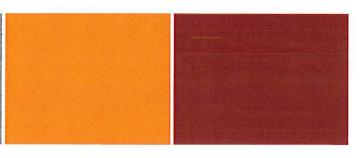




Independent Analysis of West Virginia Broadband Infrastructure



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.

Description	Hourly Rate	Estimated Quantity	Total Bid
Broadband	\$185	500	\$92,500
Analysis/Consulting			

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.

