Washington State DEPARTMENT OF ENTERPRISE SERVICES

Exhibit C - Bid Price

Competitive Solicitation 10225 - Traffic Data Analysis Services

Bidder Instructions:	
1	Exhibit C - Bid Price includes two scenarios.
2	Follow specific instructions in the worksheet.
3	Bidder may be deemed non-responsive if they fail to follow any of the instructions in this exhibit.
4	Bidders must record their bid pricing in the appropriate cells on the price sheet.
5	Bidders must submit pricing for at least one of the two pricing scenarios, and may submit pricing for both scenarios, using their standard commercial pricing structure.
6	All submitted pricing will be converted to an average total cost for scoring; bidders will not receive extra points for offering multiple pricing structures, but may receive awards for each scenario in which they bid.
7	Review your costs carefully - costs cannot be altered after submission.
8	Optional Services: If a Bidder chooses to offer optional time & expense resources, list any additional key personnel not to exceed hourly rate (NTE). These items will not be part of the evaluation but may be added to the awarded Statewide Contract. All rates are subject to a price reasonableness evaluation.
9	Optional Services: If a Bidder chooses to offer additional resources, list any additional resources required to meet the scope of the contract. These items will not be part of the evaluation but may be added to the awarded Statewide Contract. All rates are subject to a price reasonableness evaluation.
	Optional Services: If providing Optional Services, bidder must include bids for at least one of the two scenarios. Stand-alone bids for Optional Services will not be accepted.
10	Bidders must identify and include all cost elements in their pricing, including costs for salary, payroll taxes, insurance associated with employment, benefits (including holiday, sick leave, and vacation), administrative overheads, and profit. In the event that Bidder is awarded a Contract, the total price for the Goods/Services shall be Bidder's price as submitted. Except as provided in the Contract, there shall be no additional costs of any kind. Any sections submitted with no cost, left blank, marked as "N/A", or omitted entirely may be deemed a no-bid and considered non-responsive.
11	Evaluation details are outlined in Section 4.3, Bid Pricing Evaluation (Step 2B) of the Competitive Solicitation Document. DES will evaluate bids to identify the lowest evaluation total – by reviewing and comparing the submitted bid prices provided in this Exhibit.

Scenario 1: Subscription and Licensing-Based Rate
10225 - Traffic Data Analysis Services
Bidder: StreetLight Data, Inc.

For scoring purposes only. Do not include a report with your bid; only provide the requested pricing.

Scenario 1: Subscription and Licensing-Based Rate (SCORED)			
Instructions: Provide a fixed, all-inclusive price per geographic area. This price must include all labor, data access, computing resources, analysis, and reporting required to meet the scope.			
Annual Full Access Licenses per Purchaser	**Adams County (21,700 population, 1,850 road miles, 15,000 licensed drivers)**	**City of Seattle (800,000 population, 4,000 road miles, 500,000 licensed drivers)**	**Washington State (8,000,000 population, 166,000 road miles, 6,000,000 licensed drivers)**
Access/Maintenance/Setup Fees	$ 44,691.00	$ 216,818.00	$ 973,601.00
Per User License Fee	$ -	$ -	$ -
Total	$ 44,691.00	$ 216,818.00	$ 973,601.00
		Average Total	$ 411,703.33

*Annual Licenses will not be pro-rated for partial terms in the event of a termination for convenience

Scenario 2: Project-Based Reporting
10225 - Traffic Data Analysis Services
Bidder: StreetLight Data, Inc.

For scoring purposes only. Do not include a report with your bid; only provide the requested pricing.

Scenario 2: Project-Based Reporting (SCORED)			
Instructions: Provide a fixed, all-inclusive price per geographic area. This price must include all labor, data access, computing resources, analysis, and reporting required to meet the scope.			
Traffic Analysis Report	**Adams County (21,700 population, 1,850 road miles, 15,000 licensed drivers)**	**City of Seattle (800,000 population, 4,000 road miles, 500,000 licensed drivers)**	**Washington State (8,000,000 population, 166,000 road miles, 6,000,000 licensed drivers)**
Total	$ 25,906.00	$ 103,620.00	$ 332,363.00
		Average Report Total	$ 153,963.00

*Annual Licenses will not be pro-rated for partial terms in the event of a termination for convenience

Optional Services

10225 - Traffic Data Analysis Services

Bidder: StreetLight Data, Inc.

Optional Personnel Time & Expense (not scored)

List any additional key personnel and their not-to-exceed hourly rate or services not otherwise specified, which are additional costs. Bidder shall provide fully burdened not-to-exceed hourly rates for key personnel categories. These rates will not be part of the evaluation, but may be added to the awarded Statewide Contract. All rates are subject to a price reasonableness evaluation.

Personnel Time & Expense Resources *Other hourly support, list line items by role*	**NTE Hourly Rate**
Senior Data Scientist, StreetLight Services	$ 220.00
Project Engineer, StreetLight Services	$ 176.00
Senior Safety Planner - Engineer, DKS Associates	$ 305.00
Associtate Planner-Engineer, DKS Associaties	$ 230.00
Safety Subject Matter Expert | Principal SME, Jacobs	$ 292.35
Senior Safety Planner, Jacobs	$ 193.07

Optional Additional Resources (not scored)

List any additional resources required to meet the scope of the contract. These rates will not be part of the evaluation, but may be added to the awarded Statewide Contract. All rates are subject to a price reasonableness evaluation.

Additional Resources *List line items by cost description*	**Cost**
