

From: [Tony Ng](#)
To: [Hempel, Mark](#)
Cc: [McWilliams, Caitlin](#)
Subject: RE: RFP 22-70621 Workload Automation (State of Indiana) Clarifications
Date: Friday, June 24, 2022 2:12:59 PM
Attachments: [image001.png](#)
[AttD Cost Proposal Template - Detail 6.23.22.docx](#)
[70621 AttD Cost Proposal Template 6.23.22.xlsx](#)

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Hi Mark. Thank you for speaking with us on Tuesday. As agreed, Caitlin and I, with our extended team, have worked the past few days on following the instructions in the Cost Proposal Template to the best of our ability. Attached, please find an updated cost template for your review. We have also attached an additional document that hopefully clarifies the numbers and shows how the Total Cost Summary sheet should look like. However, please note that:

CELL C15 AS IT STANDS IS NOT CORRECT. We have a question regarding the formula in Tab II. All the numbers in TAB II are correct barring cell C15.

Cell C15 should read \$5,002,341.67

Cell C9 should not be added to represent C15 as it seems the formula, that we are not able to see, does just that.

Mark, we would like the opportunity to speak with the team that developed this Cost Proposal Template so we can work together to make sure we are all on the same page.

We believe a short conversation will benefit all.

Thanks and have a great weekend.

Tony Ng
Account Executive
Mainline Information Systems
<http://www.mainline.com>
Mobile – (513)708-4986



From: Hempel, Mark <mhempel@idoa.IN.gov>
Sent: Friday, June 17, 2022 12:00 PM
To: Tony Ng <Tony.Ng@mainline.com>

Subject: RE: RFP 22-70621 Workload Automation (State of Indiana) Clarifications

Hi Tony,

After reviewing, I would like to have a brief call with you (and a BMC representative if necessary) as we are not able to evaluate the cost proposal as is. In short, we need the format used with instructions provided regardless of desired cost model proposed.

We are open to creative cost proposal but must have defined format adhered to in order evaluate further.

I have open time as follows: Monday 6/20: 10 -11 AM; 12-1:30 PM and 3-4 PM or Tuesday 6/21: 9-10 AM, 12-1:30PM, and 3-4 PM. ((Eastern Time))

Please let me know what works for you if amenable to discuss.

Best,

Mark A. Hempel | Indiana Department of Administration
Procurement Division | Account Management
mhempel@idoa.IN.gov
(317) 232-2498

From: Tony Ng <Tony.Ng@mainline.com>

Sent: Wednesday, June 8, 2022 2:26 PM

To: Hempel, Mark <mhempel@idoa.IN.gov>

Subject: RE: RFP 22-70621 Workload Automation (State of Indiana) Clarifications

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Hi Mark. Please find attached, Mainline's Clarification Responses to your questions; Attachment D – Cost Proposal Template; and Addendum to Contract# 25606.

We will gladly answer any questions you may have on the attachments at your convenience.

Thanks.

Tony Ng
Account Executive
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<http://www.mainline.com>
Mobile – (513)708-4986



From: Hempel, Mark <mhempel@idoa.IN.gov>

Sent: Monday, June 6, 2022 8:11 PM

To: Tony Ng <Tony.Ng@mainline.com>

Subject: RFP 22-70621 Workload Automation (State of Indiana) Clarifications

Hi Tony,

Thank you for the proposal to the State of Indiana for the Office of Technology.

After reviewing Mainline's proposal, we have several areas of clarification as addressed in the attached document.

We would like to receive Mainline's response by 3PM Thursday, June 9. If you have questions, please let me know.

Regards,

Mark A. Hempel | Indiana Department of Administration
Procurement Division | Account Management
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