



West Virginia Office of Technology (WVOT) Cost Proposal

Subject: OT Assessment and Consulting Services (OT23016)
RFP# CRFP 0231 OOT2300000001

Vendor: Deloitte Consulting LLP
Address: 30 North Third Street,
Suite 800, Harrisburg, PA 17101

Contact Person: Art Stephens
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Signature : *Arthur C. Stephens*

Date: September 12, 2022



September 12, 2022

Jessica L Hovanec
Senior Buyer
2019 Washington Street, East
Charleston, WV 25305
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E-mail: jessica.l.hovanec@wv.gov

RE: Request for Proposal No. CRFP 0231 OOT230000001 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. Our Proposal meets the requirements of the request and demonstrates Deloitte’s ability, knowledge, and experience in providing strategic technology management services to perform the Statement of Work (SOW).

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: (1) establishing standards to support a unified approach to information technology, (2) aligning to a unified and integrated enterprise architecture, and (3) establishing a methodology for oversight for technology investments and projects.

As such, we are excited by the prospect of working with you, and we hope our proposal conveys our enthusiastic commitment to provide distinctive client service and highly specialized talent to this project and past experience.

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 (717) 512-8364 or via email at artstephens@deloitte.com.

Yours sincerely,

Art Stephens
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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Section: 1 - Cost Sheet - Attachment A

In accordance with the Cost Sheet provided in the RFP, the total for Phase 1 and Phase 2 is \$1,800,000 with a total bid amount of \$1,973,750.

Cost Sheet Element	Unit Cost	Unit of Measure	Estimated Quantity	Extended Cost
Phase 1	\$1,375,000	Lump Sum	1	\$1,375,000
Phase 2	\$425,000	Lump Sum	1	\$425,000
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	\$1,973,750