

From: [VILLANI David * OED](#)
To: [Mere Work](#)
Cc: [HOUSE Nameun * OED](#); [FRIESEN Lori L * OED](#); [Geoff Dailey](#)
Subject: RE: Quote for OED
Date: Wednesday, January 6, 2021 7:31:00 AM

Good morning Mere,

We are working on the number of credentials we would like to purchase. This discussion raised a couple of questions. I will be going back through the documentation you sent to see if I can answer them, but figured I'd also ask you in hopes of getting an answer faster than me reading in-between meetings.

- Credentials:
 - Do we pay for the credentials up front or as they are used?
 - If we pay upfront, at the end of the contract term, would OED get paid for the remainder of unused credentials?
 - If we pay upfront, is there any process or requirement for OED to request money paid for the unused credentials?
 - If we pay as we use them, do we pay for unused credentials?
 - Are we able to purchase more credentials if we use more than we anticipated?
 - Is there a penalty or additional fee for adding or exceeding the number of credentials?
- General:
 - Because we are purchasing through SHI, would SHI or ID.me send monthly invoices with the amount spent?
 - In the bit of reading I got in before the end of the day yesterday it looks like ID.me will be sending monthly invoices.
 - That being the case I assume we would also get something from SHI.
 - So a better question is, would ID.me send an invoice to both OED and SHI?

Thanks in advance
Dave Villani

From: Mere Work <mere.work@id.me>
Sent: Tuesday, January 5, 2021 7:59 AM
To: VILLANI David * OED <David.VILLANI@oregon.gov>
Cc: HOUSE Nameun * OED <Nameun.HOUSE@oregon.gov>; FRIESEN Lori L * OED <Lori.L.FRIESEN@oregon.gov>; Geoff Dailey <geoff.dailey@id.me>
Subject: Re: Quote for OED

Hi Dave-

Yes, X=confirmed successful credentials. The memo I sent you all a few weeks back lays out our licensing in-depth; the credentials are valid for 24 months from go-live (sometimes PO happens a significant amount of time before go-live), and there is no monthly minimum.

For example, if OED pre-purchases 200,000 licenses and goes live in Feb 2021, and then uses 150,000 over the year, the remaining 50,000 would be available until Feb 2023.

Thank you,

Mere Work

Senior Account Executive

Mobile: 703-712-3750

8280 Greensboro Dr Suite 800

McLean, VA, 22102

mere.work@id.me



On Tue, Jan 5, 2021 at 9:57 AM VILLANI David * OED <David.VILLANI@oregon.gov> wrote:

Thanks for the quick response Mere.

I interpret "X number of credentials" as confirmed ID's, is that correct? Also when we are determining how many to purchase, are we looking at a specific time frame like X per month?

Dave

From: Mere Work <mere.work@id.me>

Sent: Monday, January 4, 2021 4:42 PM

To: VILLANI David * OED <David.VILLANI@oregon.gov>

Cc: HOUSE Nameun * OED <Nameun.HOUSE@oregon.gov>; FRIESEN Lori L * OED <Lori.L.FRIESEN@oregon.gov>; Geoff Dailey <geoff.dailey@id.me>

Subject: Re: Quote for OED

Hi Dave!

Happy New Year to you and the OED team! We're excited to kick off 2021 with this project with you all. In order to accurately give SHI a quote, I need the number of verification credentials you will be purchasing.

While we do charge 2 different fees based on if the user is a new or returning (previously verified by ID.me) user, it's difficult to ascertain what percentage of your users will be pre-verified. All of our other partners have purchased X number of credentials, and then, in addition to daily/weekly reporting, we send monthly invoices that show how the credentials have been broken down between new issuances/network renewals. Does that make sense?

For the other items:

I've attached an example csv file and the integration guide, which contains step-by-step directions (we also go over this in-depth during an onboarding call). For the csv, the time stamp is set to UTC and the naming convention for the file is:
dme.credentials.MMDDYYYY.sequence.txt

- **Hosted Landing Page:** The banner image is 1300px X 450px and the logo is 60px X 60px (jpg or png preferred). Here are a few examples (please do not verify through them!): [Washington](#), [Georgia](#), [Indiana](#)
- **Help.ID.me Page:** We recommend creating an OED specific help page on [Help.ID.me](#). If you can provide the copy/images in word format we can easily add the page [here](#). North Dakota has received great feedback from claimants on their page, so we do recommend that specific one. Other states have also preferred to keep it very generic and point back to their own state FAQ page.

Please let me know if you have any questions.

Thank you,

Mere Work

Senior Account Executive

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McLean, VA, 22102

mere.work@id.me



On Mon, Jan 4, 2021 at 5:20 PM VILLANI David * OED <David.VILLANI@oregon.gov> wrote:

Hi Mere, I hope you had a good couple of holiday's. The Oregon Employment Department is looking forward to working with ID.me. We are would like to get our procurement process started and would like a quote provided through SHI. The quote would be for a State landing page, per match cost (new and existing ID), and a statement of work. If there is more you need to generate the quote, just let us know. I have include Nameun from procurement and Lori who will be our project manager.

I also receive some additional questions from our IT shop. What method/s does ID.me use to send us results? I believe you told us SFTP but I wanted to verify. When possible, they would also like a sample file or file layout so we can start setting our systems up internally to process the file.

Thanks in advance

Dave Villani

Operations and Policy Analyst

Oregon Employment Department

(503) 947-1356

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