



Certified Public Accountants & Business Consultants



Cost Proposal to Provide
Professional Services
to the

**INDIANA DEPARTMENT OF
ADMINISTRATION
ON BEHALF OF THE
STATE LOTTERY
COMMISSION OF INDIANA**

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RFP 24-75439

JUNE 28, 2023

Cost Proposal



Commitment to this Relationship

We are committed to developing a strong relationship with the Lottery. As part of our effort to building that relationship, we are committed to the following:

- All services are priced at a discount from our standard hourly rates.
- We will not charge the State for any out-of-pocket expenses. The fees presented should be considered all-inclusive amounts.
- We will work with the State throughout the year to identify risks and threats so that future annual assessments can be modified to address current risks and threats.

We recognize your desire for professional service providers who are not only highly qualified, but who are also cost-conscious about the work they perform. We are mindful that cost is always a consideration in selecting a professional services firm. We developed our fee estimates based on our current understanding of the services required and our strong desire to develop a long-term relationship with the State. If you have any questions or concerns about our estimates, we would appreciate the opportunity to discuss our estimates with you to provide further clarity about the value behind the numbers.

We propose a fixed fee for the effort, as detailed in this proposal of \$78,050.

Details from Attachment D are on the following page.

Billing Practices

Our billing philosophy is based on a simple premise – **No Surprises.**

We believe that strong client relationships require open and effective lines of communication. We never want our clients to feel hesitant about calling us because they are concerned about “the clock ticking.” An effective relationship also requires an attitude of fairness and a spirit of “give and take.” Accordingly, RubinBrown views routine telephone calls and short meetings to be part of our fee arrangement. For this purpose, we define “routine telephone calls and short meetings” as those that do not require extensive additional research or follow-up time. We work diligently to structure our work in the most cost-effective manner possible.

Price Correspondence

The proposed fees and breakdown in Attachment D generally correspond directly to the proposed services and assessment efforts. The Axon Advisors efforts, captured under “Weekly Progress Reports and Final Briefing with Lottery Staff” represent project coordination support occurring throughout the project.

RFP 24-75439 Security Controls Audit Services

Respondent's Team

Team Member's Name	Title	Team Member's Name	Title
Brandon Loeschner	Industry and QA Partner		
Rob Rudloff	Engagement Partner		
Mark Clark	Cyber Compliance Manager		
David Hendrickson	Technical Testing Lead		
Mal Hansen	Cyber Security Consultant		
Axon Advisors (Woman Owned)	BCP Specialist		
Moore Accounting (Minority Owned)	Draw Security Reviewer		
Bravia (SDVOB)	Physical Security Inspection		

LABOR COSTS

Deliverables/Tasks	Assigned Team Members	Number of Hours	Hourly Rate	Total Estimated Cost
Security Department Management, Duties and Procedures Audit	Rob Rudloff	2	\$ 300.00	\$ 600.00
	Mark Clark	10	\$ 250.00	\$ 2,500.00
	Mal Hansen	32	\$ 175.00	\$ 5,600.00
			\$ -	\$ -
Physical Security Audit	Rob Rudloff	2	\$ 300.00	\$ 600.00
	Bravia	24	\$ 175.00	\$ 4,200.00
			\$ -	\$ -
			\$ -	\$ -
Information Systems Security Audit	Rob Rudloff	2	\$ 300.00	\$ 600.00
	Mark Clark	24	\$ 250.00	\$ 6,000.00
	Mal Hansen	50	\$ 175.00	\$ 8,750.00
			\$ -	\$ -
Security Over Draw Game Drawings Audit	Rob Rudloff	2	\$ 300.00	\$ 600.00
	Moore Accounting	12	\$ 175.00	\$ 2,100.00
			\$ -	\$ -
			\$ -	\$ -
Business Continuity Planning Audit	Rob Rudloff	2	\$ 300.00	\$ 600.00
	Moore Accounting	24	\$ 175.00	\$ 4,200.00
			\$ -	\$ -
			\$ -	\$ -
Best-Practices Assessment of Lottery Practices Investigating Potential Fraud	Brandon Loeschner	8	\$ 300.00	\$ 2,400.00
	Mark Clark	8	\$ 250.00	\$ 2,000.00
			\$ -	\$ -
			\$ -	\$ -
Penetration testing of the Lottery network (ICS System, Wifi, Firewalls, SFTP workstations)	Rob Rudloff	2	\$ 300.00	\$ 600.00
	David Hendrickson	32	\$ 250.00	\$ 8,000.00
	Mal Hansen	70	\$ 175.00	\$ 12,250.00
			\$ -	\$ -
Vulnerability Scanning of Lottery Network devices	Rob Rudloff	2	\$ 300.00	\$ 600.00
	David Hendrickson	8	\$ 250.00	\$ 2,000.00
	Mal Hansen	20	\$ 175.00	\$ 3,500.00
			\$ -	\$ -
Weekly Progress Reports and Final Briefing with Lottery Staff	Rob Rudloff	2	\$ 300.00	\$ 600.00
	Mark Clark	2	\$ 250.00	\$ 500.00
	Axon Advisors	50	\$ 175.00	\$ 8,750.00
	David Hendrickson	2	\$ 250.00	\$ 500.00
Total Labor Costs				\$ 78,050.00

NON-LABOR COSTS

Equipment/Supplies	
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -
	\$ -

TOTAL BID AMOUNT

\$ 78,050.00