

Jeffrey Pardikes

From: Nawania Williams
Sent: Wednesday, September 2, 2020 2:10 PM
To: Matthew Lewis
Cc: Kevin Brannon; Jeffrey Pardikes
Subject: FW: Request for Clarification - 710-20-0041 CCWIS

Good afternoon Matt,

See Deloitte's clarification response below. Thanks.

From: Sethi, Sanjeev <sansethi@deloitte.com>
Sent: Wednesday, September 2, 2020 2:00 PM
To: Nawania Williams <nawania.williams@dhs.arkansas.gov>
Subject: RE: Request for Clarification - 710-20-0041 CCWIS

[EXTERNAL SENDER]

Dear Ms. Williams,

In response to the clarification request below, we confirm that our cost proposal is inclusive of the NextGen solution hosted on Salesforce. We also confirm that the total M&O & Other On-Going Costs" figure of \$22,551,218.00 (located on both the "3.Cost Proposal Summary" tab of its Cost Proposal Template as well as on its signed, Official Bid Price Sheet) includes this hosting cost.

The Salesforce licensing cost provided on tab "7. Other Cost" includes the hosting cost for the NextGen solution hosted on Salesforce. That is the reason we did not include any additional costs in the separate tab "8. Hosting" of the Cost Proposal Template.

Please acknowledge the receipt of this communication.

Please let us know if you have any further questions.

Thanks,

Sanjeev Sethi

Managing Director | GPS - Customer & Marketing

Deloitte Consulting

Tel Fax: [REDACTED] | Mobile: [REDACTED]

sansethi@deloitte.com | www.deloitte.com

Please consider the environment before printing.

From: Nawania Williams <nawania.williams@dhs.arkansas.gov>
Sent: Tuesday, September 1, 2020 3:01 PM
To: Sethi, Sanjeev <sansethi@deloitte.com>
Subject: [EXT] Request for Clarification - 710-20-0041 CCWIS

Dear Mr. Sethi,

I write today with one clarification regarding Deloitte's Cost Proposal submitted pursuant to RFP 710-20-0041. Please provide Deloitte's response, to me in writing via email, by **3pm Central Time**, Thursday, September 3, 2020.

Clarification Request:

Deloitte's proposal indicates that its NextGen solution would be hosted by Salesforce. Vendors were instructed to include all proposed hosting costs on tab "8. Hosting" of the Cost Proposal Template Attachment E. Deloitte's "8. Hosting" tab is blank.

Please confirm that Deloitte's cost proposal is inclusive of hosting. Specifically, please confirm that Deloitte's "Total M&O & Other On-Going Costs" figure of \$22,551,218.00 (located on both the "3.Cost Proposal Summary" tab of its Cost Proposal Template as well as on its signed, Official Bid Price Sheet) includes any charges associated with system hosting.

Thank you.



Nawania Williams

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Procurement Coordinator

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