

CONFIDENTIAL

July 30, 2021

David Brandon-Friedman  
Senior Account Manager  
Indiana Department of Administration  
Procurement Division  
Room W468  
402 West Washington Street  
Indianapolis, IN 46204  
dbrandonfriedman@idoa.IN.gov

RE: Response to RFP Number 22-68200 for Cloud-Based Internal Control/Internal Audit Platform

Dear Mr. Friedman,

Deloitte & Touche LLP<sup>1</sup> (“Deloitte”, “We”, “Our”) is pleased to submit this proposal to provide Department of Revenue (DOR) a cloud-based application that will act as an internal control platform to facilitate and execute control identification, risk assessment, and testing of the controls. We are excited by the prospect of collaborating with you and we expect our response conveys our commitment to provide an industry-leading solution and highly specialized project resources in support of your requirements. We look forward to serving you to achieve optimum value for DOR.

We value our over 29 year relationship with the State of Indiana (State or Indiana) and our knowledge of the State’s policies, programs, and technologies allows our team to jump start the project. While our track record of successful projects within Indiana has been established, we look forward to continuing to grow that legacy with the opportunity to support this effort. We have carefully considered your requirements for the new cloud based internal control and internal audit platform and developed innovative and economical solution to meet DOR business requirements.

Our solution utilizes Workiva, a cloud platform for data collaboration, reporting, and compliance. The Workiva platform combines a flexible environment with a dynamic user-friendly interface enabling effortless adoption and simplifying complex work. It is for this reason that approximately 3,700 customers use the platform to standardize their audit and risk requirements, and financial reporting requirements. The Workiva platform supports a suite of integrated risk and financial reporting offerings including Audit Management, Internal Controls Management, Enterprise Risk Management, Policy and Procedures, and Connected Financial Reporting.

Our breadth of services and long experience designing and implementing integrated risk solutions for SOX compliance, internal audit management, policies and procedures, and enterprise risk management allows us to propose an in-depth approach and solution. Our proposed solution powered by Workiva meets the requirements identified in the RFP.



- Workiva offers a modern audit solution that connects risk and internal control information from across the enterprise to manage complex reporting and compliance processes
- With the Workiva platform, audit data is centralized and accessible in a flexible, scalable, and secure cloud environment
- Workiva platform is tailored to support the entire audit life cycle from the initial audit plan to final audit reports
- Powerful dashboards and reports offer insight into the status of audit engagement
- Workiva is FedRAMP Authorized at the moderate security impact level

<sup>1</sup> “Deloitte” means Deloitte & Touche LLP, a subsidiary of Deloitte LLP. Deloitte & Touche LLP shall be responsible for the services and its affiliates may provide additional resources. Please see [www.deloitte.com/us/about](http://www.deloitte.com/us/about) for a detailed description of our legal structure. Certain services may not be available to attest clients under the rules and regulations of public accounting.

Our team includes skilled professionals with the requisite blend of internal audit, risk management, and technology knowledge to bring a well-rounded view to the project. Our deep bench of professionals with experience in internal audit controllership, combined with full breadth of Workiva platform capabilities positions us as the leading vendor to support DOR in this journey.

**2.2.1 Agreement with Requirements listed in Section 1**

Deloitte & Touche LLP acknowledges understanding of the general information presented in Section 1 of this RFP, and we agree with the requirements/conditions listed therein.

**2.2.2 Summary of Ability and Desire to Supply the Required Products or Services**

Deloitte & Touche LLP understands that the Indiana Department of Administration (IDOA), acting on behalf of the Indiana DOR is seeking a cloud-based internal control and internal audit platform. We bring the right combination of relevant experience, technical capabilities, collaborative approach and our innovative solution to realize this vision with DOR. This includes our implementation experience from over 20 Workiva implementations in the last 5 years. This experience will help us bring insights and better practice knowledge throughout the engagement.

Our breadth of services and long experience designing and implementing integrated risk solutions for SOX compliance, internal audit management, policies and procedures, and enterprise risk management allows us to propose an innovative and economical solution. Our proposed solution powered by Workiva meets the requirements identified in the RFP. Our team includes skilled professionals with the requisite blend of internal audit, risk management, and technology knowledge to bring a well-rounded view to a Workiva implementation.

Workiva platform is designed with careful consideration given to customer data security, reliability, and integrity. Workiva platform is FedRAMP Authorized at the moderate security impact level. FedRAMP authorization is testimony of compliance with cybersecurity standards required by federal and state government agencies.

Deloitte & Touche LLP is willing to provide the products and/or services that meet the requirements defined in Section 2.4 of this RFP subject to the sample contract terms set forth in RFP Attachment B, including the mandatory contract clauses, as further explained in our response in Section 2.3.5 of our Business Proposal. With certain clarifications, including those described in Section 2.3.5 of our Business Proposal, we accept in principle, the contract terms and conditions included in the RFP as drafts of certain provisions of a contract, the final terms of which will be negotiated by Indiana DOR and Deloitte & Touche LLP, if we are awarded the contract.

Deloitte & Touche LLP acknowledges that the State has identified certain clauses in RFP Section 2.3.5 as mandatory and agrees that these clauses should remain as mandatory in the final contract.

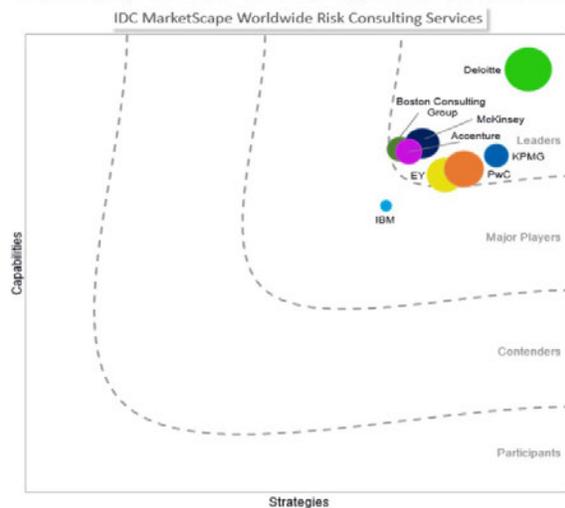
**2.2.3 Signature of Authorized Representative**

Daniel Poliquin is authorized to commit Deloitte & Touche LLP to its representations and can certify that the information offered in our proposal meets general conditions including the information requested in this RFP Section

“Deloitte named the undisputed worldwide leader Risk Consulting Services Vendor Assessment by IDC”

— Source: IDC MarketScape: Worldwide Risk Consulting Services 2019 Vendor Assessment

IDC MarketScape Worldwide Risk Consulting Services Vendor Assessment



Source: IDC, 2019

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2.3.4. We have provided a letter of signatory authority as part of our Business Proposal. Daniel Poliquin will serve as the principal contact for this proposal. His contact information is:

Daniel Poliquin  
Deloitte & Touche LLP  
111 S Wacker Dr, Suite 1800  
Chicago, Illinois 60606

#### 2.2.4 Respondent Notification

Deloitte & Touche LLP understands that notification will occur via email. We understand that it is our obligation to notify the Procurement Division of any changes in any address.

#### 2.2.5 Confidential Information

In accordance with Sections 1.15 and 2.2.5 (Confidential Information) of this RFP, Deloitte & Touche LLP is claiming a statutory exception to the Access to Public Records Act (APRA). As instructed, we are specifying (see the Letter and Confidential Information Designation section in '2.2.5 Appendix - Confidential Information Exception to APRA') which statutory exceptions of APRA apply, and to which sections the exceptions apply. We have also provided a separate redacted (for public release) version of the proposal.

#### 2.2.6 Other Information

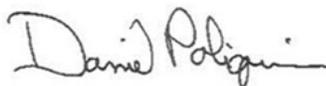
Our clients have indicated that our deployments have been effective, low-risk, and ultimately resulted in improved service delivery. We bring the right combination of relevant experience, technical capabilities, collaborative approach and innovative solution to make the project a success. As you review our response, please consider several factors that we believe differentiate Deloitte & Touche LLP:

- Demonstrated history of effectively serving the State of Indiana across 11 agencies
- Skilled and knowledgeable professionals with industry and functional experience in designing and implementing integrated risk solutions for SOX compliance, internal audit management, policies and procedures, and enterprise risk management
- Industry leading internal audit and internal controls management capabilities of Workiva platform
- Leveraging leading practices gained from our 20+ Workiva implementations for our clients
- Commitment to making the internal control and internal audit platform compliant with federal and state security requirements

#### Closing

In closing, we want you to know this: DOR can trust Deloitte & Touche LLP to get you where you want to go on this journey—safely, securely, confidently, and in a well-defined manner. Amidst all the noise and confusion in today's world, we will deliver your implementation with no fuss, no muss, and no frills. We've got this! and we'll get it done the right way for DOR. We look forward to speaking with you and answering questions that you may have. If you have questions or need clarification on anything included in this proposal, please contact me by telephone at [REDACTED]

Yours sincerely,



**Daniel Poliquin**  
Principal, Deloitte & Touche LLP  
Enclosure: Confidentiality/APRA Letter