

**ORIGINAL**



**Independent Analysis of  
West Virginia Broadband  
Infrastructure**

Cost Proposal in Response to the  
West Virginia Development Office's  
Request for Proposal (RFP) No. DEV1224

***Consulting Services to Conduct an Independent Analysis  
of West Virginia's Broadband Infrastructure***

November 29, 2011

**Proposal Submitted by:**

Charlie Leadbetter, PMP, Principal  
Keith Damon, PMP, Project Manager  
Berry, Dunn, McNeil, and Parker, LLC  
100 Middle Street  
Portland, ME 04104  
Phone: (207) 541-2249  
cleadbetter@BerryDunn.com  
kdamon@BerryDunn.com



November 29, 2011

Mr. Frank Whittaker  
Department of Administration  
Purchasing Division  
Building 15  
2019 Washington Street, East  
Charleston, WV 25305-0130

Dear Mr. Whittaker:

Enclosed is Berry, Dunn, McNeil & Parker's (BerryDunn's) Cost Proposal in response to the West Virginia Development Office's (WVDO's) Request for Proposal (RFP) #DEV1224 for Consulting Services to conduct an independent analysis of West Virginia's broadband infrastructure. We have read the RFP and the Addendum, we understand them, and we agree to the terms and conditions stated therein.


As a Principal and the leader of BerryDunn's State Government Consulting practice, I am authorized to bind BerryDunn to the commitments made herein. My contact information is:

Charles K. Leadbetter, PMP, Principal  
Berry, Dunn, McNeil & Parker, LLC  
100 Middle Street, Portland, ME 04104  
Phone: (207) 541-2249  
Fax: (207) 774-2375  
E-mail: cleadbetter@BerryDunn.com

Enclosed we have provided one (1) original and five (5) copies of our Cost Proposal for the Evaluation Committee's review. As requested, we have provided our Technical Proposal under separate cover. Our proposal is a firm and irrevocable offer and is valid for a minimum of 180 days from the proposal due date of November 29, 2011.

We would enjoy working in collaboration with the State on this important project and would welcome the opportunity to present our proposal to answer any questions WVDO may have.

Sincerely,



Charles K. Leadbetter, PMP  
Principal

## **RESPONSE TO ATTACHMENT C: COST SHEET**

*Cost information below as detailed in the Request for Proposal and submitted in a separate sealed envelope. Cost should be clearly marked.*

The table below presents BerryDunn's cost information, using the format requested in Attachment C of the RFP. The hourly rate presented is a single, fixed hourly rate for services provided by BerryDunn's consulting team. We understand that all travel must be pre-authorized by the WVDO and billed in accordance with the West Virginia State Travel Regulations.

| <b>Description</b>               | <b>Hourly Rate</b> | <b>Estimated Quantity</b> | <b>Total Bid</b> |
|----------------------------------|--------------------|---------------------------|------------------|
| Broadband<br>Analysis/Consulting | \$185              | 500                       | \$92,500         |

We understand that the State has estimated 500 hours as the time that may be required to devote to the project during the first year, that the hours listed above are estimates for bid evaluation purposes only, and that actual quantities may vary.

Based on the WVDO's response to questions, we understand that the West Virginia Secretary of Commerce or his/her designee will assign specific tasks and the cost to perform these tasks, as well as a completion date, with the successful vendor.

