



excellence in research, development, and service

May 18, 2022

Stephanie Nelson – RFP 22-70622
Indiana Department of Administration
Procurement Division
402 West Washington Street, Room W468
Indianapolis, IN 46204

RE: RFP 22-70622

Dear Ms. Nelson,

Thank you for the opportunity to provide a Best and Final Offer (BAFO) to improve our pricing proposal.

The State's guidance notes that "pricing reductions should be based on reduced costs, not reduced services." We believe that changes we might make to our cost proposal at this stage would either reduce services (e.g., testing out fewer items, as described in our Cost Assumptions document) or result in very small cost savings (e.g., changing an in-person meeting to a virtual meeting would reduce some travel costs but not staff time, which is a more significant cost). Pending further information from IDOE or from the literature review, policy scan, and discussions with experts and practitioners that will form part of the research project, we believe our proposed budget aligns with the scope of work described in the RFP and matches the services described in our technical proposal.

Therefore, after much consideration, we have determined we will not be making any changes to our pricing proposal. Please consider the original proposal as our BAFO.

Once again, we appreciate the opportunity to continue discussions with IDOE. We remain extremely interested in the work, and believe that we offer a team that can efficiently and successfully carry out the complex work needed to thoughtfully re-design an alternate assessment. Should we be awarded this work, we would be happy to discuss necessary modifications to our proposal scope and associated budget to best meet IDOE's needs.

If you have any questions, please contact me at mperie@wested.org or 202.409.3358.

Regards,

A handwritten signature in black ink, appearing to read "Marianne Perie".

Marianne Perie
Director, Assessment Research and Innovation
WestEd