**RFP 22-68200 Clarification**

**INSTRUCTIONS**

***Instructions:*** *Please provide responses to the clarification question(s)/prompt(s) below. Information provided in the clarification responses will be considered as part of the respondent’s proposal. Where appropriate, supporting documentation may be referenced by specific page and/or paragraph number(s). If any of the responses contain confidential information, as defined by IC 5-14-3, please reference the attached confidential material and separate from the rest of this response document. Otherwise, a redacted version of this clarification document will need to be submitted.*

**RESPONDENT: Deloitte**

**DUE DATE: September 7, 2021 BY 3:00 PM EDT**

| **Section/Topic** | **Clarification Question** | **Respondent Response** |
| --- | --- | --- |
| Cost Proposal | Respondent’s Cost Proposal notes that pricing is based upon assumptions of “up to 50 audits” and “up to 1000 controls tested.” Please explain the pricing impact should those estimates be exceeded. | Workiva licensing costs: An increase in controls count (e.g. from 1,000 to 1,250) will not require additional licensing. For audits, the license costs are as follows:  (1) up to 50 = $35,000  (2) 51-100 = $45,000  (3) 101-250 - $55,000  (4) For audit counts above 250, it will need to be custom scoped.  For implementation hours/effort:  The environment that we build is scaled for a complex organization (using the design parameters of 50 audits and 1,000 controls), the core effort is in building the environment to scale properly to the design parameters. The core driver to implementation hours/effort is in the number of templates requiring design, database mapping and scaled environment setup. If the Indiana DOR increases their audit volume (e.g. 50 to 100) or count of controls (e.g. 1,000 to 1,250), while leveraging the same templates and data mapping, the effort to support is minimal and can be done internally by the Indiana DOR. If there are new templates, new required data mapping or additional design work required, it will need to be scoped and price at that time. |