	\$ 20,326,059.15	\$ 103,303,019.82
TOTAL BID AMOUNT (Base Contract Total - use this total for Attachment A)				\$ 63,040,842.04			

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Attachment D.1 - EDW Cost Proposal
Transition Costs

INSTRUCTIONS: Please fill in only the yellow shaded cells. Blue cells will populate automatically. In **Table 1**, please provide the monthly hours by position needed for work to be completed by Contractor staff throughout the Transition Period. This table will auto-populate monthly transition period staff costs based on Respondent inputs in the "Staff Hourly Rates" tab. Please do not include any hours related to M&O work on this tab. Please note for months 9 and 10 of the transition period, the Contractor will be fully responsible for M&O (and reverse-shadowing begins for the incumbent vendor), and as such the standard M&O rates will apply; see M&O tab for additional detail.

Table 1: Transition Costs Position	Monthly Hours During Transition Period								Monthly Costs During Transition Period							
	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8
Project Executive	CONFIDENTIAL															
Project Manager	CONFIDENTIAL															
Reporting Manager	CONFIDENTIAL															
System Administrator	CONFIDENTIAL															
Platform Administrator	CONFIDENTIAL															
Lead Architect	CONFIDENTIAL															
Developer	CONFIDENTIAL															
Business Analyst	CONFIDENTIAL															
Total																\$ 1,294,259.20

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Respondent Name: **Optum Government Solutions, Inc.**

**Attachment D.1 - EDW Cost Proposal
Maintenance and Operations (M&O) Staff Costs**

INSTRUCTIONS: Please fill in only the cells shaded yellow. Blue cells will populate automatically.

Table 1: This table automatically provides the M&O cost summary of yearly totals based on Respondent inputs provided in Table 2.

Table 2: Please provide the hours per month per classification for M&O services. The initial environment refers to the environment the Contractor will inherit on Day 1 (hybrid on-premise/cloud). The cloud environment refers to the fully transitioned EDW environment to Teradata Cloud. The estimated hours per month in Year 1 will support a hybrid EDW environment. The estimated hours per month in Years 2-6 or once the transition to Teradata Cloud has been completed, the Contractor will support a cloud EDW environment. This table will auto-populate yearly staff costs based on the inputs in the "Staff Hourly Rates" tab. Year 1 M&O costs have been calculated assuming that M&O in the initial environment will be required for only four (4) months after the conclusion of the first 8 months of the Initial Transition period. Further, while it is expected that M&O beyond Year 1 will take place in the cloud environment, should M&O in the initial environment be required for additional months after Year 1, the monthly initial environment hours will be applied against the staff hourly rates for that year.

Table 1: M&O Staff Cost Summary

Time Period	Assumption	Yearly total
Year 1 M&O Cost (4 Months)	4 months current environment	\$ 2,438,119.52
Year 2 M&O Cost	12 months cloud environment	\$12,624,708.23
Year 3 M&O Cost	12 months cloud environment	\$12,806,640.71
Year 4 M&O Cost	12 months cloud environment	\$12,993,995.27
Year 5 M&O Cost (Optional)	12 months cloud environment	\$13,186,928.39
Year 6 M&O Cost (Optional)	12 months cloud environment	\$13,385,817.35
Total		\$67,436,209.46

Table 2: M&O Staff Costs Position	M&O (Initial Environment)		M&O (Cloud Environment)		Year 1	Year 2	Year 3	Year 4	Year 5 (Optional)	Year 6 (Optional)
	# of Hours/Month	# of FTEs	# of Hours/Month	# of FTEs	Year 1 Position Cost (assumes 4 months)	Year 2 Position Cost (assumes 12 months)	Year 3 Position Cost (assumes 12 months)	Year 4 Position Cost (assumes 12 months)	Year 5 Position Cost (assumes 12 months)	Year 6 Position Cost (assumes 12 months)
Project Executive	CONFIDENTIAL				CONFIDENTIAL					
Project Manager	CONFIDENTIAL				CONFIDENTIAL					
Reporting Manager	CONFIDENTIAL				CONFIDENTIAL					
System Administrator	CONFIDENTIAL				CONFIDENTIAL					
Platform Administrator	CONFIDENTIAL				CONFIDENTIAL					
Lead Architect	CONFIDENTIAL				CONFIDENTIAL					
Developer	CONFIDENTIAL				CONFIDENTIAL					
Business Analyst	CONFIDENTIAL				CONFIDENTIAL					
	CONFIDENTIAL				\$ 2,438,119.52	\$ 12,624,708.23	\$ 12,806,640.71	\$ 12,993,995.27	\$ 13,186,928.39	\$ 13,385,817.35

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Respondent Name: Optum Government Solutions, Inc.

**Attachment D.1 - EDW Cost Proposal
System Enhancement Services Costs**

INSTRUCTIONS: Blue cells will populate automatically using information entered on the Staff Hourly Rates tab. The 'Enhancement Pool Blended Hourly Rate' averages the hourly rates across all the proposed positions and is used to calculate the Enhancements costs for the purposes of proposal evaluation. The Enhancement Pool should cover all services to deliver the approved Enhancements.

The maximum hours invoiced for each individual shall not exceed 40 hours a week, regardless of the number of hours worked to meet service levels and complete deliverables on time. Resources working full time on M&O are not allowed to double bill for work on Enhancements.

Table 1: Estimated Monthly and Annual Enhancement Costs

Contract Year	Monthly Total Hours Assumption ¹	Enhancement Pool Blended Hourly Rate	Monthly Costs	Annual Costs
Year 1 (assumes 4 months)	1990	CONFIDENTIAL		\$ 1,282,513.67
Year 2	1990			\$ 3,873,131.31
Year 3	1990			\$ 3,938,064.45
Year 4	1990			\$ 4,004,928.45
Year 5 (Optional)	1990			\$ 4,073,791.54
Year 6 (Optional)	1990			\$ 4,144,756.08

¹The State has set an estimated Enhancement Pool maximum hours allotment at 1990 hours per month for the EDW Contractor.

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Attachment D.1 - EDW Cost Proposal
Other Costs (Non-Labor)

Respondent Name: Optum Government Solutions, Inc.

INSTRUCTIONS: Please fill in the yellow cells with any costs related to licenses / subscriptions / environments, hardware and/or software costs that will be charged through this contract. Blue cells will populate automatically. This table has been pre-populated with known infrastructure-related hardware, software, and subscriptions to be charged as a pass-through as described in Attachment K Section 3.6.1.

Table 1: Other Costs (Non-Labor)		Annual Costs						Total Cost
Item	Detailed Description	Year 1	Year 2	Year 3	Year 4	Year 5 (Optional)	Year 6 (Optional)	
Informatica Enterprise Support	See tab 'Informatica Detail'	\$ 107,511.28	\$ 656,523.41	\$ 714,593.33	\$ 719,362.83	\$ 723,427.00	\$ 723,427.00	\$ 3,644,844.85
Meta Manager Support Maintenance	- 2 Administrator licenses for Update, Security, Deployment, Document Modules and Script Runner	\$ 1,235.67	\$ 7,414.00	\$ 7,414.00	\$ 7,414.00	\$ 7,414.00	\$ 7,414.00	\$ 38,305.67
Protegrity Subscription	- 1 Enterprise Security Administrator (ESA) - Data Warehouse Protector for Teradata (6 active nodes & 1 hot spare node)	\$ 30,836.67	\$ 185,020.00	\$ 185,020.00	\$ 185,020.00	\$ 185,020.00	\$ 185,020.00	\$ 955,936.67
Azure GovCloud Hosting - DevDR	See tab 'Teradata Detail'	\$ 42,065.17	\$ 252,391.00	\$ 252,391.00	\$ 258,917.50	\$ 295,765.33	\$ 321,383.40	\$ 1,422,913.40
Teradata Hardening Services	SCSEM Audit	\$ 2,775.00	\$ 23,012.50	\$ 48,770.83	\$ 18,666.67	\$ 19,666.67	\$ 17,083.33	\$ 129,975.00
Teradata Vantage Subscription - Production	Production instance of Teradata Vantage running in Azure Government	\$ 76,046.67	\$ 456,280.00	\$ 456,280.00	\$ 466,828.33	\$ 526,627.50	\$ 569,969.12	\$ 2,552,031.62
Azure GovCloud Hostings - Production	See tab 'Teradata Detail'	\$ 34,592.83	\$ 207,557.00	\$ 207,557.00	\$ 212,924.17	\$ 243,226.50	\$ 264,293.68	\$ 1,170,151.18
Teradata Vantage Subscription - Dev/DR	Dev/DR instance of Teradata Vantage running in Azure Government Cloud	\$ 26,490.67	\$ 158,944.00	\$ 158,944.00	\$ 162,618.50	\$ 183,449.33	\$ 198,546.62	\$ 888,993.12
Teradata QueryGrid	Server application for Teradata to Teradata query connections	\$ 4,326.00	\$ 25,956.00	\$ 25,956.00	\$ 26,302.08	\$ 28,406.25	\$ 30,678.75	\$ 141,625.08
Symmetry Subscription	Bundle: ETG, ERG, EBM Connect (less than 3M Covered Lives)	\$ 57,318.00	\$ 345,627.54	\$ 355,996.37	\$ 366,676.26	\$ 377,676.54	\$ 389,006.84	\$ 1,892,301.55
Liferay DXP Portal Software Subscription and Maintenance	Data Central portal development software; one Prod and one Non-Prod subscriptions	\$ 8,016.83	\$ 48,341.51	\$ 49,791.75	\$ 51,285.50	\$ 52,824.07	\$ 54,408.79	\$ 264,668.45
IBM Cognos Analytics	Optum Cognos Subscription Users	\$ 3,849.50	\$ 23,404.96	\$ 25,277.36	\$ 27,299.55	\$ 29,483.51	\$ 31,842.19	\$ 141,157.07
Help Desk Software/Services	Nice CXOne Telephony SaaS - per Help Desk Agent	\$ 402.00	\$ 2,412.00	\$ 2,412.00	\$ 2,412.00	\$ 2,412.00	\$ 2,412.00	\$ 12,462.00
Total		\$ 395,466.29	\$ 2,392,883.92	\$ 2,490,403.64	\$ 2,505,727.39	\$ 2,675,398.70	\$ 2,795,485.72	\$ 13,255,365.66

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Attachment D.1 - EDW Cost Proposal
Informatica Detail

Product Name	Quantity
United States Premium Address Cleansing Subscription	1
United States Geo Coding Cleansing Subscription	1
Non-Production Geo Coding Cleansing Subscription	1
Non-Production Premium Address Cleansing Subscription	1
0000023684-0000 Premium Success for Subscription	1
0000020162-0000 PowerCenter SE Per CPU-core (S)	4
0000021955-0000 Team-based Development Option per CPU-core (S)	4
0000021618-0000 PowerExchange for Netezza Performance Server (per Environment) (S)	1
0000020578-0000 Data Transformation per CPU-core (S)	4
0000021635-0000 PowerExchange for Teradata data type (per Environment) (S)	1
0000023684-0000 Premium Success for Subscription	1
0000020035-0057 Data Validation Option per CPU-core Multi-core Multi-OS Production Premium Success Maintenance	6
000008220-0057 Informatica Multi-Product Unlimited CPU-cores per environment Multi-core Multi-OS Unlimited Lab Premium Success Maintenance	1
0000020071-0057 Informatica Data Quality SE per CPU-core Multi-core Multi-OS Production Premium Success Maintenance	8
0000020087-0057 Data Quality Identity Match Option (IMO) per CPU-core Multi-core Multi-OS Production Premium Success Maintenance	8
0000020022-0057 PowerCenter AE per CPU-core Multi-core Multi-OS Production Premium Success Maintenance	6
000008318-0057 Data Quality Identity Match Option (IMO) 1-3 per CPU-core Multi-core Multi-OS Production Premium Success Maintenance	2
000007822-0057 PowerCenter AE (4-7) per CPU-core Multi-core Multi-OS Production Premium Success Maintenance	4
000008456-0057 PowerExchange for Oracle data type (per Environment) Production Premium Success Maintenance	1
0000010633-0057 IDQ Accelerator for US and Canada Production Premium Success Maintenance	1
000007976-0057 MDX for PCAE - Cognos8 BI Reporting Production Premium Success Maintenance	1
000007978-0057 MDX for PCAE - CA Erwin Production Premium Success Maintenance	1
000008173-0057 Informatica Data Quality SE (1-3) per CPU-core Multi-core Multi-OS Production Premium Success Maintenance	2
000007916-0057 MDX for PCAE - Oracle RDBMS Production Premium Success Maintenance	1
0000018734-0057 B2B Data Exchange HIPAA Accelerator Option Multi-core Multi-OS Production Premium Success Maintenance	1
000007861-0057 Data Validation Option (4-7) per CPU-core Multi-core Multi-OS Production Premium Success Maintenance	4

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Attachment D.1 - EDW Cost Proposal
Teradata Detail

Table 1: Development Detail

Service type	Custom Name	Region	Description	Quantity
Virtual Machines	SQL Engine	US Gov Virginia	2 E32s v3 (32 vCPUs, 256 GB RAM); SUSE Linux Enterprise; 1 year reserved; 2 managed OS disks – P20; 5 GB Bandwidth	2
Storage Accounts	SQL Engine Storage	US Gov Virginia	Managed Disks, Premium SSD, P15 Disk Type 16 Disks, Pay as you go	16
Storage Accounts	SQL Engine Storage	US Gov Virginia	Managed Disks, Premium SSD, P20 Disk Type 16 Disks, Pay as you go	16
Storage Accounts	SQL Engine Storage	US Gov Virginia	Managed Disks, Premium SSD, P40 Disk Type 16 Disks, Pay as you go	16
Virtual Machines	Viewpoint	US Gov Virginia	1 DS5 v2 (16 vCPUs, 56 GB RAM); SUSE Linux Enterprise; 1 year reserved; 1 managed OS disk – P20; 5 GB Bandwidth	1
Storage Accounts	Viewpoint Storage	US Gov Virginia	Managed Disks, Premium SSD, 2 each P15 Disk Type 4 Disks, Pay as you go	2
Virtual Machines	DSC	US Gov Virginia	1 DS5 v2 (8 vCPUs, 28 GB RAM); SUSE Linux Enterprise; 1 year reserved; 1 managed OS disk – P20; 5 GB Bandwidth	1
Storage Accounts	DSC Storage	US Gov Virginia	Managed Disks, Premium SSD, P15 Disk Type 4 Disks, Pay as you go	1
Storage Accounts	DSC Backup Storage reserved	US Gov Virginia	Block Blob Storage, General Purpose V2, LRS Redundancy, Cool Access Tier, 300 TB	3
	DSC Backup Storage	US Gov Virginia	Block Blob Storage, General Purpose V2, LRS Redundancy, Cool Access Tier, 50 TB	50
Storage Accounts	Data Retrieval	US Gov	Tiered Block Blob - Cool - Data Retrieval - US Gov 100GB	1
Storage Accounts	Data Write		Tiered Block Blob - Cool LRS - Write Operations - US Gov per 1M	25
Virtual Machines	Server Management	US Gov Virginia	1 DS3 v2 (4 vCPUs, 14 GB RAM); SUSE Linux Enterprise; 1 year reserved; 1 managed OS disk – P20; 5 GB Bandwidth	1
Storage Accounts	Server Management Storage	US Gov Virginia	Managed Disks, Premium SSD, P20 Disk Type 16 Disks, Pay as you go	1
Virtual Machines	QueryGrid Manager	US Gov Virginia	1 DS5 v2 (16 vCPUs, 56 GB RAM); SUSE Linux Enterprise; 1 year reserved; 1 managed OS disk – P20; 5 GB Bandwidth	1
Storage Accounts	QueryGrid Manager Storage	US Gov Virginia	Managed Disks, Premium SSD, P20 Disk Type 16 Disks, Pay as you go	1
Network Watcher		US Gov Virginia	10 GB Network Logs Collected, 2000 Checks for Network Diagnostics, 10 Connection Metrics, 1 DNS or App Gateway Servers x 0 GB logs ingested, 10 GB logs collected for Traffic Analytics	1
Azure Defender		US Gov Virginia	7 VM nodes x 730 Hours, 0 App Service nodes x 730 Hours, 0 SQL Database servers x100 Hours, 500000 Storage transactions, 0 IoT Devices, 0 IoT Message transactions, 0 Kubernetes vCores x 100 Hours, 0 Azure Container Registry images, 0 Key Vault transactions	2.5
Key Vault		US Gov Virginia	Vault: 100,000 operations, 100,000 advanced operations, 1 renewals, 0 protected keys, 0 advanced protected keys; Managed HSM Pools: 0 Standard B1 HSM Pool(s) x 730 Hours	2
Private Endpoints		US Gov Virginia	Private endpoint - does not include ingress or egress pricing	12
Data Transfer Out		US Gov Zone 1	Standard Data Transfer Out - US Gov Zone 1 - 10GB	3000
Private Link		US Gov	Virtual Network Private Link - Standard Data Processed - Ingress - US Gov 1TB	38
disk snapshot		US Gov	Snapshot of OS Disks	22
		US Gov	Azure Bastion - Standard Gateway - US Gov Zone 1 per 100 Hours	7.5
		US Gov	Azure Bastion - Basic Gateway - US Gov Zone 1 per 100 Hours	7.5
			Virtual Network Peering - Intra-Region Ingress - US Gov per 1000 GB	5
			Virtual Network Peering - Intra-Region Egress - US Gov per 1000 GB	8

Table 2: Production Detail

Service type	Custom name	Region	Description	Quantity
Virtual Machines	SQL Engine	US Gov Texas	6 E32s v4 + 1 HSN(32 vCPUs, 256 GB RAM) (1 year reserved), SUSE Linux Enterprise; 1 managed disk – P20; Inter Region transfer type via peering, 1 TB /inbound/outbound data transfer from US Gov Virginia to US Gov Texas	7
Storage Accounts	SQL Engine Data Disks	US Gov Texas	Managed Disks, Premium SSD, LRS Redundancy, P30 Disk Type 48 Disks; Pay as you go	48
Virtual Machines	Viewpoint	US Gov Texas	1 DS5 v2 (16 vCPUs, 56 GB RAM) (1 year reserved), SUSE Linux Enterprise; Inter Region transfer type via peering, 1 TB /inbound/outbound data transfer from US Gov Virginia to US Gov Texas	1
Storage Accounts	Viewpoint Data Disk	US Gov Texas	Managed Disks, Premium SSD, LRS Redundancy, P15 Disk Type 1 Disks; Pay as you go	1
Virtual Machines	Protegrity	US Gov Texas	1 D8ads v5 (8 vCPUs, 32 GB RAM); Linux – Red Hat Enterprise; 1 year reserved; 1 managed OS disk – P20, 100 transaction units; 5 GB Bandwidth	1
Virtual Machines	Query Grid	US Gov Texas	1 DS3 v2 (4 vCPUs, 14 GB RAM); SUSE Linux Enterprise; 1 year reserved; 1 managed OS disk – P20; 5 GB Bandwidth	1
Virtual Machines	DSC	US Gov Texas	1 DS4 v2 (8 vCPUs, 28 GB RAM) (1 year reserved), SUSE Linux Enterprise; 1 managed disk – P20; Inter Region transfer type via peering, 1 TB /inbound/outbound data transfer from US Gov Virginia to US Gov Texas	1
Virtual Machines	Data Mover		1 DS4 v2 (8 vCPUs, 28 GB RAM) (1 year reserved), SUSE Linux Enterprise; 200GB OS disk	1
Virtual Machines	Server Management	US Gov Texas	1 DS3 v2 (4 vCPUs, 14 GB RAM); Suse Linux Enterprise; 1 year reserved; 1 managed OS disk – P20; 5 GB Bandwidth	1
Ingress/egress		US Gov Texas	Private Endpoints are active 730 hours per month and 10 TB Ingress and Egress	1
Storage Accounts	Backup Storage (DSC-based)	US Gov Texas	Block Blob Storage, General Purpose V2, LRS Redundancy, Hot Access Tier, 0 x 1 PB, 1 x 100 TB Capacity - 3 year reserved, 10 x 10,000 Write operations, 10 x 10,000 List and Create Container Operations, 10 x 10,000 Read operations, 100,000 Archive High Priority Read, 1 x 10,000 Other operations. 1,000 GB Data Retrieval, 1,000 GB Archive High Priority Retrieval, 1,000 GB Data Write, 1000 GB Geo-replication data transfer	1

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Respondent Name: **Optum Government Solutions, Inc.**

**Attachment D.1 - EDW Cost Proposal
EDW and CAE Scope Synergy**

INSTRUCTIONS: If your company is proposing to offer both EDW Scope and CAE Scope services, please fill in the table below with an explanation of the cost savings that the State can expect to receive as a result of the synergies between the two Scope of Works. Provide anticipated cost savings and the source of the cost savings, and the duration of the savings over the course of the contract.

NOTE: The information on this tab does not contribute to overall contract valuation and cost scoring.

Scope Synergy Description

[Empty yellow box for Scope Synergy Description]

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Respondent Name: **Optum Government Solutions, Inc.**

**Attachment D.1 - EDW Cost Proposal
Other**

INSTRUCTIONS: If your company wishes to share an alternative technology or approach for consideration that may result in cost savings, please describe the technology or approach below in detail. Clearly indicate the anticipated cost savings and the source of the cost savings, and the duration of the savings over the course of the contract. The State is open to considering implementation of new technologies to achieve cost-savings but must also take into account the efforts required to make this change (including staff and stakeholder time, disruptions to a live mission-critical application, and related risks). The changes must be minimally disruptive.

The alternative **will not replace** the required information. Even if you wish to offer an alternative for the State's consideration, you **must still complete the other tabs of this cost proposal**. It is up to the State to decide whether or not to use any of the alternative technologies or approaches.

NOTE: The information on this tab does not contribute to overall contract valuation and cost scoring.