



State of Florida
Agency for Workforce Innovation

UC Modernization Project - Phase 2b

**#10-ITN-001-SS - UC Modernization Project -
Phase 2b (UCCBIS) System – Design,
Development and Implementation**

Deloitte Interim Revised Proposal Instructions # 2

TABLE OF CONTENTS

TABLE OF CONTENTS	2
1 OVERVIEW.....	3
2 CLARIFICATIONS AND INSTRUCTIONS	4
3 BILL OF MATERIALS	5

1 OVERVIEW

The purpose of this document is to provide Vendor instructions in order to obtain an Interim Revised Proposal (IRP) that will be used as input to the negotiation process. The vendor is instructed to submit an Interim Revised Proposal in accordance with the instructions in this document and the attached forms and to submit them electronically to Fran Shewan and Sonja Strickland of AWI Purchasing by **12:00pm on November 10, 2010**.

Please refer to ITN section B.15.4 (page 32), which provides that "the Agency, upon completion of each step, reserves the right to finalize the negotiations process at any time in the process that the Agency determines such selection would be in the best interest of the State."

Accordingly, this may be the only opportunity you have to revise your proposal. **Do not hold back an offering of value for any hardware, software, or services (to include the rate card), on the assumption that you will offer it later.**

The Agency intends to conduct a public meeting at 3:00 P.M. Friday November 12, 2010.

The points of contact with the Agency for purposes of this Negotiation:

Agency for Workforce Innovation
Procurement Office
Caldwell Building
107 East Madison Street, B-047
Tallahassee, Florida 32399
Fax Number: (850) 245-7470

Procurement Officers (Points of Contact):

Fran Shewan
Purchasing Specialist Supervisor
Telephone Number: (850) 245-7466
Fran.Shewan@flaawi.com

Sonja Strickland
Purchasing Specialist
Telephone Number: (850) 245-7472
Sonja.Strickland@flaawi.com

Vendors shall not contact any other office or employee of the Agency for information with respect to this Negotiation. The Agency shall not be bound by any information from whatever source that does not come from the Agency's contact office or that is not contained within this document.

2 CLARIFICATIONS AND INSTRUCTIONS

Please review the following table of clarifications and instructions and respond as instructed.

Item	Vendor Instructions
1	<p>The Agency accepts the vendor’s recommendation to eliminate the following options as provided to the Agency in your response to IRP 1 in Exhibit 2 Alternate Cost Table: Training (Item 2), Natural Speech Recognition (Item 5), and Oracle Policy Administration (Item 3). Provide the cost savings to the Agency for eliminating these options. Reflect the removal or accepted changes to the approach in your Attachment B – IRP2 Revised SDLC Cost Breakdown. In the space below provide a detailed description of the changes made to adjust the costs in Attachment B – IRP 2 Revised SDLC Cost Breakdown.</p> <p>Vendor Response:</p>
2	<p>Provide a revised cost estimate that incorporates the cost impacts of these instructions using Attachment B – IRP2 Revised SDLC Cost Breakdown. In the vendor response space below please provide an explanation of the methodology and assumptions used to calculate the pricing for each phase in Attachment B – IRP 2 Revised SDLC Cost Breakdown. Ensure cost for hardware and software development and production maintenance are provided in Phase 8 Operations and Maintenance. As discussed during the IRP presentation on November 3, 2010 include your most aggressive discounts as applied to hardware, software, and services (including rate card).</p> <p>Vendor Response:</p>

Exhibit 1 Instructions and Clarifications Table

3 BILL OF MATERIALS

Complete the following table with a complete list of all proposed hardware (servers, work stations, etc.), software and related information. This table must include everything required to stand up the environments as we discussed in our negotiation session on November 3, 2010. **Include everything required to establish all environments including but not limited to: chassis, blade servers, developer work stations, load balancers, document scanning equipment, databases, correspondence generation, document management, IVR, fax, report generation, operating system, storage area network, CRM, address validation, hardware and software development and production maintenance costs.** Nothing shall be omitted from this list. Per the ITN: "The Agency reserves the right to purchase any of the items on the Bill of Materials from another source instead of acquiring them from the Contractor if it is in the best interest of the Agency." As such, sufficient detail should be provided to allow the Agency to procure the hardware and software components separately. Add to, or alter the environment descriptions as needed to match your proposal:

Description (Ex: Vendor, Model, #Blades, CPU, Memory, Operating System, Storage Type, Storage Amount, etc.)	Qty	License Type	Date of Procurement	List License Price	Proposed License Price	Total Initial Purchase Price	Cumulative Maintenance through DDI	Maintenance Renewal (post DDI)
Development Environment								
Hardware								
Software								
Test Environment								
Hardware								
Software								

Description (Ex: Vendor, Model, #Blades, CPU, Memory, Operating System, Storage Type, Storage Amount, etc.)	Qty	License Type	Date of Procurement	List License Price	Proposed License Price	Total Initial Purchase Price	Cumulative Maintenance through DDI	Maintenance Renewal (post DDI)
Production Environment								
Hardware								
Software								

Exhibit 2 Bill of Materials

Please provide the assumptions for the proposed hardware and software components that were provided in Exhibit 2 Bill of Materials:

Description	Assumptions (Ex: # of users, performance levels, etc.)
Development Environment	
Hardware	
Software	
Test Environment	
Hardware	
Software	
Production Environment	
Hardware	
Software	

Exhibit 3 Bill of Materials Assumptions