

IES SYSTEMS INTEGRATORS # ITS- IES FINANCIAL MANAGEMENT  
 Attachment 3 - Financial Response Corrected 02-03-2022

**Bidder Legal Name:** Deloitte Consulting LLP

**Total Project Cost (30% Evaluation Weight)**

An award will be made to the Contractor who offers the best value solution based on the following evaluation weights  
 Technical 70% - The Technical Proposal evaluation will be based on Contractor's Proposal In Attachment 2 - Lot Technical Proposal.  
 Financial 30% - The Total Fixed Price for the Project will be evaluated and for the selected contractor will be the value of the SOW resulting from this solicitation for its term. The Financial Proposal evaluation will be based on a maximum score of 30 points. Thirty points will be allocated to the Proposal with the lowest Total Fixed Price for the Project. All other responsive proposals will receive a proportionate score, up to 30 points, based on the relation of their financial proposal to the proposal with the lowest price, using this formula  
 Financial Proposal points awarded = 30 points x (Lowest Price Financial Proposal/Price of Proposal Being Evaluated)  
 Enter the applicable Lot 3, not to exceed hourly rates from your contract resulting from ITS RFP No.C000540. The Hourly Rate Bid must not be higher than the Lot 3 not to exceed hourly rate.

Total Fixed Price for the Project:	\$	28,138,858.00
Total Fixed Price Minus Retainage for the Project (85%):	\$	23,917,859.30

**Deliverable 1: Microsoft Project Schedule**

Staff /Title	Total Hours	*Not-to-Exceed NYS Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Project Manager - Level I				
Project Manager - Level I				
Project Manager - Level II				

**Deliverable 2: Deliverable Management Plan**

Staff /Title	Total Hours	*Not-to-Exceed NYS Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Architect - Level I				
Architect - Level II				
Project Manager - Level I				
Project Manager - Level II				
Project Manager - Level II				

**Deliverable 3: Project Management Plan (PMP)**

Staff /Title	Total Hours	*Not-to-Exceed NYS Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Project Manager - Level I				
Project Manager - Level I				
Project Manager - Level II				

**Deliverable 4: Requirements Management Plan**

Staff /Title	Total Hours	*Not-to-Exceed NYS Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Architect - Level I				
Architect - Level II				
Project Manager - Level I				
Project Manager - Level I				
Project Manager - Level II				

**Deliverable 5: Experience Design Plan**

Staff /Title	Total Hours	*Not-to-Exceed NYS Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Developer - Level I				
Specialist - Level II				
Specialist - Level II				

**Deliverable 6: Social Service District (SSD) Integration Plan**

Staff /Title	Total Hours	*Not-to-Exceed NYS Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Project Manager - Level I				
Project Manager - Level I				
Project Manager - Level II				
Trainer - Level II				

**Deliverable 7: Implementation Plan**

Staff /Title	Total Hours	*Not-to-Exceed NYS Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Developer - Level I				
Developer - Level I				
Developer - Level II				
Project Manager - Level I				
Project Manager - Level I				
Project Manager - Level III				
Specialist - Level II				

**Deliverable 8: Project Status Report**

Staff /Title	Total Hours	*Not-to-Exceed NYS Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Architect - Level I				
Architect - Level II				
Project Manager - Level I				
Project Manager - Level I				
Project Manager - Level II				

Deliverable 9: Disaster Recovery Plan				
Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Project Manager - Level II				
Security Analyst - Level				
Security Analyst - Level I				
Security Analyst - Level II				

Deliverable 10: FM Solution Test Strategy and Test Plan				
Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Tester - Level I				
Tester - Level II				

Deliverable 11: Turnover Plan				
Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Architect - Level I				
Architect - Level II				
Developer - Level I				
Developer - Level I				
Project Manager - Level				
Project Manager - Level II				
Project Manager - Level III				
Security Analyst - Level I				

Deliverable 12: Training Plan				
Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Trainer - Level II				
Trainer - Level II				

Deliverable 13: Incident Management Plan				
Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Architect - Level I				
Developer - Level I				
Project Manager - Level				
Project Manager - Level I				
Project Manager - Level II				
Security Analyst - Level I				
Security Analyst - Level II				
Security Analyst - Level III				

Deliverable 14: Warranty/ Support Period Report				
Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Developer - Level I				
Developer - Level I				
Developer - Level II				
Project Manager - Level				
Project Manager - Level I				
Security Analyst - Level				
Security Analyst - Level III				
Tester - Level II				

Deliverable 15: Business Rule Specification Document				
Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Specialist - Level II				

Deliverable 16: Configured ODM Business Rules				
Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Developer - Level I				
Developer - Level I				
Developer - Level II				
Specialist - Level II				

Deliverable 17: Incremental Requirements				
Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				

Deliverable 18: To-Be Process Flows				
Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Developer - Level I				
Developer - Level II				
Project Manager - Level I				
Project Manager - Level II				
Specialist - Level II				

Deliverable 19: Solution Backlog (i.e., User Stories)				
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Staff /Title	Total Hours	*Not-to-Exceed NYS Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Developer - Level I				
Developer - Level I				
Specialist - Level II				

**Deliverable 20: Nonfunctional Requirements**

Staff /Title	Total Hours	*Not-to-Exceed NYS Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Architect - Level II				
Architect - Level II				
Security Analyst - Level I				
Security Analyst - Level I				
Security Analyst - Level II				

**Deliverable 21: Low-level Technical Design Document**

Staff /Title	Total Hours	*Not-to-Exceed NYS Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Architect - Level I				
Architect - Level II				
Developer - Level I				
Developer - Level I				
Developer - Level II				
Project Manager - Level I				
Project Manager - Level II				
Project Manager - Level III				
Specialist - Level II				

**Deliverable 22: Workstream Architecture and High-level Design Document**

Staff /Title	Total Hours	*Not-to-Exceed NYS Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Architect - Level I				
Architect - Level II				
Developer - Level I				
Developer - Level I				
Developer - Level II				
Project Manager - Level I				
Project Manager - Level I				
Project Manager - Level II				
Security Analyst - Level I				
Security Analyst - Level II				
Security Analyst - Level III				
Specialist - Level II				

**Deliverable 23: Data Models and Data Dictionary**

Staff /Title	Total Hours	*Not-to-Exceed NYS Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Architect - Level I				
Architect - Level II				
Developer - Level I				
Developer - Level I				
Developer - Level II				
Specialist - Level II				

**Deliverable 24: Prototypes/Wireframes (i.e., Design Deliverable)**

Staff /Title	Total Hours	*Not-to-Exceed NYS Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Developer - Level I				
Developer - Level I				

**Deliverable 25: Working Solution Increment**

Staff /Title	Total Hours	*Not-to-Exceed NYS Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Architect - Level I				
Architect - Level II				
Developer - Level I				
Developer - Level I				
Developer - Level II				
Project Manager - Level I				
Project Manager - Level I				
Specialist - Level II				
Tester - Level I				
Tester - Level II				

**Deliverable 26: Code and Unit Tests Scripts and Results**

Staff /Title	Total Hours	*Not-to-Exceed NYS Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Architect - Level I				
Architect - Level II				
Developer - Level I				
Developer - Level I				
Developer - Level II				
Specialist - Level II				

**Deliverable 27: Integration Test Results**

Staff /Title	Total Hours	*Not-to-Exceed NYS Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Developer - Level I				
Developer - Level I				
Developer - Level II				
Specialist - Level II				

**Deliverable 28: SIT Results**

Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Architect - Level I				
Architect - Level II				
Developer - Level I				
Developer - Level I				
Developer - Level II				
Project Manager - Level I				
Project Manager - Level II				
Specialist - Level II				
Tester - Level I				
Tester - Level II				
Tester - Level III				

**Deliverable 29: Compliance Test Results**

Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Tester - Level I				
Tester - Level II				
Tester - Level III				

**Deliverable 30: Security Test Results**

Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Project Manager - Level II				
Security Analyst - Level I				
Security Analyst - Level I				
Security Analyst - Level II				

**Deliverable 31: UAT Test Results**

Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Architect - Level I				
Architect - Level II				
Developer - Level I				
Developer - Level I				
Developer - Level II				
Project Manager - Level I				
Project Manager - Level I				
Project Manager - Level II				
Specialist - Level II				
Tester - Level I				
Tester - Level II				
Tester - Level II				

**Deliverable 32: Performance Test Results**

Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Architect - Level I				
Architect - Level II				
Developer - Level I				
Developer - Level I				
Developer - Level II				
Specialist - Level II				
Tester - Level I				
Tester - Level II				
Tester - Level III				

**Deliverable 33: Regression Test Results**

Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Developer - Level I				
Developer - Level I				
Tester - Level I				
Tester - Level II				
Tester - Level II				

**Deliverable 34: Certification Test Results**

Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Specialist - Level II				
Tester - Level I				
Tester - Level I				
Tester - Level II				

**Deliverable 35: Failover and Resiliency Test Results**

Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Developer - Level I				
Developer - Level I				
Developer - Level II				
Specialist - Level II				
Tester - Level I				
Tester - Level II				
Tester - Level II				

**Deliverable 36: Parallel Test Results**

Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Tester - Level I				
Tester - Level II				
Tester - Level II				

**Deliverable 37: Iteration Debrief Summary**

Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				

Architect - Level I
Architect - Level II
Developer - Level II
Project Manager - Level I
Project Manager - Level I
Project Manager - Level III

**Deliverable 38: Risk and Issue Register**

Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Project Manager - Level I				
Project Manager - Level I				
Project Manager - Level II				

**Deliverable 39: System Defect Log**

Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Tester - Level I				
Tester - Level I				

**Deliverable 40: Workstream Requirements Traceability Matrix (RTM)**

Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Architect - Level I				
Architect - Level II				
Project Manager - Level I				
Project Manager - Level I				
Project Manager - Level II				

**Deliverable 41: Interface Control Design Document**

Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Architect - Level I				
Architect - Level II				
Developer - Level I				
Developer - Level I				
Developer - Level II				
Project Manager - Level II				
Project Manager - Level III				

**Deliverable 42: System Security Plan (SSP)**

Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Project Manager - Level II				
Security Analyst - Level I				
Security Analyst - Level I				
Security Analyst - Level II				

**Deliverable 43: Privacy Impact Assessment**

Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Project Manager - Level II				
Security Analyst - Level I				
Security Analyst - Level I				
Security Analyst - Level II				

**Deliverable 44: Operational Readiness Test Report**

Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Developer - Level I				
Developer - Level I				
Project Manager - Level II				
Security Analyst - Level I				
Security Analyst - Level I				
Security Analyst - Level III				
Specialist - Level II				

**Deliverable 45: Operations and Maintenance Run Book**

Staff /Title	Total Hours	*Not-to-Exceed NYG Contract Hourly Rate	** Hourly Rate Bid	Total Cost Per Category
Business Analyst - Level I				
Business Analyst - Level I				
Developer - Level I				
Developer - Level I				
Specialist - Level II				