

Cost Proposal Narrative

RFP Reference: RFP Main Document, Page 28

The Respondent should provide a brief narrative (not longer than two pages) in support of each Cost Proposal item. The narrative should be focused on clarifying how the proposed prices correspond directly to the Respondent's Technical Proposal. For example, evaluators will expect detailed explanation of Maintenance and Support to correspond to Maintenance and Support items if described in the Technical Proposal. Please compose and return this document in a PDF format, labeled as "Cost Proposal Narrative".

Deloitte looks forward in continuing our relationship with Indiana BMV to support and enhance the STARS system and the Hoosiers you serve. We are pleased to present our cost proposal as part of our overall response to the State of Indiana Department of Administration, on behalf of The Bureau of Motor Vehicle (BMV) Request for Proposal (RFP): 23-73094 STARS System Maintenance and Operations (M&O) and Project-Based Work.

[REDACTED]

We've thoughtfully looked at the type of resources needed to maintain and operate STARS system as well as for performing an estimated 40,000 hours of project-based work defined in the RFP. We are confident in delivering a team to perform M&O activities as well as ramp up and ramp down the core and non-core positions to perform project-based work.

Proposed Pricing

The following narrative supplements the RFP required **Attachment D – Cost Proposal** Excel document, and the Cost Assumptions, Conditions, and Constraints document submitted separately. The Excel document is prepared based on the instructions in the RFP and follows the State's required format. Each section below corresponds to one of the worksheets in the Excel document.

Summary

The cost proposal summary includes our Maintenance and Operations and Project-Based Work costs from the corresponding tabs in the **Attachment D – Cost Proposal** to provide a total bid amount.

Staffing Rates

The Staffing cost tab includes details of our hourly rates, which includes the State specified project roles and the associated Full Time Equivalents (FTEs). As you have seen in our response, our staff come to you with many years of relevant business, technology, and Indiana STARS system specific experience. For our pricing, an FTE is equal to

[REDACTED]

[REDACTED]

Maintenance and Operations

The Maintenance and Operations cost schedule tab details annual M&O cost. [REDACTED]

[REDACTED]

[REDACTED]

Project-Based Work

The Project-Based work tab details the annual cost of doing project-based work in STARS system. Project based hourly rates are derived by [REDACTED]

[REDACTED]

Sample Project Based Work

The proposed Sample Project Based Work pricing cost sheet includes [REDACTED]

[REDACTED] Our experience with the State in having successfully implemented similar work allows us to deliver project-based work in a high quality, thorough, and low risk manner.