

RFP# 202102021 - eProcurement Solution and Services

Cost Proposal Workbook - *SERVICES ONLY*

INSTRUCTIONS FOR COMPLETING THE COST TABS:

1. The State of Maine intends to complete a separate cost evaluation which will be used to score proposals. Bidders must provide pricing as specified on the subsequent Tabs to meet the relevant specifications and requirements of the RFP.

2. This Cost Workbook contains four (4) additional Tabs for the bidder to use to indicate all proposed costs.

Tab 1: Services Only Fixed Pricing

Tab 2: Services Only Price Discount

Tab 3: Hourly Rate Card Pricing

Tab 4: Innov, Value-Adds, Addl Svc

3. Tab 4 is optional therefore may or not award as part of the contract.

4. Part V of the RFP explains how cost/pricing will be evaluated.

5. On each Tab the bidder may add (insert) rows for additional data as needed to provide the necessary costs details of the proposal.

6. Except where otherwise noted, the bidder must not reformat any part of this Workbook as any reformatting may be cause for rejection of the proposal.

7. The bidder must note that the "Total" cells of Tab contains pre-populated formulas and may need to be edited as a result of adding/inserting rows.

8. The bidder is responsible for the accuracy of all the information provided in the Workbook.

9. The bidder must not propose any per transaction fees or administrative fees to be paid by the State or the Vendors selling goods or services to the State.

RFP# 202102021 - eProcurement Solution and Services	
Cost Proposal Workbook - SERVICES ONLY	
Bidder's Name:	Deloitte Consulting LLP

Instructions: The Fixed Pricing is to reflect contracting ONLY for the SERVICES to implement and support either a full eProcurement Solution OR specific Workstream requirements as identified in Sections A, E and 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 in total the licensing and maintenance costs, implemetation 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 workstream 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 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. Complete Solution Discount" to the Total.
5. In Table D, Bidders must document all assumptions that are reflected in the proposed Pricing. Bidders proposing services only must identify the specific eProcurement solution(s) that the proposed services costs reflect.

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 - o On-site System Stabilization Support for 3 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 50,000 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, 1,500 Agency issued. Data conversion of basic data from the Finance System during implementation for all Contracts. Solicitations: 1,000/year Catalogs: 500 Hosted, 60 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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SCENARIO I - LARGE 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	\$ 3,244,758.94	\$ -									\$ 3,244,758.94		
Managed Services Support Costs	\$ 598,685.33	\$ 2,829,194.11	\$ 2,829,194.11	\$ 2,756,236.18	\$ 2,761,686.34	\$ 2,065,121.75	\$ 2,075,121.58	\$ 2,174,215.06	\$ 2,278,232.86	\$ 2,431,843.95	\$ 22,799,531.26		
<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	\$ 3,843,444.26	\$ 2,829,194.11	\$ 2,829,194.11	\$ 2,756,236.18	\$ 2,761,686.34	\$ 2,065,121.75	\$ 2,075,121.58	\$ 2,174,215.06	\$ 2,278,232.86	\$ 2,431,843.95	\$ 26,044,290.19		
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								
Workstream Costs:	Hours	Costs	Hours	Costs	Hours	Costs	Discount (%)	Final Costs					
Supplier Portal	1098	\$171,279.24			1098	\$ 171,279.24	20.00%	\$ 137,023.39					
Supplier Enablement/Management	2185	\$340,842.58			2185	\$ 340,842.58	20.00%	\$ 272,674.06					
Buyer Portal	1234	\$192,494.16			1234	\$ 192,494.16	20.00%	\$ 153,995.33					
Need Identification	832	\$129,785.37			832	\$ 129,785.37	20.00%	\$ 103,828.30					
Request through Pay	1913	\$298,412.75			1913	\$ 298,412.75	20.00%	\$ 238,730.20					
Catalog Capability	963	\$150,220.32			963	\$ 150,220.32	20.00%	\$ 120,176.26					
Sourcing/Bid Management	2587	\$403,551.37			2587	\$ 403,551.37	20.00%	\$ 322,841.10					
Contract Management	2455	\$382,960.42			2455	\$ 382,960.42	20.00%	\$ 306,368.34					
Vendor Performance	1098	\$171,279.24			1098	\$ 171,279.24	20.00%	\$ 137,023.39					
Purchasing/Data Analytics	826	\$128,849.41			826	\$ 128,849.41	20.00%	\$ 103,079.53					
Integration to Finance System	1918	\$299,192.71			1918	\$ 299,192.71	20.00%	\$ 239,354.17					
<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	697	\$108,726.44			697	\$ 108,726.44	20.00%	\$ 86,981.15					
Project Management	1287	\$200,761.74			1287	\$ 200,761.74	20.00%	\$ 160,609.39					
Change Management	2068	\$322,591.51			2068	\$ 322,591.51	20.00%	\$ 258,073.21					
Training Services	2622	\$409,011.09			2622	\$ 409,011.09	20.00%	\$ 327,208.87					
Catalog Support Services	1109	\$172,995.16			1109	\$ 172,995.16	20.00%	\$ 138,396.13					
Help Desk Services (Costs for period from contract award through 6 months following 'Go Live')	1109	\$172,995.16			1109	\$ 172,995.16	20.00%	\$ 138,396.13					
<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%	\$ -					
<other item for vendor input (optional)>					0	\$ -	20.00%	\$ -					
Total		\$ 4,055,948.67		\$ -	0	\$ 4,055,948.67	20.00%	\$ 3,244,758.94					
C. 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	\$78,310.66	\$361,719.59	\$361,719.59	\$348,102.55	\$344,346.83	\$226,282.08	\$222,790.11	\$233,520.12	\$244,781.83	\$256,610.44	\$ 2,678,183.80	20.00%	\$ 2,142,547.04
Third Party Licensing (e.g. NIGP Codes)											\$ -	20.00%	\$ -
Transition Out Assistance Services										\$55,461.54	\$ 55,461.54	20.00%	\$ 44,369.23
Solution Support	\$524,079.05	\$2,420,738.77	\$2,420,738.77	\$2,329,609.40	\$2,304,474.93	\$1,514,349.28	\$1,490,979.98	\$1,562,788.51	\$1,638,155.29	\$1,717,316.02	\$ 17,923,230.00	20.00%	\$ 14,338,584.00
Help Desk	\$145,966.95	\$754,034.28	\$754,034.28	\$767,583.27	\$803,286.16	\$840,770.83	\$880,131.88	\$921,460.19	\$964,853.95	\$1,010,416.94	\$ 7,842,538.73	20.00%	\$ 6,274,030.98

<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	\$	748,356.66	\$ 3,536,492.64	\$ 3,536,492.64	\$ 3,445,295.22	\$ 3,452,107.92	\$ 2,581,402.19	\$ 2,593,901.97	\$ 2,717,768.82	\$ 2,847,791.07	\$ 3,039,804.94	\$ 28,499,414.07	20.00%	\$ 22,799,531.26

*D. Assumptions

Transition may happen at year 5 or year 10.
Deloitte will utilize the support provided by SAP Ariba acquired by Participating Entity via the subscription services in addition to providing Deloitte helpdesk services.
The proposed price is based on the scope laid out for 3 scenarios in Exhibit 6. Any change in scope may lead to change in effort and price.
On-site System Stabilization Support is included in Implementation Services
Pricing assumes usage of Offshore resources are permissible

<Insert rows for additional Assumptions>

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	\$ 3,049,960.06	\$ -									\$ 3,049,960.06
Managed Services Support Costs	\$ 369,585.88	\$ 1,842,285.01	\$ 1,680,622.92	\$ 1,618,391.51	\$ 1,642,147.87	\$ 1,676,458.85	\$ 1,667,883.34	\$ 1,747,524.06	\$ 1,831,138.45	\$ 1,963,292.34	\$ 16,039,330.23
<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	\$ 3,419,545.94	\$ 1,842,285.01	\$ 1,680,622.92	\$ 1,618,391.51	\$ 1,642,147.87	\$ 1,676,458.85	\$ 1,667,883.34	\$ 1,747,524.06	\$ 1,831,138.45	\$ 1,963,292.34	\$ 19,089,290.29

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

Workstream Costs:	Year 1		Year 2		Totals			
	Hours	Costs	Hours	Costs	Hours	Costs	Discount (%)	Final Costs
Supplier Portal	1025	\$166,486.08			1025	\$ 166,486.08	20.00%	\$ 133,188.87
Supplier Enablement/Management	2112	\$343,042.54			2112	\$ 343,042.54	20.00%	\$ 274,434.03
Buyer Portal	1162	\$188,738.37			1162	\$ 188,738.37	20.00%	\$ 150,990.70
Need Identification	759	\$123,280.91			759	\$ 123,280.91	20.00%	\$ 98,624.73
Request through Pay	1840	\$298,862.82			1840	\$ 298,862.82	20.00%	\$ 239,090.26
Catalog Capability	890	\$144,558.65			890	\$ 144,558.65	20.00%	\$ 115,646.92
Sourcing/Bid Management	2515	\$408,500.00			2515	\$ 408,500.00	20.00%	\$ 326,800.00
Contract Management	2383	\$387,059.84			2383	\$ 387,059.84	20.00%	\$ 309,647.87
Vendor Performance	1025	\$166,486.08			1025	\$ 166,486.08	20.00%	\$ 133,188.87
Purchasing/Data Analytics	754	\$122,468.79			754	\$ 122,468.79	20.00%	\$ 97,975.03
Integration to Finance System	1846	\$299,837.37			1846	\$ 299,837.37	20.00%	\$ 239,869.90
<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	613	\$99,566.80			613	\$ 99,566.80	20.00%	\$ 79,653.44
Project Management	1178	\$191,337.18			1178	\$ 191,337.18	20.00%	\$ 153,069.74
Change Management	1408	\$228,695.03			1408	\$ 228,695.03	20.00%	\$ 182,956.02
Training Services	1890	\$306,984.09			1890	\$ 306,984.09	20.00%	\$ 245,587.28
Catalog Support Services	1036	\$168,272.76			1036	\$ 168,272.76	20.00%	\$ 134,618.21
Help Desk Services (Costs for period from contract award through 6 months following 'Go Live')	1036	\$168,272.76			1036	\$ 168,272.76	20.00%	\$ 134,618.21
<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%	\$ -
<other item for vendor input (optional)>					0	\$ -	20.00%	\$ -
Total		\$ 3,812,450.08		\$ -	0	\$ 3,812,450.08	20.00%	\$ 3,049,960.06

C. 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	\$45,559.84	\$201,346.86	\$201,346.86	\$190,685.68	\$191,200.43	\$193,263.31	\$188,181.32	\$197,250.10	\$206,771.05	\$216,766.39	\$ 1,832,371.84	20.00%	\$ 1,465,897.47
Third Party Licensing (e.g. NIGP Codes)											\$ -	20.00%	\$ -
Transition Out Assistance Services										\$55,461.54	\$ 55,461.54	20.00%	\$ 44,369.23
Solution Support	\$304,126.02	\$1,347,475.12	\$1,347,475.12	\$1,276,127.27	\$1,279,572.09	\$1,293,377.51	\$1,259,367.26	\$1,320,058.35	\$1,383,775.48	\$1,450,667.37	\$ 12,262,021.59	20.00%	\$ 9,809,617.27
Help Desk	\$112,296.49	\$754,034.28	\$551,956.67	\$556,176.44	\$581,912.32	\$608,932.74	\$637,305.60	\$667,096.62	\$698,376.53	\$731,220.13	\$ 5,899,307.82	20.00%	\$ 4,719,446.25
<other item for vendor input (optional)>											\$ -	20.00%	\$ -
<other item for vendor input (optional)>											\$ -	20.00%	\$ -
<other item for vendor input (optional)>											\$ -	20.00%	\$ -

*D. Assumptions
<i>Transition may happen at year 5 or year 10.</i>
<i>Deloitte will utilize the support provided by SAP Ariba acquired by Participating Entity via the subscription services in addition to providing Deloitte helpdesk services.</i>
<i>The proposed price is based on the scope laid out for 3 scenarios in Exhibit 6. Any change in scope may lead to change in effort and price.</i>
<i>On-site System Stabilization Support is included in Implementation Services</i>
<i>Pricing assumes usage of Offshore resources are permissible</i>
<insert rows for additional Assumptions>

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	\$ 2,907,188.55	\$ -									\$ 2,907,188.55
Managed Services Support Costs	\$ 358,720.92	\$ 1,616,046.70	\$ 1,616,046.70	\$ 1,551,211.98	\$ 1,583,281.62	\$ 1,623,600.85	\$ 1,656,857.02	\$ 1,736,097.43	\$ 1,819,291.51	\$ 1,951,004.09	\$ 15,512,158.80
<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	\$ 3,265,909.47	\$ 1,616,046.70	\$ 1,616,046.70	\$ 1,551,211.98	\$ 1,583,281.62	\$ 1,623,600.85	\$ 1,656,857.02	\$ 1,736,097.43	\$ 1,819,291.51	\$ 1,951,004.09	\$ 18,419,347.36

c. 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	\$43,784.16	\$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	\$ 1,777,818.71	20.00%	\$ 1,422,254.97
Third Party Licensing (e.g. NIGP Codes)											\$ -	20.00%	\$ -
Transition Out Assistance Services										\$55,461.54	\$ 55,461.54	20.00%	\$ 44,369.23
Solution Support	\$293,017.07	\$1,280,821.44	\$1,280,821.44	\$1,206,640.90	\$1,219,140.75	\$1,239,495.19	\$1,250,992.69	\$1,311,265.04	\$1,374,542.50	\$1,440,972.74	\$ 11,897,709.79	20.00%	\$ 9,518,167.81
Help Desk	\$111,599.91	\$547,849.82	\$547,849.82	\$552,071.41	\$577,790.82	\$604,793.94	\$633,148.64	\$662,920.59	\$694,180.48	\$727,003.06	\$ 5,659,208.49	20.00%	\$ 4,527,366.79
<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	\$ 448,401.15	\$ 2,020,058.37	\$ 2,020,058.37	\$ 1,939,014.97	\$ 1,979,102.03	\$ 2,029,501.06	\$ 2,071,071.27	\$ 2,170,121.79	\$ 2,274,114.39	\$ 2,438,755.11	\$ 19,390,198.51	20.00%	\$ 15,512,158.80

*D. Assumptions
Transition may happen at year 5 or year 10.

<insert rows for additional Assumptions>
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2. In Table B, Bidders must document all assumptions that are reflected in the proposed Pricing. Bidders proposing services only must identify the specific eProcurement solution(s) that the proposed services discount reflect.

A. Minimum Discount Percentage	
	Discount (%)
Solution Implementation Services	20.00%
Managed Services Support	20.00%

B. Assumptions

<insert rows for additional Assumptions>
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Hourly Rate Card Pricing

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	\$ 108.56	\$ 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	\$ 66.76	\$ 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	\$ 260.56	\$ 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	\$ 210.06	\$ 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	\$ 108.26	\$ 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
Test Lead/Manager-Offshore	Manages administrative activities, such as manpower and resource planning, and oversees procedures and processes while providing supervision and direction to Test/Quality Control staff. Conducts unit and process testing to ensure system in works as specified and quality controls are being met. Creates test scenarios and coordinates user acceptance testing.	\$ 62.93	\$ 64.81	\$ 66.76	\$ 68.76	\$ 70.82	\$ 72.95	\$ 75.14	\$ 77.39	\$ 79.72	\$ 82.11

Tester-Offshore	Follows scripts and test plans to execute unit and process testing to ensure system works as specified and quality controls are being met.	\$ 42.47	\$ 43.75	\$ 45.06	\$ 46.41	\$ 47.80	\$ 49.23	\$ 50.71	\$ 52.23	\$ 53.80	\$ 55.41
Help Desk Process Expert-Offshore	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.	\$ 53.48	\$ 55.08	\$ 56.74	\$ 58.44	\$ 60.20	\$ 62.01	\$ 63.87	\$ 65.79	\$ 67.77	\$ 69.80
Help Desk Process Analyst-Offshore	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.	\$ 42.47	\$ 43.75	\$ 45.06	\$ 46.41	\$ 47.80	\$ 49.23	\$ 50.71	\$ 52.23	\$ 53.80	\$ 55.41
<other item for vendor input (optional)>											
Other Resources (Specify)											
<other item for vendor input (optional)>											
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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		
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
\$ 296.72	\$ 304.59	\$ 313.73	\$ 323.14	\$ 332.83	\$ 342.81	\$ 353.09	\$ 363.68	\$ 374.59	\$ 385.83		
\$ 196.64	\$ 201.61	\$ 207.66	\$ 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		

D. Assumptions
<insert rows for additional Assumptions>

Instructions:
In the table below, in the blue cells, the bidder must provide the name/title along with detail list of proposed innovations, value-added 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 Service and Additional Service.

[illegible]