



**State of West Virginia  
Department of Administration  
Purchasing Division**

**NOTICE**

Due to the size of this bid, it was impractical to scan every page for online viewing. We have made an attempt to scan and publish all pertinent bid information. However, it is important to note that some pages were necessarily omitted.

If you would like to review the bid in its entirety, please contact the buyer. Thank you.

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**Deloitte Consulting LLP**

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Krista Ferrell  
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State of West Virginia  
Department of Administration  
Purchasing Division  
2019 Washington Street, East  
Charleston, WV 25305-0130

**RE: Proposal in Response to the West Virginia Consolidated Public Retirement Board, New Line of Business Solution RFP No. CPR12026**

Dear Ms. Ferrell:

Deloitte Consulting LLP (Deloitte<sup>1</sup>) is pleased to present the West Virginia Consolidated Public Retirement Board (WVCPRB) with our response to your Request for Proposal (RFP) for a New Line of Business (LOB) Solution. In our response, we detail how Deloitte will use our experienced and committed resources and industry proven solution to provide WVCPRB with a system that will meet the requirements and objectives of this project.

Deloitte brings WVCPRB a business approach and technology solution that empowers your membership and your people. Our innovative – yet pragmatic – approach leads to better business results for WVCPRB, helping you build a comprehensive platform that works now and long into the future. We offer:

- **The right technical solution.** Deloitte Pension Administration Solution (DPAS) bridges both the system you operate today and your vision of the future.
- **A tested approach.** Our phased implementation approach respects the core business processes that have evolved at WVCPRB by adding some "if it ain't broke, don't fix it" pragmatism. We will leverage the pension industry best practices incorporated into DPAS and complement those with many of your metrics and business processes.

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<sup>1</sup> As used in this document, "Deloitte" means Deloitte Consulting LLP, a subsidiary of Deloitte LLP. Please see [www.deloitte.com/us/about](http://www.deloitte.com/us/about) for a detailed description of the legal structure of Deloitte LLP and its subsidiaries.

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West Virginia Purchasing Division

- **A team that empowers your organization.** We bring you a strong, seasoned delivery team that has worked together for many years on similar statewide pension system implementations. This unmatched experience will empower your people by transferring knowledge from our team to yours.
- **Future development path.** The DPAS solution is built to last. DPAS is built on a Microsoft .NET platform using a Service Oriented Architecture delivering a flexible, open, and extensible system.
- **Commitment to West Virginia.** Our project management approach is based on transparency and trust. We offer straight talk and will not shy away from tackling tough issues. This work ethic and our commitment to the State of West Virginia have been demonstrated over projects spanning the last two decades.

As you evaluate our response, you will find that we consistently demonstrate how we provide WVCPRB with a leading technology solution and a low-risk approach — we meet both your solution and integrator needs. As a Tier 1 integrator, Deloitte has the pension industry experience, field-tested methodologies, and qualified people needed to deliver modernization projects of this size and scope.

#### Deloitte Affirmation of Responsibility

Deloitte understands that myriad rules, regulations, "standard" operating procedures, and long-standing practices (formal and informal, documented and undocumented) govern the WVCPRB environment. Decomposing the rules, regulations, procedures, and practices in the new solution is a critical, integral part of the project—and the key to its eventual success. Deloitte acknowledges its responsibility to:

- Explore and define the written and unwritten (that is, policy of long standing) rules, regulations, policies, procedures, and practices that currently exist and those that are to be added in the new environment
- Develop pertinent specifications
- Implement those capabilities

Our proposal includes sufficient manpower to refine and decompose requirements to the level we will need to tailor DPAS for WVCPRB's specific requirements.

This proposal remains valid for 180 days from the proposal receipt deadline. Should you require any additional information or clarifications, please contact me at +1 312 486 1519 or via e-mail at [pbauer@deloitte.com](mailto:pbauer@deloitte.com). We are excited to move forward—to achieve your goals together in modernizing your organization for the 21st century.

Sincerely,

Deloitte Consulting LLP

By:   
Patrick D. Bauer  
Principal