



*Proposal for Advisory and Benchmarking Consulting Services*

## **BASELINE PRICING PACK**

*Integrus Applied response to RFP 98000-000000-4597*

Integrus Applied is a management consulting firm focused on CIOs and their organizations. We guide clients through the changes required to implement sustainable technology-led strategies. We shape IT organizations and environments with an approach that unifies vision, action and the people who influence both. We have walked in your shoes as buyers, sellers and advisors ... and will walk with you now, on your journey.

We have delivered for you in the past. With our deep bench of industry expertise, we stand ready to continue evolving and supporting GTA.

We thank you for considering Integrus Applied to serve you on the next stretch of your journey.

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## 1. Baseline Pricing / Rate Card

### 1.1 Appendix H: Baseline Pricing

Offeror Name: Integrus Applied

*All above cost should be provided as a deliverable cost per engagement. Include baseline pricing for all services that Offeror is requesting evaluation. **Evaluation will not be provided for technical without a baseline price for the service.***

Sourcing Advisory Services						
<ul style="list-style-type: none"><li>Hourly Rate for resources used. Please name title/position of the person(s) that may perform the work (Project Manager / Analyst / Specialist / etc.). Use positions and hourly rates to illustrate the size of service. Add extra rows if appropriate</li><li>Travel and expense (if appropriate)</li><li>Additional software tools / maintenance fee associated with the tool (if appropriate).</li><li>Fees (as appropriate)</li></ul>						
Size	<i>Please define how the size was determined. Use clear and concise language to convey the determination, i.e., number of users, actual software usage; or other factors that allowed pricing of an engagement. A rate card would be also helpful for GTA to determine a fair and reasonable price.</i>	Offeror Size Defined	Suggested Resource Title Used	Resource Hourly Rate	Tools/Fees	Estimated Deliverable Baseline Price
Small		Bid analysis over 4-6 weeks.  FTEs: 1 to 1.5.	Executive Oversight and Quality Assurance	\$0 (included in deliverables)		
		Includes team facilitation, process management, executive oversight and quality-assurance.	Senior Advisor	\$275		
						\$44-90K
Medium		Contract negotiation over 2 to 3 months.  FTEs: 1 to 1.5.	Executive Oversight and Quality Assurance	\$0 (included in deliverables)		
		Includes strategy development, communication, negotiations prep and sessions, document administration, executive oversight and quality-assurance.	Senior Advisor	\$275		
						\$88-198K
Large		Facilitation of a full single tower procurement over 9 to 12 months.  FTEs: 1.5 to 2.5.	Executive Oversight and Quality Assurance	\$0 (included in deliverables)		
			Senior Advisor	\$275		

		Includes scoping planning, requirements development, team facilitation, event stage management, clarification and integration sessions, executive oversight and quality-assurance. Workload varies depending on inclusion of financial and contract analysis within this stream or interface with others.					<b>\$594K-1.375M</b>
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**Benchmarking Services**

- Hourly Rate for resources used. Please name title/position of the person(s) that may perform the work (Project Manager / Analyst / Specialist / etc.). Use positions and hourly rates to illustrate the size of service. Add extra rows if appropriate
- Travel and expense (if appropriate)
- Additional software tools / maintenance fee associated with the tool (if appropriate).
- Fees (as appropriate)

Size	Please define how the size was determined. Use clear and concise language to convey the determination, i.e., number of users, actual software usage; or other factors that allowed pricing of an engagement. A rate card would be also helpful for GTA to determine a fair and reasonable price.	Offeror Size Defined	Suggested Resource Title Used	Resource Hourly Rate	Tools/Fees	Estimated Deliverable Baseline Price
Small		Benchmarking / Market Cost Analysis over 4 to 6 weeks. FTEs 1 to 1.5.	Executive Oversight and Quality Assurance	\$0 (included in deliverables)		
		Includes data collection, organization and analysis using TBM format. Report production, stakeholder communications, recommendations presentation. Varies based on access to data and scope (e.g. number of towers)	Senior Advisor	\$275		
						<b>\$44-99K</b>
Medium		Evaluation of contract terms and negotiation support over 2 to 3 months. FTEs 1 to 1.5	Executive Oversight and Quality Assurance	\$0 (included in deliverables)		
		Includes financial and legal SME analysis of contract terms and pricing structures; data collection, organization and analysis using TBM format. Report production,	Senior Advisor	\$275		
						<b>\$88-198K</b>

		stakeholder communications, recommendations presentation. Varies based on access to data and scope (e.g. number of towers)				
Large		Facilitation of financial components of Market Test and Rebid program two tower procurements over 9 to 12 months.	<b>Executive Oversight and Quality Assurance</b>	\$0 (included in deliverables)		
		FTEs 1 to 1.5	<b>Senior Advisor</b>	\$275		
		Includes data collection, organization and analysis using TBM format. Report production, stakeholder communications, recommendations presentation. Varies based on access to data and scope (e.g. number of towers)				<b>\$396-825K</b>



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