Attachment O – Response to Scope of Work Form

8.14

Deloitte agrees in principle to utilizing Section D, Exhibit 1 of the ITN as a draft of certain Statement of Work provisions of a contract, the final terms of which will be negotiated between Deloitte and AWI and require mutual agreement.

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ATTACHMENT O – RESPONSE TO SCOPE OF WORK

This form allows Contactors to propose modifications to the draft SOW language provided in Section D, Exhibit 1 of this ITN. All proposed modifications are subject to negotiations and do not imply agreement by the Agency. If no modification is proposed, enter "Accepted" in the table for each SOW section. This form may be expanded as need to facilitate response to this requirement.

As indicated below, Deloitte either accepts or agrees in principle with the approach as set out in AWI's SOW. It has been Deloitte's experience that in complex projects of this nature further refinement of the processes, obligations and responsibilities as reflected in the SOW are addressed through the discussion and negotiation process. Our experience with and understanding of Florida's ITN process is that this process is particularly well suited to facilitate further refinements to conform the SOW to the ultimate project scope and the solution selected by the Agency. We look forward to engaging in discussions on these issues.

SOW Section	Proposed Modification to SOW Language or "Accepted"
1.0 Definitions	Accepted
2.0 Problem Statement	Accepted
3.0 Contract Objectives	Accepted: Deloitte understands the statement in the ITN at pg. 48 serves to clarify that the high level objectives are defined in the Requirements Definition Document, Deloitte's response thereto, and the relevant Deliverables that will follow.
4.0 Coordination with the Agency and other Entities	Accepted in principle, as "fully cooperate and participate" is limited to the UCCBIS project scope, as outlined in the ITN and Attachment Q – Requirements Response Matrix. To the extent other projects impact the UCCBIS project's scope, schedule, resources or cost, it would be appropriate to address those impacts via the change control process.
5.0 Project Governance	Accepted in principle, subject to contract negotiations
6.0 Project Software Development Lifecycle Phases	Accepted in principle, as our proprietary system development lifecycle methodology ("Playbook") uses different terminology, but is largely consistent with the phases that are specified.
7.0 Overall Management Responsibilities	Accepted in principle, subject to contract negotiations.
8.0 Phases, Tasks, and Deliverables	Accepted in principle, subject to contract negotiations. .
9.0 Training and Documentation	Accepted in principle, subject to contract negotiations.
10.0 Deliverables	Accepted in principle, subject to contract negotiations.
11.0 Service Levels and Liquidated Damages	Accepted in principle, and as stated in this section, "service level agreements…and liquidated damages will be developed and finalized during contract negotiations".

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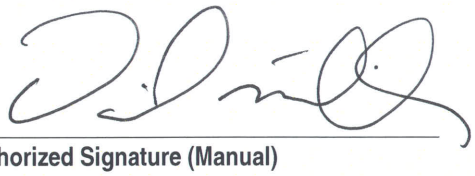
SOW Section	Proposed Modification to SOW Language or "Accepted"
12.0 System Support Services	Accepted in principle, subject to contract negotiations.



***Authorized Signature (Manual)**

David Minkkinen, Principal
***Authorized Signature (Typed), Title**

***This individual must have the authority to bind the Respondent.**

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