



West Virginia Office of Technology (WVOT) Cost Proposal

Subject: OT Assessment and Consulting Services (OT22144)

RFP# CRFP 0231 OOT220000002

Vendor: Deloitte Consulting LLP
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Signature : *Keyanna Conner*

Date: July 12, 2022

July 12, 2022

Jessica L Hovanec
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RE: Request for Proposal No. CRFP 0231 OOT220000002 OT Assessment and Consulting Services

Dear Ms. Hovanec,

Deloitte* is pleased to submit this cost proposal to West Virginia Office Of Technology (“WVOT” or “you” or “client”) in response to your Request for Proposal (RFP) OT Assessment and Consulting Services.

We understand first-hand the complexity of modernizing enterprise technology services and its associated organizational change management. Our team of former state government IT leaders will leverage direct experience designing and implementing strategic technology governance and service delivery models to support WVOT’s overall business and transformation goals.

We are excited by the prospect of working with you, and we hope our proposal conveys our enthusiastic commitment, and our investment to bring seasoned state government and technical leaders to serve as trusted advisors to WVOT on your technology modernization journey.

We look forward to working with you to help you achieve optimum value to WVOT. Should you have any additional questions, concerns, or comments regarding our response, please do not hesitate to contact me at +1 (757) 894-0935 or via email at kconner@deloitte.com.

Yours sincerely,



Keyanna Conner
Managing Director

* As used in this document, “Deloitte” means Deloitte Consulting LLP, a subsidiary of Deloitte LLP. Please see www.deloitte.com/us/about for a detailed description of the legal structure of Deloitte LLP and its subsidiaries. Certain services may not be available to attest clients under the rules and regulations of public accounting.

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Cost Sheet Element	Unit Cost	Unit of Measure	Estimated Quantity	Extended Cost
Phase 1	\$1,325,000	Lump Sum	1	\$1,325,000
Phase 2	\$490,000	Lump Sum	1	\$490,000
Principal / Executive Consultant	\$425	HOUR	50	\$21,250
Senior Consultant	\$300	HOUR	200	\$60,000
Consultant	\$230	HOUR	200	\$46,000
IT Financial Subject Matter Expert	\$310	HOUR	75	\$23,250
Enterprise Architecture Subject Matter Expert	\$310	HOUR	75	\$23,320
			Total Bid Amount	\$1,988,820