



Our focus is you

Proposal to serve the State of Maine and participating NASPO Entities

eProcurement Solutions and
Services

*Section IV: Cost Proposal
(File #4)*

*Category 2: Individual
Workstream Implementation
– SirionLabs*

August 4, 2021

kpmg.com



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Section IV: Cost Proposal (File #4)

Category 2: Individual Workstream Implementation

Exhibit 4. Cost Proposal
Workbook 2 - Individual
Workstream
Implementation

We have submitted **Exhibit 4. Cost Proposal Workbook 2 - Individual Workstream Implementation** in Excel as directed in Request for Proposal (RFP)# 202102021.

Section IV: Cost Proposal (File #4)

Category 2: Individual Workstream Implementation

Price lists

In addition to completing applicable tabs of the pricing workbook for any category for which a Bidder wishes to be considered for a contract award, Bidders must include in their proposal a current price list for the products and services in that category, on which the Bidder's response to the applicable cost scenarios must be based and to which the Bidder's identified minimum discount(s) shall apply. Any applicable opportunities for Contractors to revise price lists in the future shall only be made effective in accordance with any requirements set forth by the Lead State in Master Agreements. Minimum discounts shall be guaranteed for the term of the Master Agreement.

Considering the process of this Master Agreement, KPMG has provided optimal pricing along with a discount of up to 5% for implementation pricing as captured in our Cost Proposal Workbooks. However, based on the requirements and scope of requests that result from this Master Agreement, KPMG will work with the participating entities on the exact pricing discounts as applicable.

Contact

Dipan Karumsi

Principal

614-537-4575

dkarumsi@kpmg.com

www.kpmg.com

kpmg.com/socialmedia



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