

B. NEGOTIATIONS:

As part of the RFP process, the County will conduct negotiations with one or more recommended proposers in order to achieve a resultant contract to be recommended for award. At a minimum, the following services related to Negotiations are required:

- Assist the County in the development of deliverables, implementation approach, acceptance criteria, and payment milestones to be incorporated into the resultant contract.
- Review and provide an assessment of any exceptions to the County's terms and conditions included in the proposal from the recommended proposer(s).
- Review and provide an assessment of the proposed pricing from recommended proposer(s). When considering pricing, Proposers will take into consideration the ability of Proposer to adhere to RFP requirements, implementation approach, constraints, assumptions and terms and conditions being proposed.
- Conduct an assessment of the draft Scope of Services provided by the recommended proposer(s) and provide summary reports to the County. This assessment should take into consideration any gaps in functionality as revealed during the evaluation process, including oral presentations. Any need for customization should be identified for possible inclusion in the resultant contract to be discussed during negotiations, as determined necessary by the County.
- Provide staffing recommendations for County resources to be utilized during the implementation.

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ATTACHMENT 3 – PRICE PROPOSAL SCHEDULE

COMPANY NAME: _____

INSTRUCTIONS:

The Proposer’s price shall be submitted on Attachment 3 – Price Proposal Schedule, and in the manner stated herein. Proposer is requested to fill in all applicable blanks on this form and make no other marks.

A. Proposed Price

The flat, fixed-price shown below is for providing all Required Services for this Solicitation as stated in the Solicitation’s Scope of Services.

Total Proposed Price
\$ Click here to enter text.

B. Proposed Payment Breakdown

Proposer must provide a pricing structure per milestones for each phase to allow for partial payments in each phase, not to exceed the total allowable percentage per phase in the Table below. The value of each milestone will be negotiated with the selected Proposer to establish a final payment schedule. Should no milestones be proposed, the County will complete payment as a single lump sum at the completion of each Phase.

Description
1. Current State Assessment – 10%
2-GAP Analysis – 10%
3-Needs Assessment and Future Vision- 20%

4-Strategy Development – 20%
5-Implementation & Training – 20%
6-Integration & Optimization – 20%

C. Additional Optional Services

Proposer shall provide a not-to-exceed fixed, flat fee for completion of those services outlined in the Solicitation. Proposers may provide suggested milestones for completion of services to allow for partial payments. In the event that the County opts to proceed with these optional services, in its sole discretion, the value of each milestone will be negotiated with the selected Proposers to establish a final payment schedule. Should no milestones be proposed, the County will complete payment as a single lump sum at the completion of such services.

Description	Not to Exceed, Total Flat Fixed Fee
Deployment, Integration, and Acceptance Services	
Proposed Milestones	

Additionally, Proposers shall provide not-to-exceed hourly rates for all key personnel, including sub-consultants, which may perform additional optional services not contained in those outlined above.

<u>Title and Position Description</u>	<u>Proposed Hourly Rate</u>
<i>Click here to enter text.</i>	\$ Click here to enter text.
Click here to enter text.	\$ Click here to enter text.
<i>Click here to enter text.</i>	\$ Click here to enter text.
<i>Click here to enter text.</i>	\$ Click here to enter text.
<i>Click here to enter text.</i>	\$ Click here to enter text.
<i>Click here to enter text.</i>	\$ Click here to enter text.

Notes:

- a) The proposed fixed price and hourly rates shall include full compensation for labor, material, all out-of-pocket expenses, such as travel, per diem, and miscellaneous costs and fees, which shall be incorporated in this Price Proposal Schedule, as they will not be reimbursed separately by the County.
- b) The prices and hourly rates shall be guaranteed for the term of the Work Order, including any extension periods, and shall include all costs necessary to provide the Services as described in this Solicitation.
- c) The positions identified in the table above shall be the same as the key positions identified in the Proposer's proposal that shall be performing the Services.
- d) Notwithstanding the proposed hourly rates for Additional Optional Services, the County reserves the right to negotiate pricing on a project by project basis, at the County's sole discretion.
- e) The County reserves the right to negotiate the final pricing and payment schedule as may be in the best interest of the County.