

What: Replacement of DMV's decades old core system of record ("the Mainframe system") as well as most ancillary supporting systems that feed it including Phoenix and a multitude of MS Access Database applications.

With: Full implementation of Fast Enterprises DS/VS system.

- Currently used in 15 other states.
- Also installed in VT DMV for Commercial Vehicle Operations (CVO).
 - Implemented on time and on budget.
- Tax version (GenTax) implemented at VDT in four one-year phases 2014-2017. All on time and on budget

How: Two 18-month implementations/rollouts.

- Vehicle Services (VS)
- Driver Services (DS)

DMV/Fast can jointly decide implementation order though there are benefits to do VS first when it comes to the cashiering piece.

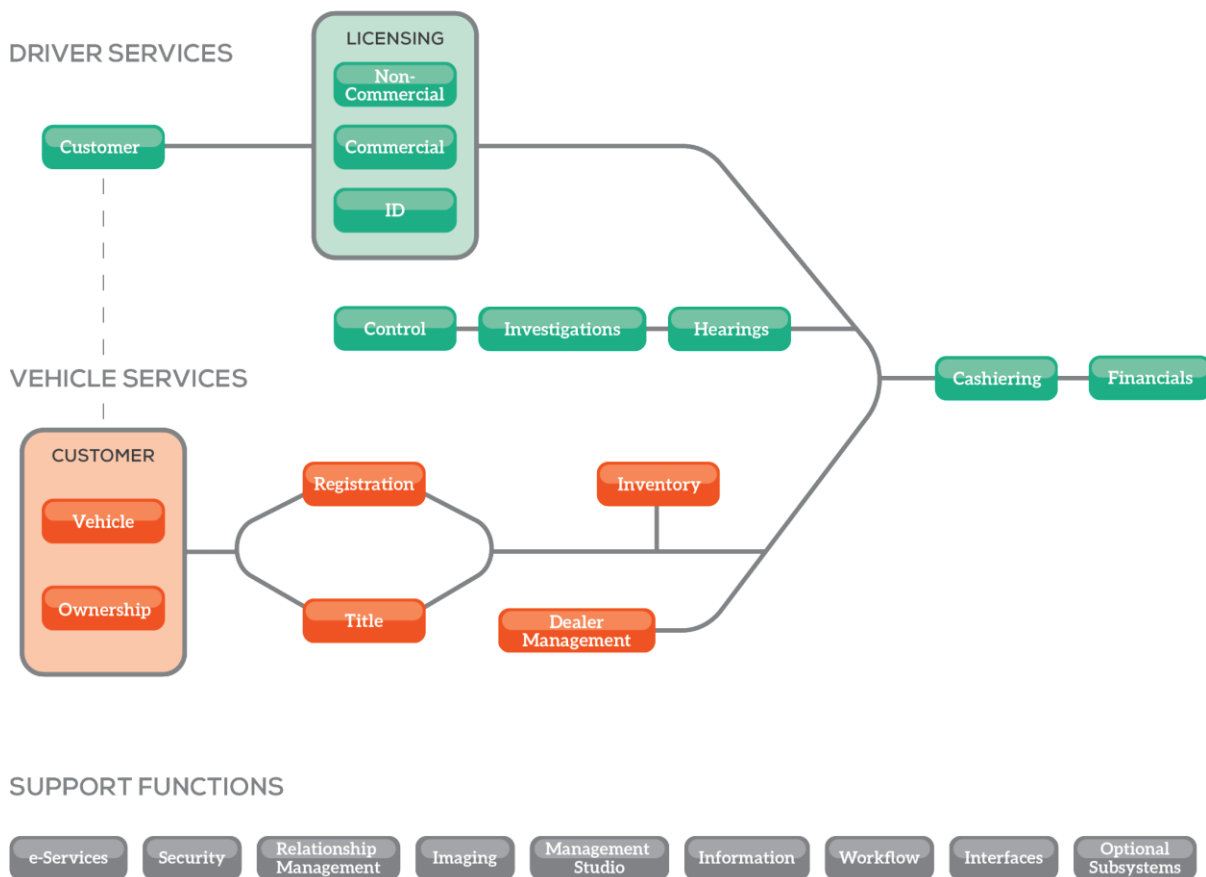


Illustration from Fast's website.

Cost Estimate - as provided by Fast

The following pricing information is for illustrative and discussion purposes only. Additional discussions would be needed to further refine pricing. Annual costs may shift slightly based on project planning. **These are the vendor costs only. Other costs will apply and are outlined in the IT-ABC form!**

	Year 1	Year 2	Year 3	Year 4	Year 5	Total
Software License ¹	\$3,000,000	\$3,000,000				\$6,000,000
Annual Maintenance ²	\$250,000	\$500,000	\$750,000	\$1,545,000	\$1,591,000	\$4,636,000
Implementation Services	\$10,800,000	\$7,200,000	\$10,800,000	\$7,200,000		\$36,000,000
Application Support Services ³				\$4,000,000	\$4,000,000	\$8,000,000
Hosting	\$ 650,000	\$ 675,000	\$ 701,000	\$ 729,000	\$ 758,000	\$ 3,513,000
Total ⁴	\$14,700,000	\$11,375,000	\$12,251,000	\$13,474,000	\$6,349,000	\$58,149,000

¹ As per Master Agreement

² CPI-U refers to Consumer Price Index (All Urban Consumers), All Items Category. Annual maintenance in years 4-5 will be subject to an increase factor calculated based on CPI-U data from the US Bureau of Labor Statistics.

³ Assumes Level 3 Support which is different than the current support for CVO. **Level 3 guarantees that the system stays current whereby Fast provides the resources to do the software upgrades as needed.**

⁴ **Again these are only costs associated to Fast Enterprises.** Full costs are outlined in the DMV Modernization IT ABC Form

Assumptions/Constraints

1. Included fully hosted and supported infrastructure (servers, databases etc) by Fast including High Availability and Disaster Recovery services.
2. The project will require full time involvement by agency business staff with authority to make decisions about how the agency will conduct business in the future. Individuals assigned the project stay 100% focused on the project for the duration of the assignment. The importance of this cannot be stressed enough.
3. Like all Fast engagements, the State will provide: project space and desks; workstations with appropriate software for all project team members with a FAST-provided minimum specification; training space and equipment; testing space and equipment; appropriate number of printers and copiers to support project team.