

RFP# 202102021 - eProcurement Solution and Services	
Cost Proposal Workbook - FULL SOLUTION IMPLEMENTATION	
Bidder's Name:	Deloitte Consulting LLP

Instructions: The Fixed Pricing is to reflect contracting for the IMPLEMENTATION and SOFTWARE of a full eProcurement Solution as identified in Sections A thru F of the RFP for the specifically identified Scenarios on this Tab.

1. In the tables below Bidders must provide the firm, fixed prices in each yellow shaded cell that corresponds to the detail listed in each table. Bidders are to provide prices for the three identified scenarios which reflect the concepts of small, medium and large States. There are separate sets of tables for each scenario and bidders must provide complete responses for each scenario.

2. In Table A, Bidders must provide the overall pricing breakdown and labor hours of what is included to deliver a comprehensive eProcurement Solution that meets the requirements detailed in the RFP and RTM. The prices must include the licensing and maintenance costs, implementation costs for deployment, and the costs for on-going operations and support of the implemented Solution. The costs in this table reflect the total **Final Cost** values in Tables B-D which have had the proposed discount (Tab 2) applied.

3. In Table B, Bidders must provide the total hours, costs, and discounted **Final Costs** as per the relevant proposed discount identified on "Tab 2. Complete Solution Discount" for the proposed approach to implement the eProcurement Solution. It must include all associated costs to implement each workflow functionality, integrations, conversion from existing State systems, staffing and support services, etc. as described in each Scenario.

4. In Table C, Bidders must provide pricing details for the Licensing and Maintenance proposed for each workstream/module, integration, and applications that meet the requirements of this RFP. The discount **Final Costs** represents applying the relevant proposed discount from "Tab 2. Complete Solution Discount" to the Total.

5. In Table D, Bidders must provide pricing details for the proposed Managed Services to meet the requirements described in Section F of the RFP. The discounted Final Costs represents applying the relevant proposed discount from "Tab 2. Full Solution Discount" to the Total.

6. In Table E, Bidders must document all assumptions that are reflected in the proposed Pricing

SCENARIOS	
Scope Common to all Scenarios	• 24 month implementation period • Suppliers managed through eProcurement Solution • State provides dedicated Project Team including Project Sponsor, Project Manager, Functional Lead, Technical Lead, SMEs, Testers, Trainers and technical staff for the state side of integration programming. • Implementation Services provided include - o Integration/Interface to on-premise Finance system > PeopleSoft 9.2 > Real-time integration points to Finance - Supplier accounts, create/update (eProcurement solution is system of record) - Requisitions - Purchase Orders/Change Orders - Invoice 'Ok to Pay' > Batch interface points - Chart of Accounts values from Finance - Receiving to Finance - o Organizational Change Management Services - o Training Services > Contractor delivered End User training for 25% of scenario user count > 'Train the Trainer' training for 10 State staff > Supplier training through 20 live webinars - o Help Desk Services: Full end user support, State and Supplier • Managed Services provided include - o Solution Support - o Additional Help Desk Services; as described above for 6 months after go-live of final solution component
Scenario I - Large State	GDP: \$700 Billion Spend: \$8 Billion/year Population: 11 Million State Employees: 125,000 User Count: 1,250 Buyers, 11,250 End Users Suppliers: 100,000 with 60,000 to be converted from the Finance System during implementation. Contracts: 1,000 Central Procurement Office issued, 2500 Agency issued. Data conversion of basic data from the Finance System during implementation for all Contracts. Solicitations: 2,400/year Catalogs: 1000 Hosted, 100 Punchouts with no catalogs to be converted from the Finance System during implementation. Purchase Orders: 400,000 issued/year Invoices: 600,000/year
Scenario II - Medium State	GDP: \$300 Billion Spend: \$4 Billion/year Population: 6 Million State Employees: 70,000 User Count: 700 Buyers, 6,300 End Users Suppliers: 75,000 with 35,000 to be converted from the Finance System during implementation. Contracts: 800 Central Procurement Office issued, 2000 Agency issued. Data conversion of basic data from the Finance System during implementation for all Contracts. Solicitations: 1,600/year Catalogs: 1000 Hosted, 80 Punchouts with no catalogs to be converted from the Finance System during implementation. Purchase Orders: 150,000 issued/year Invoices: 225,000/year
Scenario III - Small State	GDP: \$100 Billion Spend: \$2 Billion/year Population: 3 Million State Employees: 50,000 User Count: 500 Buyers, 4,500 End Users Suppliers: 50,000 with 35,000 to be converted from the Finance System during implementation. Contracts: 500 Central Procurement Office issued, 1500 Agency issued. Data conversion of basic data from the Finance System during implementation for all Contracts. Solicitations: 1,000/year Catalogs: 500 Hosted, 80 Punchouts with no catalogs to be converted from the Finance System during implementation. Purchase Orders: 80,000 issued/year Invoices: 105,000/year

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<other item for vendor input (optional)>											\$ -
<other item for vendor input (optional)>											\$ -
TOTAL	\$ 11,783,419.27	\$ 5,646,462.60	\$ 4,094,017.75	\$ 4,085,366.35	\$ 4,082,361.77	\$ 4,178,254.19	\$ 4,175,460.61	\$ 4,184,044.62	\$ 4,193,053.99	\$ 4,316,667.95	\$ 50,739,109.09

B. Solution Implementation Costs - Distribute over Years 1 & 2

Note: "Final Costs" values should equal the "Total" values for Solution Implementation in Table A.

	Year 1		Year 2		Totals			
	Hours	Costs	Hours	Costs	Hours	Costs	Discount (%)	Final Costs
Workflow Costs:								
Supplier Portal	1672	\$ 340,393.49	176	\$ 35,830.89	1848	\$ 376,224.38	20.00%	\$ 300,979.50
Supplier Enablement/Management	1672	\$ 340,393.49	176	\$ 35,830.89	1848	\$ 376,224.38	20.00%	\$ 300,979.50
Buyer Portal	3025	\$ 615,843.49	374	\$ 76,140.65	3399	\$ 691,984.14	20.00%	\$ 553,587.31
Need Identification	3025	\$ 615,843.49	374	\$ 76,140.65	3399	\$ 691,984.14	20.00%	\$ 553,587.31
Request through Pay	3025	\$ 615,843.49	374	\$ 76,140.65	3399	\$ 691,984.14	20.00%	\$ 553,587.31
Catalog Capability	3025	\$ 615,843.49	374	\$ 76,140.65	3399	\$ 691,984.14	20.00%	\$ 553,587.31
Sourcing/Bid Management	4477	\$ 911,448.37	374	\$ 76,140.65	4851	\$ 987,589.02	20.00%	\$ 790,071.22
Contract Management	4477	\$ 911,448.37	374	\$ 76,140.65	4851	\$ 987,589.02	20.00%	\$ 790,071.22
Vendor Performance	2112	\$ 429,970.73			2112	\$ 429,970.73	20.00%	\$ 343,976.58
Purchasing/Data Analytics	1386	\$ 282,168.29	198	\$ 40,309.76	1584	\$ 322,478.05	20.00%	\$ 257,982.44
Integration to Finance System	6600	\$ 1,343,658.53	1100	\$ 223,943.09	7700	\$ 1,567,601.62	20.00%	\$ 1,254,081.30
<other item for vendor input (optional)>					0	\$ -	20.00%	\$ -
<other item for vendor input (optional)>					0	\$ -	20.00%	\$ -
<other item for vendor input (optional)>					0	\$ -	20.00%	\$ -
Supporting Services:								
Project Initiation	361	\$ 73,494.05	54	\$ 10,993.57	415	\$ 84,487.62	20.00%	\$ 67,590.10
Project Management	3247	\$ 661,039.28	483	\$ 98,331.37	3730	\$ 759,370.65	20.00%	\$ 607,496.52
Change Management	6512	\$ 1,325,743.08	1056	\$ 214,985.36	7568	\$ 1,540,728.44	20.00%	\$ 1,232,582.75
Training Services	4400	\$ 895,772.35	1100	\$ 223,943.09	5500	\$ 1,119,715.44	20.00%	\$ 895,772.35
Catalog Support Services					0	\$ -	20.00%	\$ -
Help Desk Services (Costs for period from contract award through 6 months following 'Go Live')					0	\$ -	20.00%	\$ -
On-site System Stabilization Support			3465	\$ 705,420.73	3465	\$ 705,420.73	20.00%	\$ 564,336.58
<other item for vendor input (optional)>					0	\$ -	20.00%	\$ -
<other item for vendor input (optional)>					0	\$ -	20.00%	\$ -
<other item for vendor input (optional)>					0	\$ -	20.00%	\$ -
<other item for vendor input (optional)>					0	\$ -	20.00%	\$ -
Total		\$ 9,978,903.99		\$ 2,046,432.65		\$ 12,025,336.64	20.00%	\$ 9,620,269.31

C. Annual Licensing Costs including Maintenance>Note: Unlimited users and "Final Costs" values should equal the "Total" values for Annual Licensing & Maintenance in Table A.)

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total	Discount (%)	Final Costs
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Supplier Portal												\$ -	25.00%	\$ -
Supplier Enablement/Management												\$ -	25.00%	\$ -
Buyer Portal												\$ -	25.00%	\$ -
Need Identification												\$ -	25.00%	\$ -
Request through Pay												\$ -	25.00%	\$ -
Catalog Capability												\$ -	25.00%	\$ -
Sourcing/Bid Management												\$ -	25.00%	\$ -
Contract Management												\$ -	25.00%	\$ -
Vendor Performance												\$ -	25.00%	\$ -
Purchasing/Data Analytics												\$ -	25.00%	\$ -
Integration												\$ -	25.00%	\$ -
Mobile Applications												\$ -	25.00%	\$ -
Price is total bundled solution	\$ 5,067,061.44	\$ 5,069,306.83	\$ 5,072,856.11	\$ 5,075,845.74	\$ 5,075,845.74	\$ 5,329,638.03	\$ 5,329,638.03	\$ 5,329,638.03	\$ 5,329,638.03	\$ 5,329,638.03	\$ 5,329,638.03	\$ 52,009,106.01	25.00%	\$ 39,006,829.51
<other item for vendor input (optional)>												\$ -	25.00%	\$ -
<other item for vendor input (optional)>												\$ -	25.00%	\$ -
<other item for vendor input (optional)>												\$ -	25.00%	\$ -
TOTAL	\$5,067,061.44	\$5,069,306.83	\$5,072,856.11	\$5,075,845.74	\$5,075,845.74	\$5,329,638.03	\$5,329,638.03	\$5,329,638.03	\$5,329,638.03	\$5,329,638.03	\$5,329,638.03	\$52,009,106.01	25.00%	\$39,006,829.51

D. Managed Services Support Costs(Note: "Total" values should equal the "Final Costs" values for Managed ServicesSupport in Table A.)

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total	Discount (%)	Final Costs
On-site System Stabilization Support											\$ -	20.00%	\$ -
Catalog Support Services	\$ -	\$ 259,170.45	\$ 361,719.59	\$ 348,102.55	\$ 344,346.83	\$ 226,282.08	\$ 222,790.11	\$ 233,520.12	\$ 244,781.83	\$ 256,610.44	\$ 2,497,324.00	20.00%	\$ 1,997,859.20
Third Party Licensing (e.g. NIGP Codes)											\$ -	20.00%	\$ -
Transition Out Assistance Services										\$ 142,688.84	\$ 142,688.84	20.00%	\$ 114,151.07
<other item for vendor input (optional)>											\$ -	20.00%	\$ -
<other item for vendor input (optional)>											\$ -	20.00%	\$ -
<other item for vendor input (optional)>											\$ -	20.00%	\$ -
<other item for vendor input (optional)>											\$ -	20.00%	\$ -
<other item for vendor input (optional)>											\$ -	20.00%	\$ -
TOTAL	\$ -	\$ 259,170.45	\$ 361,719.59	\$ 348,102.55	\$ 344,346.83	\$ 226,282.08	\$ 222,790.11	\$ 233,520.12	\$ 244,781.83	\$ 399,299.28	\$ 2,640,012.84	20.00%	\$ 2,112,010.27

***E. Assumptions**

Helpdesk Services support will be provided through Coupa premium services; the associated cost is covered in the Annual Licensing Costs including Maintenance

Transition out assistance services will be provided at the closure of our existing contract. It is a one-time charge provided either at the year 5 or year 10.

There is no third party licensing cost required as a part of the managed services

On-site stabilization support will be provided immediately after the go-live. Such services will be rendered by the implementation services team and the total cost is provided in row 60

Annual licensing cost is provided as bundled cost; a la carte pricing by workstream will be provided upon request after a scoping/discovery session.

Coupa offers flexible infrastructure hosting & disaster recovery options in PCI-DSS, HIPAA or FedRAMP compliant data centers. Pricing for these additional options will be provided upon request

Resources from the Lead State and Participating Entities are required to support the implementation.

Off-shore resources will be utilized and deployed to support implementation and managed services upon the confirmation and approval from the Lead State or Participating Entities

Master data cleansing is not included in implementation and managed services estimates

SCENARIO II - MEDIUM STATE PRICING

A. Overall Cost Proposal (The all-in-costs necessary to provide an eProcurement Solution that meet the mandatory requirements of the RFP and is a total of the values in Tables B-D)

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Solution Implementation Costs	\$ 6,899,440.79	\$ 373,690.53									\$ 7,273,131.32
Annual Licensing/Maintenance Costs	\$ 2,743,376.10	\$ 2,744,591.78	\$ 2,746,513.41	\$ 2,748,132.04	\$ 2,748,132.04	\$ 2,885,538.64	\$ 2,885,538.64	\$ 2,885,538.64	\$ 2,885,538.64	\$ 2,885,538.64	\$ 28,158,438.56
Managed Services Support Costs	\$ -	\$ 157,255.99	\$ 161,077.49	\$ 152,548.54	\$ 152,960.34	\$ 154,610.65	\$ 150,545.06	\$ 157,800.08	\$ 165,416.84	\$ 249,513.83	\$ 1,501,728.82
<other item for vendor input (optional)>											\$ -
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<other item for vendor input (optional)>											\$ -
<other item for vendor input (optional)>											\$ -
<other item for vendor input (optional)>											\$ -
<other item for vendor input (optional)>											\$ -
TOTAL	\$ 9,642,816.89	\$ 3,275,538.30	\$ 2,907,590.90	\$ 2,900,680.58	\$ 2,901,092.38	\$ 3,040,149.29	\$ 3,036,083.69	\$ 3,043,338.72	\$ 3,050,955.48	\$ 3,135,052.47	\$ 36,933,298.70

B. Solution Implementation Costs - Distribute over Years 1 & 2

Note: "Final Costs" values should equal the "Total" values for Solution Implementation in Table A .

	Year 1		Year 2		Totals			
	Hours	Costs	Hours	Costs	Hours	Costs	Discount (%)	Final Costs
Workstream Costs:								
Supplier Portal	1408	\$ 308,198.37			1408	\$ 308,198.37	20.00%	\$ 246,558.70
Supplier Enablement/Management	1408	\$ 308,198.37			1408	\$ 308,198.37	20.00%	\$ 246,558.70
Buyer Portal	2244	\$ 491,191.15			2244	\$ 491,191.15	20.00%	\$ 392,952.92
Need Identification	2244	\$ 491,191.15			2244	\$ 491,191.15	20.00%	\$ 392,952.92
Request through Pay	2244	\$ 491,191.15			2244	\$ 491,191.15	20.00%	\$ 392,952.92
Catalog Capability	2244	\$ 491,191.15			2244	\$ 491,191.15	20.00%	\$ 392,952.92
Sourcing/Bid Management	2937	\$ 642,882.54			2937	\$ 642,882.54	20.00%	\$ 514,306.03
Contract Management	2937	\$ 642,882.54			2937	\$ 642,882.54	20.00%	\$ 514,306.03
Vendor Performance	1584	\$ 346,723.17			1584	\$ 346,723.17	20.00%	\$ 277,378.54
Purchasing/Data Analytics	1188	\$ 260,042.38			1188	\$ 260,042.38	20.00%	\$ 208,033.90
Integration to Finance System	6050	\$ 1,324,289.87			6050	\$ 1,324,289.87	20.00%	\$ 1,059,431.90
<other item for vendor input (optional)>					0	\$ -	20.00%	\$ -
<other item for vendor input (optional)>					0	\$ -	20.00%	\$ -
<other item for vendor input (optional)>					0	\$ -	20.00%	\$ -
Supporting Services:								
Project Initiation	322	\$ 70,482.87			322	\$ 70,482.87	20.00%	\$ 56,386.30
Project Management	2899	\$ 634,564.68			2899	\$ 634,564.68	20.00%	\$ 507,651.74
Change Management	4224	\$ 924,595.11			4224	\$ 924,595.11	20.00%	\$ 739,676.09
Training Services	4400	\$ 963,119.91			4400	\$ 963,119.91	20.00%	\$ 770,495.93
Catalog Support Services					0	\$ -	20.00%	\$ -

<i>Help Desk Services</i> (Costs for period from contract award through 6 months following 'Go Live')					0	\$ -	20.00%	\$ -
On-site System Stabilization Support	1067	\$ 233,556.58	2134	\$ 467,113.16	3201	\$ 700,669.74	20.00%	\$ 560,535.79
<other item for vendor input (optional)>					0	\$ -	20.00%	\$ -
<other item for vendor input (optional)>					0	\$ -	20.00%	\$ -
<other item for vendor input (optional)>					0	\$ -	20.00%	\$ -
<other item for vendor input (optional)>					0	\$ -	20.00%	\$ -
Total		\$ 8,624,300.99		\$ 467,113.16		\$ 9,091,414.15	20.00%	\$ 7,273,131.32

C. Annual Licensing Costs including Maintenance(Note: Unlimited users and "Final Costs" values should equal the "Total" values for Annual Licensing & Maintenance in Table A.)

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total	Discount (%)	Final Costs
<i>Supplier Portal</i>											\$ -	25.00%	\$ -
<i>Supplier Enablement/Management</i>											\$ -	25.00%	\$ -
<i>Buyer Portal</i>											\$ -	25.00%	\$ -
<i>Need Identification</i>											\$ -	25.00%	\$ -
<i>Request through Pay</i>											\$ -	25.00%	\$ -
<i>Catalog Capability</i>											\$ -	25.00%	\$ -
<i>Sourcing/Bid Management</i>											\$ -	25.00%	\$ -
<i>Contract Management</i>											\$ -	25.00%	\$ -
<i>Vendor Performance</i>											\$ -	25.00%	\$ -
<i>Purchasing/Data Analytics</i>											\$ -	25.00%	\$ -
<i>Integration</i>											\$ -	25.00%	\$ -
<i>Mobile Applications</i>											\$ -	25.00%	\$ -
Price is total bundled solution	\$ 3,657,834.80	\$ 3,659,455.71	\$ 3,662,017.88	\$ 3,664,176.05	\$ 3,664,176.05	\$ 3,847,384.85	\$ 3,847,384.85	\$ 3,847,384.85	\$ 3,847,384.85	\$ 3,847,384.85	\$ 37,544,584.74	25.00%	\$ 28,158,438.56
<other item for vendor input (optional)>											\$ -	25.00%	\$ -
<other item for vendor input (optional)>											\$ -	25.00%	\$ -
<other item for vendor input (optional)>											\$ -	25.00%	\$ -
TOTAL	\$3,657,834.80	\$3,659,455.71	\$3,662,017.88	\$3,664,176.05	\$3,664,176.05	\$3,847,384.85	\$3,847,384.85	\$3,847,384.85	\$3,847,384.85	\$3,847,384.85	\$37,544,584.74	25.00%	\$28,158,438.56

D. Managed Services Support Costs (Note: "Total" values should equal the "Final Costs" values for Managed ServicesSupport in Table A.)

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total	Discount (%)	Final Costs
<i>On-site System Stabilization Support</i>											\$ -	20.00%	\$ -
<i>Catalog Support Services</i>	\$ -	\$ 196,569.99	\$ 201,346.86	\$ 190,685.68	\$ 191,200.43	\$ 193,263.31	\$ 188,181.32	\$ 197,250.10	\$ 206,771.05	\$ 216,766.39	\$ 1,782,035.13	20.00%	\$ 1,425,628.10
<i>Third Party Licensing (e.g. NIGP Codes)</i>											\$ -	20.00%	\$ -
<i>Transition Out Assistance Services</i>										\$ 95,125.90	\$ 95,125.90	20.00%	\$ 76,100.72
<other item for vendor input (optional)>											\$ -	20.00%	\$ -
<other item for vendor input (optional)>											\$ -	20.00%	\$ -
<other item for vendor input (optional)>											\$ -	20.00%	\$ -
<other item for vendor input (optional)>											\$ -	20.00%	\$ -
<other item for vendor input (optional)>											\$ -	20.00%	\$ -
TOTAL	\$ -	\$ 196,569.99	\$ 201,346.86	\$ 190,685.68	\$ 191,200.43	\$ 193,263.31	\$ 188,181.32	\$ 197,250.10	\$ 206,771.05	\$ 311,892.29	\$ 1,877,161.03	20.00%	\$ 1,501,728.82

E. Assumptions
Helpdesk Services support will be provided through Coupa premium services; the associated cost is covered in the Annual Licensing Costs including Maintenance
Transition out assistance services will be provided at the closure of our existing contract. It is a one-time charge provided either at the year 5 or year 10.
There is no third party licensing cost required as a part of the managed services
On-site stabilization support will be provided immediately after the go-live. Such services will be rendered by the implementation services team and the total cost is provided in row 60
Annual licensing cost is provided as bundled cost; a la carte pricing by workstream will be provided upon request after a scoping/discovery session.
Coupa offers flexible infrastructure hosting & disaster recovery options in PCI-DSS, HIPAA or FedRAMP compliant data centers. Pricing for these additional options will be provided upon request
Resources from the Lead State and Participating Entities are required to support the implementation.
Off-shore resources will be utilized and deployed to support implementation and managed services upon the confirmation and approval from the Lead State or Participating Entities
Master data cleansing is not included in implementation and managed services estimates

SCENARIO III - SMALL STATE PRICING											
A. Overall Cost Proposal (The all-in-costs necessary to provide an eProcurement Solution that meet the mandatory requirements of the RFP and is a total of the values in Tables B-D)											
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Solution Implementation Costs	\$ 5,052,335.42	\$ -									\$ 5,052,335.42
Annual Licensing/Maintenance Costs	\$ 2,320,608.11	\$ 2,321,636.48	\$ 2,323,261.94	\$ 2,324,631.13	\$ 2,324,631.13	\$ 2,440,862.69	\$ 2,440,862.69	\$ 2,440,862.69	\$ 2,440,862.69	\$ 2,440,862.69	\$ 23,819,082.17
Managed Services Support Costs	\$ 35,027.34	\$ 153,109.69	\$ 153,109.69	\$ 144,242.13	\$ 145,736.37	\$ 148,169.54	\$ 149,543.95	\$ 156,748.93	\$ 164,313.13	\$ 210,304.58	\$ 1,460,305.34
<other item for vendor input (optional)>											\$ -
<other item for vendor input (optional)>											\$ -
<other item for vendor input (optional)>											\$ -
<other item for vendor input (optional)>											\$ -
<other item for vendor input (optional)>											\$ -
<other item for vendor input (optional)>											\$ -
TOTAL	\$ 7,407,970.86	\$ 2,474,746.13	\$ 2,476,371.63	\$ 2,468,873.26	\$ 2,470,367.50	\$ 2,589,032.23	\$ 2,590,406.64	\$ 2,597,611.61	\$ 2,605,175.81	\$ 2,651,167.26	\$ 30,331,722.92
B. Solution Implementation Costs - Distribute over Years 1 & 2 Note: "Final Costs" values should equal the "Total" values for Solution Implementation in Table A .											
Workstream Costs:	Year 1		Year 2		Totals						
	Hours	Costs	Hours	Costs	Hours	Costs	Discount (%)	Final Costs			
Supplier Portal	1056	\$ 304,052.28			1056	\$ 304,052.28	20.00%	\$ 243,241.82			
Supplier Enablement/Management	1056	\$ 304,052.28			1056	\$ 304,052.28	20.00%	\$ 243,241.82			
Buyer Portal	1188	\$ 342,058.82			1188	\$ 342,058.82	20.00%	\$ 273,647.06			
Need Identification	1188	\$ 342,058.82			1188	\$ 342,058.82	20.00%	\$ 273,647.06			
Request through Pay	1188	\$ 342,058.82			1188	\$ 342,058.82	20.00%	\$ 273,647.06			
Catalog Capability	1188	\$ 342,058.82			1188	\$ 342,058.82	20.00%	\$ 273,647.06			
Sourcing/Bid Management	1188	\$ 342,058.82			1188	\$ 342,058.82	20.00%	\$ 273,647.06			
Contract Management	1188	\$ 342,058.82			1188	\$ 342,058.82	20.00%	\$ 273,647.06			
Vendor Performance	1056	\$ 304,052.28			1056	\$ 304,052.28	20.00%	\$ 243,241.82			
Purchasing/Data Analytics					0	\$ -	20.00%	\$ -			

Integration to Finance System	2816	\$ 810,806.08			2816	\$ 810,806.08	20.00%	\$ 648,644.86
<other item for vendor input (optional)>					0	\$ -	20.00%	\$ -
<other item for vendor input (optional)>					0	\$ -	20.00%	\$ -
<other item for vendor input (optional)>					0	\$ -	20.00%	\$ -
Supporting Services:								
Project Initiation	170	\$ 48,947.81			170	\$ 48,947.81	20.00%	\$ 39,158.25
Project Management	1533	\$ 441,394.08			1533	\$ 441,394.08	20.00%	\$ 353,115.26
Change Management	3168	\$ 912,156.84			3168	\$ 912,156.84	20.00%	\$ 729,725.47
Training Services	1760	\$ 506,753.80			1760	\$ 506,753.80	20.00%	\$ 405,403.04
Catalog Support Services					0	\$ -	20.00%	\$ -
Help Desk Services (Costs for period from contract award through 6 months following IGo Live)					0	\$ -	20.00%	\$ -
On-site System Stabilization Support	2191	\$ 630,850.90			2191	\$ 630,850.90	20.00%	\$ 504,680.72
<other item for vendor input (optional)>					0	\$ -	20.00%	\$ -
<other item for vendor input (optional)>					0	\$ -	20.00%	\$ -
<other item for vendor input (optional)>					0	\$ -	20.00%	\$ -
<other item for vendor input (optional)>					0	\$ -	20.00%	\$ -
Total		\$ 6,315,419.27		\$ -		\$ 6,315,419.27	20.00%	\$ 5,052,335.42

C. Annual Licensing Costs including Maintenance (Note: Unlimited users and "Final Costs" values should equal the "Total" values for Annual Licensing & Maintenance in Table A.)

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total	Discount (%)	Final Costs
Supplier Portal											\$ -	25.00%	\$ -
Supplier Enablement/Management											\$ -	25.00%	\$ -
Buyer Portal											\$ -	25.00%	\$ -
Need Identification											\$ -	25.00%	\$ -
Request through Pay											\$ -	25.00%	\$ -
Catalog Capability											\$ -	25.00%	\$ -
Sourcing/Bid Management											\$ -	25.00%	\$ -
Contract Management											\$ -	25.00%	\$ -
Vendor Performance											\$ -	25.00%	\$ -
Purchasing/Data Analytics											\$ -	25.00%	\$ -
Integration											\$ -	25.00%	\$ -
Mobile Applications											\$ -	25.00%	\$ -
Price is total bundled solution	\$ 3,094,144.14	\$ 3,095,515.26	\$ 3,097,682.59	\$ 3,099,508.17	\$ 3,099,508.17	\$ 3,254,483.58	\$ 3,254,483.58	\$ 3,254,483.58	\$ 3,254,483.58	\$ 3,254,483.58	\$ 31,758,776.23	25.00%	\$ 23,819,082.17
<other item for vendor input (optional)>											\$ -	25.00%	\$ -
<other item for vendor input (optional)>											\$ -	25.00%	\$ -
<other item for vendor input (optional)>											\$ -	25.00%	\$ -
TOTAL	\$3,094,144.14	\$3,095,515.26	\$3,097,682.59	\$3,099,508.17	\$3,099,508.17	\$3,254,483.58	\$3,254,483.58	\$3,254,483.58	\$3,254,483.58	\$3,254,483.58	\$31,758,776.23	25.00%	\$23,819,082.17

D. Managed Services Support Costs (Note: "Total" values should equal the "Final Costs" values for Managed ServicesSupport in Table A.)

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total	Discount (%)	Final Costs
--	--------	--------	--------	--------	--------	--------	--------	--------	--------	---------	-------	--------------	-------------

On-site System Stabilization Support												\$ -	20.00%	\$ -
Catalog Support Services	\$ 43,784.17	\$ 191,387.11	\$ 191,387.11	\$ 180,302.66	\$ 182,170.46	\$ 185,211.93	\$ 186,929.94	\$ 195,936.16	\$ 205,391.41	\$ 215,317.77	\$ 1,777,818.72	20.00%	\$ 1,422,254.98	
Third Party Licensing (e.g. NIGP Codes)											\$ -	20.00%	\$ -	
Transition Out Assistance Services										\$ 47,562.95	\$ 47,562.95	20.00%	\$ 38,050.36	
<other item for vendor input (optional)>											\$ -	20.00%	\$ -	
<other item for vendor input (optional)>											\$ -	20.00%	\$ -	
<other item for vendor input (optional)>											\$ -	20.00%	\$ -	
<other item for vendor input (optional)>											\$ -	20.00%	\$ -	
<other item for vendor input (optional)>											\$ -	20.00%	\$ -	
TOTAL	\$ 43,784.17	\$ 191,387.11	\$ 191,387.11	\$ 180,302.66	\$ 182,170.46	\$ 185,211.93	\$ 186,929.94	\$ 195,936.16	\$ 205,391.41	\$ 262,880.72	\$ 1,825,381.67	20.00%	\$ 1,460,305.34	

E. Assumptions

Helpdesk Services support will be provided through Coupa premium services; the associated cost is covered in the Annual Licensing Costs including Maintenance

Transition out assistance services will be provided at the closure of our existing contract. It is a one-time charge provided either at the year 5 or year 10.

There is no third party licensing cost required as a part of the managed services

On-site stabilization support will be provided immediately after the go-live. Such services will be rendered by the implementation services team and the total cost is provided in row 60

Annual licensing cost is provided as bundled cost; a la carte pricing by workstream will be provided upon request after a scoping/discovery session.

Coupa offers flexible infrastructure hosting & disaster recovery options in PCI-DSS, HIPAA or FedRAMP compliant data centers. Pricing for these additional options will be provided upon request

Resources from the Lead State and Participating Entities are required to support the implementation.

Off-shore resources will be utilized and deployed to support implementation and managed services upon the confirmation and approval from the Lead State or Participating Entities

Master data cleansing is not included in implementation and managed services estimates

Instructions: The Discount is to reflect contracting for the IMPLEMENTATION and SOFTWARE of a full eProcurement Solution as identified in Sections A thru F of the RFP.

1. In Table A, Bidders must provide a minimum discount percentages off the Bidder's commercially published price list for all current and future solution modules and services that will be available through award of a contract from this RFP. Bidders will not be precluded from providing deeper or additional discounts at their sole discretion at the time they enter into an agreement with a Participating Entity from the Contract that results from this RFP.
2. In Table B, Bidders must list the currently available Solution modules and identify annual licensing prices that will be in place on the closing date of the RFP. At a minimum the list of modules must include modules proposed to meet the requirements of the RFP. Any other solution modules that are available but may not have been identified as necessary to meet the requirements of the RFP should be listed as well. Awarded Contractors will have the opportunity to update and refresh their respective price list annually.
3. In Table C, Bidders must list the currently available services that Bidder can provide and identify pricing details. At a minimum details must be provided for the Implementation and Managed Services as required in Section F of the RFP. Any other services that are available but may not have been identified as necessary to meet the requirements of the RFP should be listed as well. It is understood that each Bidder will have their own pricing models/schedules for these Services. As such Bidders may revise Table C as necessary to provide their pricing model details.
4. In Table D, Bidders must document all assumptions that are reflected in the proposed Pricing.

A. Minimum Discount Percentage

	Discount (%)
Solution Implementation Services	20.00%
Annual Licensing/Maintenance	25.00%
Managed Services Support	20.00%

B. Price List by Solution Workstream

Workstream	Solution Module/Tool Name	License Price	Pricing Comments/Details
Supplier Portal			
Supplier Enablement/Management			

Buyer Portal			
Need Identification			
Request through Pay			
Catalog Capability			
Sourcing/Bid Management			
Contract Management			
Vendor Performance			
Purchasing/Data Analytics			
Integration to Finance System			
Integration to Finance System Data Warehouse			
Existing Systems Replacement/Conversion			
Large State - Price is the total bundled solution (Year One before discount)		\$ 5,067,061.44	Annual licensing cost is provided as bundled cost; a la carte pricing by workstream will be provided upon request after a scoping/discovery session.
Medium State - Price is the total bundled solution (Year One before discount)		\$ 3,657,834.80	Annual licensing cost is provided as bundled cost; a la carte pricing by workstream will be provided upon request after a scoping/discovery session.
Small State - Price is the total bundled solution (Year One before discount)		\$ 3,094,144.14	Annual licensing cost is provided as bundled cost; a la carte pricing by workstream will be provided upon request after a scoping/discovery session.

C. Services	
	Pricing Details
Implementation Services	The Implementation approach is based on the assumption's provided for the Large, Medium, and Small state scenario's – see detail in tab 1. Full Solution Fixed Price
Managed Services	The Managed Service approach is based on the assumption's provided for the Large, Medium, and Small state scenario's – see detail in tab 1. Full Solution Fixed Price
<other item for vendor input (optional)>	
<other item for vendor input (optional)>	
<other item for vendor input (optional)>	

D. Assumptions
Helpdesk Services support will be provided through Coupa premium services; the associated cost is covered in the Annual Licensing Costs including Maintenance
Transition out assistance services will be provided at the closure of our existing contract. It is a one-time charge provided either at the year 5 or year 10.
There is no third party licensing cost required as a part of the managed services
On-site stabilization support will be provided immediately after the go-live. Such services will be rendered by the implementation services team and the total cost is provided in row 60
Annual licensing cost is provided as bundled cost; a la carte pricing by workstream will be provided upon request after a scoping/discovery session.
Resources from the Lead State and Participating Entities are required to support the implementation.
Off-shore resources will be utilized and deployed to support implementation and managed services upon the confirmation and approval from the Lead State or Participating Entities
Master data cleansing is not included in implementation and managed services estimates
<insert rows for additional Assumptions>

Hourly Rate Card Pricing
Instructions:
1. In Table A, Bidders must provide a minimum discount percentage off that will be applied the Bidder's commercially published Hourly Rate Card price list. Bidders will not be precluded from providing deeper or additional discounts at their sole discretion at the time they enter into an agreement with a Participating Entity from the Contract that results from this RFP. Awarded Contractors will have the opportunity to update and refresh their respective Rate Card price list annually.
2. In Table B, Bidders must provide their commercially published Hourly Rate Card price list that will be available through award of a contract from this RFP for services that may be provided on an as needed, if needed basis in support of a Full eProcurement Solution implementation. There is no guaranteed minimum or maximum amount of the contractor's services that may be required under the contract. Hourly Rate Card pricing shall include all travel expenses. Bidders must utilize the pre-listed Personnel Classifications where appropriate but should indicate "N/A" in Year 1 when the specific classification is not provided by the Bidder. Any other personnel classifications available should be added as well. In the associated blue cell, Bidders must provide a detailed description detailing the role and skills of the classification. In the yellow cells, the bidder must provide the hourly rate for the Personnel Classification identified in the adjoining blue cell.
3. In Table C, the Discounted Hourly Rates for each identified Personnel Classification will be calculated based on the Discount identified in Table A and the associated rates in Table B.
4. In Table D, Bidders must document any specific assumptions associated with the listed Personnel Classifications and associated Rate Card pricing.

A. Minimum Discount Percentage		
		Discount (%)
Rate Card Discount		5.00%

B. Price List Rate Card by Personnel Classification											
		List Price - Hourly Rate									
Personnel Classification	Classification Description	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Management/Leadership											
Senior Executive	Responsible for the overall management and progress of on-going efforts. Interfaces with senior government representatives. Able to enter into binding decisions on behalf of the company.	\$ 331.87	\$ 341.83	\$ 352.08	\$ 362.64	\$ 373.53	\$ 384.74	\$ 396.28	\$ 408.17	\$ 420.41	\$ 433.02
Program Manager/Unit Lead	Oversees a broad range of management activities over the entire organization, including strategic planning, capital planning and investment control, workforce planning, policy and standards development, resource management, knowledge management, architecture and infrastructure planning and management, auditing and information security management.	\$ 321.85	\$ 331.51	\$ 341.45	\$ 351.69	\$ 362.24	\$ 373.11	\$ 384.29	\$ 395.82	\$ 407.69	\$ 419.93
Technical Architect/SME	Establishes the overall vision and strategy for solution implementation. Provides overall guidance and oversight for the development of the solution architecture. Provides guidance and oversight of the architecture designs of the architectural team for compliance and providing supervision and direction to staff.	\$ 315.15	\$ 324.60	\$ 334.34	\$ 344.37	\$ 354.69	\$ 365.34	\$ 376.29	\$ 387.58	\$ 399.21	\$ 411.19
Project Manager	Responsible for the overall management of specific task orders. Assists the Program Manager in working with government management personnel.	\$ 311.28	\$ 320.62	\$ 330.24	\$ 340.15	\$ 350.35	\$ 360.85	\$ 371.67	\$ 382.82	\$ 394.31	\$ 406.14
Operations Lead Manager	Responsible for the daily management of work being done towards a specific task, as outlined in the task order.	\$ 264.08	\$ 272.01	\$ 280.17	\$ 288.57	\$ 297.22	\$ 306.14	\$ 315.32	\$ 324.78	\$ 334.53	\$ 344.56

Functional Lead/Manager	Responsible for the overall management of specific task orders. Assists the Program Manager in working with government management personnel.	\$ 289.71	\$ 298.40	\$ 307.35	\$ 316.57	\$ 326.06	\$ 335.84	\$ 345.92	\$ 356.29	\$ 366.98	\$ 377.99
Senior Security Executive	Responsible for maintaining the safety and security of the organization's systems and network database to prevent unauthorized access and avoid data breaches. Oversees the development of the overall security plan; acts as the executive committee member to review overall security risk exposure and sign off on the risk mitigation plan.	\$ 331.87	\$ 341.83	\$ 352.08	\$ 362.64	\$ 373.53	\$ 384.74	\$ 396.28	\$ 408.17	\$ 420.41	\$ 433.02
Technical Architect/SME-Offshore	Establishes the overall vision and strategy for solution implementation. Provides overall guidance and oversight for the development of the solution architecture. Provides guidance and oversight of the architecture designs of the architectural team for compliance and providing supervision and direction to staff.	\$ 185.93	\$ 191.51	\$ 197.25	\$ 203.17	\$ 209.26	\$ 215.54	\$ 222.00	\$ 228.66	\$ 235.53	\$ 242.59
<other item for vendor input (optional)>											
Change Management											
Change Management Lead	Responsible for developing the overall OCM Strategy and driving the development of various OCM deliverables that may include but not limited to stakeholder assessment, leadership engagement and action plan, communication plan and strategy; utilize Deloitte's change management tools like ChangeScout to secure stakeholder support and end-user buy-ins to a eProcurement implementation	\$ 311.28	\$ 320.62	\$ 330.24	\$ 340.15	\$ 350.35	\$ 360.85	\$ 371.67	\$ 382.82	\$ 394.31	\$ 406.14
Process Change Analyst	Provides support to process improvement and reengineering projects. May conduct research in current methodologies and principles. Supports the preparation of deliverables.	\$ 205.94	\$ 212.12	\$ 218.48	\$ 225.04	\$ 231.79	\$ 238.75	\$ 245.91	\$ 253.28	\$ 260.88	\$ 268.72
Communications/Change Mgmt. SME	Supports implementation, transition, or transfer of existing programs. Experience developing and disseminating internal and external communications.	\$ 289.71	\$ 298.40	\$ 307.35	\$ 316.57	\$ 326.06	\$ 335.84	\$ 345.92	\$ 356.29	\$ 366.98	\$ 377.99
Training Lead/Manager	Manages administrative activities, such as manpower and resource planning, and oversees procedures and processes while providing supervision and direction to training staff. Responsible for developing the overall training strategy and support training plan that includes training audience segmentation, curriculum planning and utilize various training media to optimize end user training output.	\$ 226.66	\$ 233.46	\$ 240.46	\$ 247.67	\$ 255.11	\$ 262.76	\$ 270.64	\$ 278.76	\$ 287.12	\$ 295.73
Training Delivery Consultant	Uses knowledge of system and business process while working with SME staff to develop curriculums. Creates documentation to be presented to the trainees. Knowledgeable on how to design and configure processes and users for training delivery. Uses developed curriculum and documentation to provide training to future systems users in instructor lead sessions.	\$ 185.06	\$ 190.61	\$ 196.33	\$ 202.22	\$ 208.28	\$ 214.54	\$ 220.97	\$ 227.60	\$ 234.43	\$ 241.46

Process Change Analyst-Offshore	Provides support to process improvement and reengineering projects. May conduct research in current methodologies and principles. Supports the preparation of deliverables.	\$ 105.40	\$ 108.58	\$ 111.81	\$ 115.17	\$ 118.62	\$ 122.18	\$ 125.84	\$ 129.62	\$ 133.51	\$ 137.51
Communications/Change Mgmt. SME-Offshore	Supports implementation, transition, or transfer of existing programs. Experience developing and disseminating internal and external communications.	\$ 130.57	\$ 134.48	\$ 138.52	\$ 142.67	\$ 146.96	\$ 151.37	\$ 155.91	\$ 160.58	\$ 165.40	\$ 170.36
Training Delivery Consultant-Offshore	Uses knowledge of system and business process while working with SME staff to develop curriculums. Creates documentation to be presented to the trainees. Knowledgeable on how to design and configure processes and users for training delivery. Uses developed curriculum and documentation to provide training to future systems users in instructor lead sessions.	\$ 62.93	\$ 64.81	\$ 66.78	\$ 68.76	\$ 70.82	\$ 72.95	\$ 75.14	\$ 77.39	\$ 79.72	\$ 82.11
<other item for vendor input (optional)>											
Specialist/Support											
Business Analyst	Supports the functional development associated with change requests prioritized for system updates and its corresponding legacy system retirement efforts. Assists with documentation such as functional designs, user story collection, and backlogging of requirements.	\$ 194.92	\$ 200.77	\$ 206.79	\$ 212.99	\$ 219.38	\$ 225.96	\$ 232.74	\$ 239.72	\$ 246.91	\$ 254.32
Strategic Sourcing Analyst	Conducts the evaluation and implementation of tools available to improve strategic sourcing, bid evaluation, and optimization capabilities.	\$ 185.06	\$ 190.61	\$ 196.33	\$ 202.22	\$ 208.28	\$ 214.54	\$ 220.97	\$ 227.60	\$ 234.43	\$ 241.46
Technical Architect	Provides architecture analysis and recommendations to include the software, hardware, and communications to support the total requirements as well as providing for present and future cross-functional requirements and interfaces.	\$ 264.08	\$ 272.01	\$ 280.17	\$ 288.57	\$ 297.22	\$ 306.14	\$ 315.32	\$ 324.78	\$ 334.53	\$ 344.56

Programmer/Developer	Creates and/or maintains operating systems, communications software, database packages, compilers, assemblers, and utility programs. Demonstrated experience and abilities in more than one programming language and operating system.	\$ 142.16	\$ 146.42	\$ 150.81	\$ 155.34	\$ 160.00	\$ 164.80	\$ 169.75	\$ 174.84	\$ 180.08	\$ 185.48
Jr Programmer/Developer	Creates and/or maintains operating systems, communications software, database packages, compilers, assemblers, and utility programs.	\$ 110.95	\$ 114.27	\$ 117.71	\$ 121.23	\$ 124.87	\$ 128.62	\$ 132.48	\$ 136.46	\$ 140.56	\$ 144.78
Security Specialist	Analyzes and defines Security Requirements for security issues on software and system implementations. Responsible for designing, developing, engineering, and implementing solutions for security requirements. Designs and executes test plans, and designs system security procedures.	\$ 295.38	\$ 304.24	\$ 313.37	\$ 322.77	\$ 332.45	\$ 342.42	\$ 352.69	\$ 363.27	\$ 374.17	\$ 385.39
Security Administrator	Serves as the expert on cybersecurity protection, detection response and recovery. Manages a unified security operations team and incident command structure in coordination with various teams during incident response. Supports a range of security operation duties including analysis and response, monitoring/triaging events and analyzing/working incidents, manage security operations center, and focused operations.	\$ 248.11	\$ 255.55	\$ 263.21	\$ 271.11	\$ 279.24	\$ 287.62	\$ 296.25	\$ 305.14	\$ 314.29	\$ 323.73
System Analyst	Provide guidance and direction to support relocation of IT infrastructure, as required	\$ 116.05	\$ 119.54	\$ 123.13	\$ 126.82	\$ 130.62	\$ 134.54	\$ 138.57	\$ 142.73	\$ 147.01	\$ 151.42

Performance Expert	Conducts end-to-end system security, user, and performance testing on solutions to identify bugs and defects. Develops test plans, methodologies, activities, procedures, and results. Assists in the development of the test plan, activities, procedures, and results.	\$ 195.66	\$ 201.54	\$ 207.58	\$ 213.81	\$ 220.22	\$ 226.83	\$ 233.63	\$ 240.64	\$ 247.86	\$ 255.29
Quality Assurance Manager	Establishes and maintains a process for evaluating software and associated documentation while determining the resources required for quality control. Implements process for evaluating the quality of work performed as assessed against the functional, technical and performance requirements of the contract. Manages resources required for quality control.	\$ 226.66	\$ 233.46	\$ 240.46	\$ 247.67	\$ 255.11	\$ 262.76	\$ 270.64	\$ 278.76	\$ 287.12	\$ 295.73
Technical Writer	Creates all documentation required such as Standard Operating Procedures (SOPs), Concepts of Operations (CONOPS,) etc. Gathers related content from technical teams and repositories. Constructs outlines and storyboards consistent with product message and technical objectives. Authors content consistent with technical writing best practices.	\$ 100.39	\$ 103.40	\$ 106.51	\$ 109.71	\$ 113.00	\$ 116.39	\$ 119.88	\$ 123.48	\$ 127.19	\$ 131.00
Test Lead/Manager	Manages administrative activities, such as manpower and resource planning, and oversees procedures and processes while providing supervision and direction to Test/Quality Control staff. Responsible for developing the overall testing plan including UAT and integration testing, defining testing entry and exit criteria, leading test reporting and coordinating with functional leads for defect resolutions.	\$ 195.66	\$ 201.54	\$ 207.58	\$ 213.81	\$ 220.22	\$ 226.83	\$ 233.63	\$ 240.64	\$ 247.86	\$ 255.29
Tester	Follows scripts and test plans to execute unit and process testing to ensure system works as specified and quality controls are being met.	\$ 100.39	\$ 103.40	\$ 106.51	\$ 109.71	\$ 113.00	\$ 116.39	\$ 119.88	\$ 123.48	\$ 127.19	\$ 131.00

Help Desk Process Expert	Has overall responsibility for help desk operations associated with the identification, prioritization and resolution of reported problems. Ensures that all phases of help desk support are properly coordinated, monitored, logged, tracked, and resolved appropriately. Provides daily supervision and direction to staff that are responsible for user support.	\$ 116.05	\$ 119.54	\$ 123.13	\$ 126.82	\$ 130.62	\$ 134.54	\$ 138.57	\$ 142.73	\$ 147.01	\$ 151.42
Help Desk Process Analyst	Responsible for help desk operations associated with the identification, prioritization and resolution of reported problems. Provides Phone support through the use of Scripts and help desk tools.	\$ 79.05	\$ 81.42	\$ 83.86	\$ 86.38	\$ 88.97	\$ 91.64	\$ 94.39	\$ 97.22	\$ 100.14	\$ 103.14
Senior Business Analyst	Leads the functional and development teams by managing timelines, resolving roadblocks, and organizing resources through agile methodology. Designs enhanced reporting capabilities, user interfaces for data sharing, and leads change requests.	\$ 252.97	\$ 260.58	\$ 268.38	\$ 276.43	\$ 284.73	\$ 293.26	\$ 302.06	\$ 311.13	\$ 320.46	\$ 330.07
Lead Security Specialist	Analyzes and defines security requirements for security issues on software and system implementations. Responsible for designing, developing, engineering, and implementing solutions for security requirements. Advises clients on current trends in system security. Provides guidance on system security procedures.	\$ 321.21	\$ 330.84	\$ 340.77	\$ 350.99	\$ 361.52	\$ 372.36	\$ 383.53	\$ 395.03	\$ 406.88	\$ 419.09
Lead Security Specialist-Offshore	Analyzes and defines security requirements for security issues on software and system implementations. Responsible for designing, developing, engineering, and implementing solutions for security requirements. Advises clients on current trends in system security. Provides guidance on system security procedures.	\$ 203.95	\$ 210.08	\$ 216.37	\$ 222.86	\$ 229.55	\$ 236.43	\$ 243.53	\$ 250.83	\$ 258.36	\$ 266.11

Security Analyst	Assists with research, develop, implement, test, and review of the organization's information security in order to protect information and prevent unauthorized access. Supports a range of security duties including, provide support for proposing, coordinating, implementing, and enforcing information systems security policies, standards, and methodologies. Maintains operational security posture and assists with the management of security aspects of information systems and perform day-to-day security operations of the system. Manages changes to the system and assesses the security impact of those changes.	\$ 194.92	\$ 200.77	\$ 206.79	\$ 212.99	\$ 219.38	\$ 225.96	\$ 232.74	\$ 239.72	\$ 246.91	\$ 254.32
Security Analyst-Offshore	Assists with research, develop, implement, test, and review of the organization's information security in order to protect information and prevent unauthorized access. Supports a range of security duties including, provide support for proposing, coordinating, implementing, and enforcing information systems security policies, standards, and methodologies. Maintains operational security posture and assists with the management of security aspects of information systems and perform day-to-day security operations of the system. Manages changes to the system and assesses the security impact of those changes.	\$ 92.71	\$ 95.48	\$ 98.35	\$ 101.29	\$ 104.34	\$ 107.46	\$ 110.68	\$ 114.00	\$ 117.42	\$ 120.95
Junior Security Analyst	Supports user management systems, provisioning user accounts and troubleshooting security issues. Assists in user access provisioning, documenting system security plans and system assessment plans, and preparing reports and impact analyses for software releases.	\$ 185.16	\$ 190.72	\$ 196.44	\$ 202.34	\$ 208.41	\$ 214.66	\$ 221.11	\$ 227.74	\$ 234.57	\$ 241.61
Quality Assurance Analyst	Supports the establishment and maintenance of processes for evaluating software and associated documentation while determining the resources required for quality control. Implements process for evaluating the quality of work performed as assessed against the functional, technical and performance requirements of the contract.	\$ 153.25	\$ 157.85	\$ 162.59	\$ 167.46	\$ 172.48	\$ 177.66	\$ 182.99	\$ 188.48	\$ 194.14	\$ 199.96
Business Analyst-Offshore	Supports the functional development associated with change requests prioritized for system updates and its corresponding legacy system retirement efforts. Assists with documentation such as functional designs, user story collection, and backlogging of requirements.	\$ 42.47	\$ 43.75	\$ 45.06	\$ 46.41	\$ 47.80	\$ 49.23	\$ 50.71	\$ 52.23	\$ 53.80	\$ 55.41

Strategic Sourcing Analyst-Offshore	Conducts the evaluation and implementation of tools available to improve strategic sourcing, bid evaluation, and optimization capabilities.	\$ 53.48	\$ 55.08	\$ 56.74	\$ 58.44	\$ 60.20	\$ 62.01	\$ 63.87	\$ 65.79	\$ 67.77	\$ 69.80
Technical Architect-Offshore	Provides architecture analysis and recommendations to include the software, hardware, and communications to support the total requirements as well as providing for present and future cross-functional requirements and interfaces.	\$ 105.11	\$ 108.20	\$ 111.52	\$ 114.86	\$ 118.31	\$ 121.85	\$ 125.51	\$ 129.27	\$ 133.15	\$ 137.14
Programmer/Developer-Offshore	Creates and/or maintains operating systems, communications software, database packages, compilers, assemblers, and utility programs. Demonstrated experience and abilities in more than one programming language and operating system.	\$ 62.93	\$ 64.81	\$ 66.76	\$ 68.76	\$ 70.82	\$ 72.95	\$ 75.14	\$ 77.39	\$ 79.72	\$ 82.11
Jr Programmer/Developer-Offshore	Creates and/or maintains operating systems, communications software, database packages, compilers, assemblers, and utility programs.	\$ 53.48	\$ 55.08	\$ 56.74	\$ 58.44	\$ 60.20	\$ 62.01	\$ 63.87	\$ 65.79	\$ 67.77	\$ 69.80
Security Specialist-Offshore	Analyzes and defines Security Requirements for security issues on software and system implementations. Responsible for designing, developing, engineering, and implementing solutions for security requirements. Designs and executes test plans, and designs system security procedures.	\$ 148.33	\$ 152.78	\$ 157.36	\$ 162.07	\$ 166.94	\$ 171.95	\$ 177.11	\$ 182.42	\$ 187.89	\$ 193.54

Security Administrator-Offshore	Serves as the expert on cybersecurity protection, detection response and recovery. Manages a unified security operations team and incident command structure in coordination with various teams during incident response. Supports a range of security operation duties including analysis and response, monitoring/triaging events and analyzing/working incidents, manage security operations center, and focused operations.	\$ 117.42	\$ 120.95	\$ 124.58	\$ 128.32	\$ 132.17	\$ 136.14	\$ 140.22	\$ 144.43	\$ 148.77	\$ 153.23
System Analyst-Offshore	Provide guidance and direction to support relocation of IT infrastructure, as required	\$ 42.47	\$ 43.75	\$ 45.06	\$ 46.41	\$ 47.80	\$ 49.23	\$ 50.71	\$ 52.23	\$ 53.80	\$ 55.41
Performance Expert-Offshore	Conducts end-to-end system security, user, and performance testing on solutions to identify bugs and defects. Develops test plans, methodologies, activities, procedures, and results. Assists in the development of the test plan, activities, procedures, and results.	\$ 105.11	\$ 108.26	\$ 111.52	\$ 114.86	\$ 118.31	\$ 121.85	\$ 125.51	\$ 129.27	\$ 133.15	\$ 137.14
Quality Assurance Manager-Offshore	Establishes and maintains a process for evaluating software and associated documentation while determining the resources required for quality control. Implements process for evaluating the quality of work performed as assessed against the functional, technical and performance requirements of the contract. Manages resources required for quality control.	\$ 105.11	\$ 108.26	\$ 111.52	\$ 114.86	\$ 118.31	\$ 121.85	\$ 125.51	\$ 129.27	\$ 133.15	\$ 137.14
Technical Writer-Offshore	Creates all documentation required such as Standard Operating Procedures (SOPs), Concepts of Operations (CONOPS,) etc. Gathers related content from technical teams and repositories. Constructs outlines and storyboards consistent with product message and technical objectives. Authors content consistent with technical writing best practices.	\$ 53.48	\$ 55.08	\$ 56.74	\$ 58.44	\$ 60.20	\$ 62.01	\$ 63.87	\$ 65.79	\$ 67.77	\$ 69.80

[illegible]

<other item for vendor input (optional)>											
<other item for vendor input (optional)>											

C. Discounted Price List Rate Card by Personnel Classification											
Discounted Hourly Rate											
Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10		
\$ 315.28	\$ 324.74	\$ 334.48	\$ 344.51	\$ 354.85	\$ 365.50	\$ 376.47	\$ 387.76	\$ 399.39	\$ 411.37		
\$ 305.76	\$ 314.93	\$ 324.38	\$ 334.11	\$ 344.13	\$ 354.45	\$ 365.08	\$ 376.03	\$ 387.31	\$ 398.93		
\$ 299.39	\$ 308.37	\$ 317.62	\$ 327.15	\$ 336.96	\$ 347.07	\$ 357.48	\$ 368.20	\$ 379.25	\$ 390.63		
\$ 295.72	\$ 304.59	\$ 313.73	\$ 323.14	\$ 332.83	\$ 342.81	\$ 353.09	\$ 363.68	\$ 374.59	\$ 385.83		
\$ 250.88	\$ 258.41	\$ 266.16	\$ 274.14	\$ 282.36	\$ 290.83	\$ 299.55	\$ 308.54	\$ 317.80	\$ 327.33		
\$ 275.22	\$ 283.48	\$ 291.98	\$ 300.74	\$ 309.76	\$ 319.05	\$ 328.62	\$ 338.48	\$ 348.63	\$ 359.09		
\$ 315.28	\$ 324.74	\$ 334.48	\$ 344.51	\$ 354.85	\$ 365.50	\$ 376.47	\$ 387.76	\$ 399.39	\$ 411.37		
\$ 176.63	\$ 181.93	\$ 187.39	\$ 193.01	\$ 198.80	\$ 204.76	\$ 210.90	\$ 217.23	\$ 223.75	\$ 230.46		
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
\$ 295.72	\$ 304.59	\$ 313.73	\$ 323.14	\$ 332.83	\$ 342.81	\$ 353.09	\$ 363.68	\$ 374.59	\$ 385.83		
\$ 195.64	\$ 201.51	\$ 207.56	\$ 213.79	\$ 220.20	\$ 226.81	\$ 233.61	\$ 240.62	\$ 247.84	\$ 255.28		
\$ 275.22	\$ 283.48	\$ 291.98	\$ 300.74	\$ 309.76	\$ 319.05	\$ 328.62	\$ 338.48	\$ 348.63	\$ 359.09		
\$ 215.33	\$ 221.79	\$ 228.44	\$ 235.29	\$ 242.35	\$ 249.62	\$ 257.11	\$ 264.82	\$ 272.76	\$ 280.94		
\$ 175.81	\$ 181.08	\$ 186.51	\$ 192.11	\$ 197.87	\$ 203.81	\$ 209.92	\$ 216.22	\$ 222.71	\$ 229.39		
\$ 100.13	\$ 103.13	\$ 106.22	\$ 109.41	\$ 112.69	\$ 116.07	\$ 119.55	\$ 123.14	\$ 126.83	\$ 130.63		
\$ 124.04	\$ 127.76	\$ 131.59	\$ 135.54	\$ 139.61	\$ 143.80	\$ 148.11	\$ 152.55	\$ 157.13	\$ 161.84		
\$ 59.78	\$ 61.57	\$ 63.42	\$ 65.32	\$ 67.28	\$ 69.30	\$ 71.38	\$ 73.52	\$ 75.73	\$ 78.00		
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
\$ 185.17	\$ 190.73	\$ 196.45	\$ 202.34	\$ 208.41	\$ 214.66	\$ 221.10	\$ 227.73	\$ 234.56	\$ 241.60		
\$ 175.81	\$ 181.08	\$ 186.51	\$ 192.11	\$ 197.87	\$ 203.81	\$ 209.92	\$ 216.22	\$ 222.71	\$ 229.39		
\$ 250.88	\$ 258.41	\$ 266.16	\$ 274.14	\$ 282.36	\$ 290.83	\$ 299.55	\$ 308.54	\$ 317.80	\$ 327.33		
\$ 135.05	\$ 139.10	\$ 143.27	\$ 147.57	\$ 152.00	\$ 156.56	\$ 161.26	\$ 166.10	\$ 171.08	\$ 176.21		
\$ 105.40	\$ 108.56	\$ 111.82	\$ 115.17	\$ 118.63	\$ 122.19	\$ 125.86	\$ 129.64	\$ 133.53	\$ 137.54		
\$ 280.61	\$ 289.03	\$ 297.70	\$ 306.63	\$ 315.83	\$ 325.30	\$ 335.06	\$ 345.11	\$ 355.46	\$ 366.12		
\$ 235.70	\$ 242.77	\$ 250.05	\$ 257.55	\$ 265.28	\$ 273.24	\$ 281.44	\$ 289.88	\$ 298.58	\$ 307.54		
\$ 110.25	\$ 113.56	\$ 116.97	\$ 120.48	\$ 124.09	\$ 127.81	\$ 131.64	\$ 135.59	\$ 139.66	\$ 143.85		
\$ 185.88	\$ 191.46	\$ 197.20	\$ 203.12	\$ 209.21	\$ 215.49	\$ 221.95	\$ 228.61	\$ 235.47	\$ 242.53		
\$ 215.33	\$ 221.79	\$ 228.44	\$ 235.29	\$ 242.35	\$ 249.62	\$ 257.11	\$ 264.82	\$ 272.76	\$ 280.94		
\$ 95.37	\$ 98.23	\$ 101.18	\$ 104.22	\$ 107.35	\$ 110.57	\$ 113.89	\$ 117.31	\$ 120.83	\$ 124.45		
\$ 185.88	\$ 191.46	\$ 197.20	\$ 203.12	\$ 209.21	\$ 215.49	\$ 221.95	\$ 228.61	\$ 235.47	\$ 242.53		
\$ 95.37	\$ 98.23	\$ 101.18	\$ 104.22	\$ 107.35	\$ 110.57	\$ 113.89	\$ 117.31	\$ 120.83	\$ 124.45		
\$ 110.25	\$ 113.56	\$ 116.97	\$ 120.48	\$ 124.09	\$ 127.81	\$ 131.64	\$ 135.59	\$ 139.66	\$ 143.85		

OPTIONAL: Innovations, Value-Added Features/Services, Additional Services (Reference RFP sections A.4 and G)

Instructions:

In the table below, in the blue cells, the bidder must provide the name/title along with detail list of components (licensing, hardware/software maintenance, etc.) for proposed innovations, value-added features/services and additional services as described in Sections A.4 and G of the RFP. In the yellow cells, the bidder must provide the firm, fixed prices for the corresponding item.

Bidders must use the Assumptions table below to document any specific assumptions associated with each listed Innovation, Value-Added Feature/Service and Additional Service.

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
<Specify Name/Title>											
Supplier Enablement Services		\$ 309,941.07	\$ 324,050.03	\$ 338,877.55	\$ 183,259.04	\$ 95,932.35	\$ 12,928.38	\$ 13,544.93	\$ 14,192.32	\$ 14,872.05	\$ 1,307,597.72
AMS Support Service	\$ -	\$ 63,637.47	\$ 1,024,657.15	\$ 965,312.72	\$ 975,312.60	\$ 991,596.16	\$ 1,000,794.15	\$ 1,049,012.03	\$ 1,099,634.00	\$ 1,152,778.20	\$ 8,322,734.48
Additional Helpdesk services	\$ -	\$ 16,233.28	\$ 438,279.85	\$ 441,657.12	\$ 462,232.65	\$ 483,835.15	\$ 506,518.92	\$ 530,336.47	\$ 555,344.39	\$ 581,602.45	\$ 4,016,040.28
<other item for vendor input (optional)>											\$ -
<other item for vendor input (optional)>											\$ -
<other item for vendor input (optional)>											\$ -
TOTAL	\$ -	\$ 389,811.82	\$ 1,786,987.03	\$ 1,745,847.39	\$ 1,620,804.29	\$ 1,571,363.66	\$ 1,520,241.45	\$ 1,592,893.43	\$ 1,669,170.71	\$ 1,749,252.70	\$ 13,646,372.48

Assumptions

Additional AMS support services to be provided by Deloitte to offer a "white glove" ongoing on-site stabilization, release management, break fix support and other application managed services in addition to Coupa's premium support

Supplier enablement services will focus on existing supplier relationship maintenance and ongoing new supplier onboarding. This service will commence post the 6-month onsite stabilization support

Additional Helpdesk Services can be provided by Deloitte to offer a "white glove" level 1 - level 3 help desk support in addition to the premium support provided by Coupa

Off-shore resources will be utilized and deployed to support implementation and managed services upon the confirmation and approval from the Lead State or Participating Entities

Master data cleansing is not included in implementation and managed services estimates

<insert rows for additional Assumptions>