



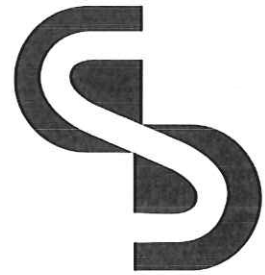
**State of West Virginia  
Department of Administration  
Purchasing Division**

**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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**GDS ASSOCIATES, INC.**

ENGINEERS AND CONSULTANTS

01/08/13 09:32:37 AM  
West Virginia Purchasing Division

*Proposal To:*

# **WEST VIRGINIA PUBLIC SERVICE COMMISSION**

**Expert Utility Consulting Services**

**RFQ No. PSC13532**

**January 8, 2013**

1850 PARKWAY PLACE

SUITE 800

MARIETTA, GA 30067

770.425.8100

770.426.0303 (FAX)

[WWW.GDSASSOCIATES.COM](http://WWW.GDSASSOCIATES.COM)



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

**Solicitation**

NUMBER
PSC13532

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
GUY NISBET 804-558-8802

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GDS Associates  
 Attn: ~~Lori Sharp~~ *Richard Spellman*  
 1850 Parway Place  
 Suite 800  
 Marietta, GA. 30067

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PUBLIC SERVICE COMMISSION  
 CONSUMER ADVOCATE DIVISION  
 700 UNION BUILDING  
 723 KANAWHA BOULEVARD EAST  
 CHARLESTON, WV  
 25301 304-558-0526

DATE PRINTED
12/12/2012

OPENING DATE: 01/08/2013 BID OPENING TIME 1:30PM

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
	1	LS		964-63-00-001		
EXPERT UTILITY CONSULTING SERVICES						
REQUEST FOR SOLICITATION (RFQ)						
THE WEST VIRGINIA PURCHASING DIVISION, FOR THE AGENCY THE WEST VIRGINIA PUBLIC SERVICE COMMISSION (PSC), IS SOLICITING BIDS FROM QUALIFIED VENDORS FOR A CONTRACT TO PROVIDE CONSULTING AND EXPERT TESTIMONY SERVICES PER THE ATTACHED SPECIFICATIONS.						
***** THIS IS THE END OF RFQ PSC13532 ***** TOTAL:						

SIGNATURE <i>Richard T. Spellman</i>		TELEPHONE <i>770-425-8100</i>	DATE <i>1-7-2013</i>
PRESIDENT		FEIN <i>58-1659843</i>	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO SOLICITATION, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



**GDS ASSOCIATES, INC.**

ENGINEERS AND CONSULTANTS

Ph: 770.425.8100  
Richard F. Spellman  
President

Fax: 770.426.0303  
[dick.spellman@gdsassociates.com](mailto:dick.spellman@gdsassociates.com)

January 8, 2013

Mr. Guy Nisbet, Senior Buyer  
Department of Administration, Purchasing Division  
2019 Washington Street, East  
PO Box 50130  
Charleston, West Virginia 25305-0130

**RE: RFQ No. PSC13532 for Expert Utility Consulting Services**

Dear Mr. Nisbet:

GDS Associates, Inc. (GDS) is pleased to submit the enclosed cost proposal to West Virginia Public Service Commission in response to RFQ No. PSC13532 for Expert Utility Consulting Services. GDS has assembled a nationally-known and recognized team of experts to perform the required scope of work.

Please feel free to contact me with any questions about our proposal. You can reach me at 770-425-8100 or via email at [dick.spellman@gdsassociates.com](mailto:dick.spellman@gdsassociates.com). GDS appreciates the opportunity to provide our cost proposal to the State of West Virginia.

Sincerely,

Richard F. Spellman  
President

## 1.0 COST PROPOSAL

Below in Table 1-1 is our cost proposal submittal. Table 1-2 provides a breakdown of our cost proposal by task and consultant. GDS is willing to negotiate the scope of work and budget to meet the needs of the West Virginia Public Service Commission.

**Table 1-1: PSC13532 Consulting Bid Form**

PSC13532 - CONSULTING BID FORM			
Employee/Title	Not to Exceed Number of Hours*	Hourly Rate	Extended Price
Richard Spellman - President	130	\$265	\$34,476
Bob Fratto - Managing Director	60	\$224	\$13,464
Brian Smith - Senior Project Manager	170	\$214	\$36,414
Jeffrey Huber - Project Manager	44	\$184	\$8,078
Warren Hirons - Engineer	40	\$122	\$4,896
Andrea Jester - Analyst	24	\$122	\$2,938
Kaytie Ruditys - Executive Assistant	18	\$77	\$1,377
Marty Alcala - Engineering Assistant	168	\$61	\$10,282
		<b>Total</b>	<b>\$111,925</b>
<b>Bidder / Vendor Information:</b>			
Name:	<u>GDS Associates, Inc.</u>		
Address:	<u>1850 Parkway Place, Suite 800</u>		
	<u>Marietta, Georgia 30067</u>		
Phone #:	<u>(770) 425-8100 / (770) 426-0303 FAX</u>		
Email Address:	<u>dick.spellman@gdsassociates.com</u>		
<b>Contact Coordinator Information:</b>			
Name:	<u>Richard F. Spellman, President</u>		
Address:	<u>1850 Parkway Place, Suite 800</u>		
	<u>Marietta, Georgia 30067</u>		
Phone #:	<u>770-425-8100 / 770-426-0303 (Fax) / 770-330-8609 (Cell)</u>		
Email Address:	<u>dick.spellman@gdsassociates.com</u>		
The Consultant will not be reimbursed for hours that exceed the total hours for each Employee/Title			

**Table 1-2: Cost Proposal**

**Table 1-2: Detail of GDS Associates Cost Proposal to West Virginia Public Service Commission by Consultant by Task - January 8, 2013**

TASK DESCRIPTION EXAMPLES	Richard Spellman President of GDS Assoc.	Bob Fratto Managing Director GDS Associates	Brian Smith Senior Project Manager GDS Associates	Jeffrey Huber Project Manager GDS Associates	Warren Hiron Engineer GDS Associates	Andrea Jester Analyst GDS Associates	Kaytie Ruditys Executive Assistant	Marty Alcala Engineering Assistant	Total Labor Hours By Task	Total Labor and Non Labor Costs By Task
Prepare for and participate in the project Kick-off meeting. Discuss project scope of work, project schedule, project deliverables and project budget. Finalize work plan.	8	0	8	0	0	0	2	2	20	\$4,111
Review pertinent documents filed with the WV Commission by Monagahela Power (MP) and Potomac Edison (PE) Company. Prepare discovery requests on all issues relating to the proposed generation resource transactions.	8	16	24	0	16	0	2	16	82	\$13,943
Review and critique the financial analysis for this transaction prepared by MP and PE, and review pertinent elements of the August 31, 2012 Resource Plan.	8	0	12	0	0	0	2	16	38	\$5,824
Conduct research and analysis to determine if there are more cost effective supply-side alternatives to the proposed transaction.	2	0	40	0	0	0	2	8	52	\$9,741
Conduct research and analysis to determine if there are more cost effective demand-side alternatives to the proposed transaction.	8	24	0	24	24	24	2	40	146	\$20,390
Review and critique the Companies' proposed timing for the acquisition of new resources	8	0	8	0	0	0	2	40	58	\$6,436
Review testimony, analysis and exhibits submitted in this docket by all other parties	40	20	30	20	0	0	2	20	132	\$26,571
Develop expert testimony with findings and recommendations	40	0	40	0	0	0	2	20	102	\$20,553
Present expert testimony (with exhibits)	8	0	8	0	0	0	2	6	24	\$4,355
<b>Total Consultant Hours:</b>	130	60	170	44	40	24	18	168	654	
<b>Hourly Rate for 2013 (Includes all or costs):</b>	\$265	\$224	\$214	\$184	\$122	\$122	\$77	\$61	--	
<b>Total Costs:</b>	\$34,476	\$13,464	\$36,414	\$8,078	\$4,896	\$2,938	\$1,377	\$10,282	--	\$111,925
<b>Weighted average hourly rate</b>										\$171