**Instructions**

Please supply requested information in the blue-shaded areas and indicate any attachments that have been included. Where appropriate, supporting documentation may be referenced by specific page and/or paragraph number(s).

**If any of this response contains confidential information, as defined by IC 5-14-3, provide a separate redacted (for public release) version of this document. Specify which statutory exception of APRA applies and provide a description explaining the manner in which the statutory exception to the APRA applies.**

**Respondent Name: Mainline Information Systems, Inc.**

| **Attachment B – Sample Contract** | | |
| --- | --- | --- |
| **Section Number** | **Clarification Question** | **Respondent Response** |
|  | Please provide all suggested edits or revisions to the State’s sample terms and conditions, as presented in **Attachment B** Sample Contract, as redlines to **Attachment B**. | In an effort to streamline proposal review and award processes for both parties, Mainline proposes use of the current contract agreement, as amended, made effective between the State and Mainline May 1, 2018. Please see attached Addendum to Contract # 25606. |

| **Attachment D – Cost Proposal Template** | | |
| --- | --- | --- |
| **Section Number** | **Clarification Question** | **Respondent Response** |
| II. Cost Proposal Summary | In order to evaluate the proposed cost of your proposal, please fill out **Attachment D** Cost Proposal Template in a manner that results in Cell C15 reflecting the total cost to provide all services described in this RFP for the base contract term of four-years. Please update and resubmit Attachment D. Respondents may offer a narrative about their preferred pricing model and how they completed the Cost Proposal in their Cost Narrative. | Please see updated Attachment D and Mainline narrative response below. In an effort to have the total four-year cost accurately depicted in cell C15 of the Cost Proposal Summary, Mainline had to adjust the billable hourly rates in Tab IV. The State’s projected 5000 hours of Consulting and Staffing support represents what Mainline feels is the total number of hours required in the first year of the four-year contract term. The actual hourly billable rates are included in the mapping referenced below and in the SOW included with our original submission. |
| IV. Staffing & Consulting Services | Please note that positions 1-6 are required positions. Please provide hourly billable rates for each of these positions and resubmit Attachment D. | Please see Mainline narrative response below reflecting a mapping of position titles and corresponding hourly billable rates. The hourly billable rates inserted in Attachment D were adjusted to accommodate the request above to have cell C15 accurately reflect the four-year cost. |

**Mainline narrative response to State of Indiana request RFP 22-70621 Clarifications:**

Attachment D – Cost Proposal Template, II. Cost Proposal Summary – Mainline anticipates the State requiring 5,110 hours of Staffing & Consulting Services in the first year of the four-year contract term. The State provided spreadsheet calculates this as an annual cost. As such, in order to accommodate the State’s request for cell C15 to represent the total four-year cost, the billable hourly rates had to be adjusted within the spreadsheet. The actual Billable Hourly Rates are reflected in the mapping table below and in the SOW provided with our original submission.

Additionally, BMC's pricing model does not fit into a Perpetual License Model, and therefore, pricing cannot be broken down as requested in the cost sheet. The BMC Control-M solution is offered as a Subscription/Term model. This means that Licenses and Maintenance/Support are presented as one inclusive cost throughout the duration of the contract term, four years. The total estimated software costs for four years is $3,654,054. Annual costs are $913,513.50 and includes both license and maintenance/support for each year. This is based on the assumption IOT will require 15,000 tasks. Section 1 is not filled out for this reason; the quantity of software needed is not based on number of executed jobs per year. Quantity is based on Tasks (please see the Cost Narrative). Tiered level pricing is not available for BMC Control-M software. The first-year software and consulting cost is estimated to be $2,261,801.17. The total cost for software and consulting over 4 years is $5,002,341.67. Optional Year 5 one-year renewal is $1,460,794. Optional Year 6 one-year renewal is $1,533,834.

Attachment D – Cost Proposal Template, IV. Staffing & Consulting Services – The following represents Mainline’s proposed resources relative to the State of Indiana Resource Title. These rates are also included in the SOW of our original proposal response.

|  |  |  |
| --- | --- | --- |
| **Proposed Resource Title** | **St of Indiana Resource Title** | **Billable Hourly Rate** |
| Senior Architect | Project Director | $295.00 |
| Senior Conversion Analyst | Technical Coordinator | $275.00 |
| Senior Consultant (3) | Project Engineer | $260.00 |
| Training Consultant | Subject Matter Expert | $295.00 |
| Project Manager | Project Manager | $275.00 |