

McKinsey  
& Company

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WV PURCHASING  
DIVISION

Office of the Governor

# Performance Evaluation Audit

Pricing Proposal

**VENDOR NAME:** McKinsey & Company, Inc.  
Washington D.C.

**BUYER:** Toby L Welch

**SOLICITATION NO:** CRFP GOV2500000001

**BID OPENING DATE:** Wednesday July 23,  
2025

**BID OPENING TIME:** 1:30 PM

**FAX NUMBER:** (304) 558-3970

**BUSINESS ADDRESS:** 1200 19th Street NW, Suite  
1000, Washington, DC 20036

**TELEPHONE:** (202) 662-3100

**FAX:** (202) 662-3175

**CONTACT PERSON:** Sarah Tucker- Ray

**EMAIL:** sarah\_tucker-ray@mckinsey.com

*Sarah Tucker-Ray*

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BUYER

WITNESS

DISQUALIFIED

This proposal is the property of McKinsey & Company, Inc. Washington D.C. ("McKinsey") and should not be disclosed outside the Government or be duplicated, used, or disclosed—in whole or in part—for any purpose other than to evaluate this proposal. If a contract is awarded to McKinsey as a result of, or in connection with, the submission of this proposal, the Government shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract and subject to the limitations of the West Virginia Freedom of Information Act ("WV-FOIA"), W. Va. Code §29B-1-1 et seq. and W. VA. Code §5A-3-11(h).

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**Exhibit 2: Cost Sheet Firm Fixed Cost Provided Worksheet**

**OFFICE OF THE GOVERNOR-PERFORMANCE EVALUATION AUDIT  
CRFP GOV25000000**

**Attachment A: Cost Sheet Firm Fixed Cost:** The Agency expects a firm fixed price for the Organizational Assessment and Performance Evaluation as described in 4.2 Goals and Approach and 4.3 Goals and Objectives. The vendor should complete the cost sheet below by providing a cost for each item listed. Total cost should be the sum of all item costs and will be considered the firm fixed price for completion of the services.

Performance Assessment and Management Consulting Services Site No 1	
Item	Cost
4.2.1.1 Assessment	\$ 332,691.33
4.2.1.2 Recommendations/ Final Report	\$ 332,691.33
<u>Performance Assessment and Recommendations Services Total</u>	\$ 665,382.66
Performance Assessment and Management Consulting Services Site No 2	
Item	Cost
4.2.1.1 Assessment	\$ 332,691.33
4.2.1.2 Recommendations/ Final Report	\$ 332,691.33
<u>Performance Assessment and Recommendations Services Total</u>	\$ 665,382.66
Performance Assessment and Management Consulting Services Site No 3	
Item	Cost
4.2.1.1 Assessment	\$ 332,691.33
4.2.1.2 Recommendations/ Final Report	\$ 332,691.33
<u>Performance Assessment and Recommendations Services Total</u>	\$ 665,382.66

**Total: \$1,966,148**

Revised 07/01/2021

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**Exhibit 3: Additional/Optional Services Provided Worksheet**

**OFFICE OF THE GOVERNOR-PERFORMANCE EVALUATION AUDIT**  
**CRFP GOV2500000**

**Additional/Optional Services:** As described in 4.2.1.4 Additional/Optional Services, it may be necessary to analyze additional goals and objectives related to the strategic assessment and management consulting services provided. The Vendor should complete the cost sheet below by providing hourly rates for the positions listed. A total for each position should be provided by multiplying the hour rate by the hours and a grand total should be provided by summing the totals for each position. These rates are provided for the purposes of unit pricing in the event the additional/optional services are utilized in the future, at the discretion of the Agency. They do not obligate, or guarantee spend.

Additional/Optional Services:			
	Hourly Rate	Hours	Total
MCK Principal/Executive Consultant	\$747.00	50	\$ 37,350.00
TSG Program Manager	\$340.00	200	\$ 68,000.00
17A Performance Analyst/Program Evaluator	\$297.92	200	\$ 59,584.00
17A Financial / Budget Subject Matter Expert	\$234.33	100	\$ 23,433.00
17A Organizational Development/Business Transformation Subject Matter Expert	\$234.33	75	\$ 17,574.75
17A Business Process Analyst	\$150.33	75	\$ 11,274.75
17A Technology Consultant	\$234.33	75	\$ 17,574.75
17A Stakeholder Engagement Coordinator	\$150.33	75	\$ 11,274.75
TSG Compliance and Risk Analyst	\$340.00	75	\$ 25,500.00
17A Program and Administrative Support Staff	\$100.75	75	\$ 7,556.25
<b>Additional/Optional Services Total**:</b>			<b>\$ 279,122.25</b>

\*Hours are provided for purposes of cost evaluation and do not obligate, or guarantee spend.

\*\*Additional/Optional Services Total is calculated for purposes of cost evaluation and does not obligate, or guarantee spend.

\*\*Additional/Optional Services Total is calculated for purposes of cost evaluation and does not obligate, or guarantee spend.

Revised 02/16/2021

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**Exhibit 4: Grand Total Cost Provided Worksheet**

**OFFICE OF THE GOVERNOR—PERFORMANCE EVALUATION AUDIT  
CRFP GOV2500000**

Grand Total Cost	
	Grand Total Cost
Performance Assessment & Consulting Services Total**	
Additional/Optional Services Total** Cost	\$ 1,275,270.25

Attachment A: Cost Sheet Continued

\*\*Additional/Optional Services Total is calculated for purposes of cost evaluation and does not obligate, or guarantee spend.

## 3.0 Invoice schedule

Subject to West Virginia's review and approval, McKinsey shall invoice in equal monthly installments or on a Milestone Payment Schedule which can be determined at award.

## 4.0 Validity

McKinsey's price offer shall be valid for 180 days from the date of submission.

## 5.0 Assumptions and Disclosure

McKinsey's approach and corresponding price proposal are based on the following assumptions.

1. McKinsey's work for the state of West Virginia is confidential and intended for West Virginia's internal use only. In order to promote true neutrality on issues, provide an environment for uncensored guidance for our clients, ensure compliance with our contract confidentiality requirements, and better empower our clients, McKinsey does not advocate, present findings, or consent to public references in any public meeting, writing, or other public forum. Consistent with this, McKinsey does not make public client