

<b>STATE OF NORTH CAROLINA</b> <b>DEPARTMENT OF PUBLIC SAFETY</b> <b>NORTH CAROLINA OFFICE OF</b> <b>RECOVERY AND RESILIENCY (NCORR)</b>	<b>REQUEST FOR BEST AND FINAL OFFER NO.</b> <b>19-RFP-014530-WAX</b>	
	<b>Response will be received until:</b> May 3, 2019 2:00 pm	
	<b>Issue Date:</b> May 1, 2019	
<b>Refer <u>ALL</u> inquiries regarding this BAFO to:</b>  Angela Wainright angela.wainright1@ncdps.gov 919-324-6476	<b>Description:</b> Salesforce System of Record Management Services	
<b>See page 2 for mailing instructions.</b>	<b>Using Agency:</b> DPS, NCORR	
	<b>Requisition No.:</b> RQ21717699	

**NOTICE TO VENDOR**


Offers, subject to the conditions made a part hereof, will be received at: NC Department of Public Safety, Purchasing and Logistics Office, 3030 Hammond Business Place, Raleigh, NC 27603 until *May 3, 2019 at 2:00 pm* on the day of opening and then opened, for furnishing and delivering the goods and services as described herein. Refer to page 2 for proper mailing instructions. Bids submitted via facsimile (fax) machine in response to this Best and Final Offer (BAFO) will not be accepted. Bids are subject to rejection unless submitted on this form.

**EXECUTION**

In compliance with this Request for Best and Final Offer (BAFO), and subject to all the conditions herein, the undersigned offers and agrees to furnish any or all goods and services which are offered, at the prices agreed upon and within the time specified herein. Pursuant to N.C.G.S. §143B-1354 and under penalty of perjury, the undersigned Vendor certifies that this offer has not been arrived at collusively or otherwise in violation of Federal or North Carolina law and this offer is made without prior understanding, agreement, or connection with any firm, corporation, or person submitting an offer for the same commodity, and is in all respects fair and without collusion of fraud.

**Failure to execute/sign offer prior to submittal shall render offer invalid.**

**Late offers are not acceptable.**

OFFEROR: Vertiba, LLC d/b/a Publicis Sapient Salesforce Practice		
STREET ADDRESS: 1845 Folsom Street	P.O. BOX:	ZIP: 80302
CITY & STATE & ZIP: Boulder, CO 80302	TELEPHONE NUMBER: 720-383-4276	TOLL FREE TEL NO
PRINT NAME & TITLE OF PERSON SIGNING: John Meyer, Vice President Government Services	FAX NUMBER:	
AUTHORIZED SIGNATURE: 	DATE: 5/2/2019	E-MAIL: john.meyer@publicissapient.com

Offer valid for forty-five (45) days from date of offer opening unless otherwise stated here: \_\_\_\_\_ days

**ACCEPTANCE OF OFFER**

If the State accepts any or all parts of this offer, an authorized representative of NC Department of Public Safety (DPS) shall affix his/her signature to the Vendor's response to this Request for BAFO. The acceptance shall include the response to this BAFO, any provisions and requirements of the original RFP which have not been superseded by this BAFO and the Department of Information Technology Terms and Conditions. These documents shall then constitute the written agreement between the parties. A copy of this acceptance will be forwarded to the successful vendor(s).

**FOR STATE USE ONLY**

Offer accepted and contract awarded this 16 day of May, 2019, as indicated on attached certification, by Angela Wainright (Authorized representative of DPS).

**DELIVERY INSTRUCTIONS:**

Deliver one (1) signed original executed offer .

It is the responsibility of the Vendor to deliver the offer to this office by the specified time and date of opening, regardless of the method of delivery. Address envelope and include RFP number as shown above. Vendors are cautioned that offers sent via U.S. Mail, including Express, Certified, Priority, Overnight, etc., may not be delivered in time to meet the deadline.

Vendor may also submit its BAFO response via email instead of US Mail or other delivery service. Responses may be emailed no later than the specified time and date of opening. Please include the BAFO number in the email subject line.

<b>DELIVER TO:</b>
BAFO # 19-RFP-014530-WAX NC Department of Public Safety Purchasing and Logistics Office Procurement Attn: Angela Wainright 3030 Hammond Business Place Raleigh, NC 27603  or email to : <a href="mailto:angela.wainright1@ncdps.gov">angela.wainright1@ncdps.gov</a>

**SOLICITATION REQUEST FOR BEST AND FINAL OFFER (BAFO)**

This request is to acquire a best and final offer from Vendor for Salesforce System of Record Management Services. The offer should integrate the previous response to the RFP and any changes listed below. Any individual vendor can receive a different number of requests for BAFOs than other offerors.

**NOTE:** This proposal is still in the evaluation period. During this period and prior to award, possession of the BAFO, original bid response and accompanying information is limited to personnel of the Department of Information Technology (DIT) Statewide IT Procurement Office, and to agencies responsible for participating in the evaluation. Vendors that attempt to gain this privileged information, or to influence the evaluation process (i.e. assist in evaluation) will be in violation of purchasing rules and its offer will not be further evaluated or considered.

In accordance RFP Number 19-RFP-014530-WAX, the order of precedence will be as follows: Best and Final Offers, special terms and conditions specific to this RFP, Specifications of the RFP, the Department of Information Technology Terms and Conditions, and the agreed portion of the awarded Vendor's offer.

Vendors negotiated pricing is incorporated beginning on Page 3. In addition, Publicis Sapien's response Dated April 29, 2019 is incorporated by reference. Vendor agrees that information on page 3-16 of the April 29, 2019 response are considered CONFIDENTIAL.

Vendor shall indemnify and reimburse the State for all additional expenses (including legal fees) resulting from Vendor deploying a final live product that results in the State incurring additional expenses outside of this contract.

**Updated Cost of Vendor's Offer**

**Cost Components of Initial Term – Year One**

Classification of Personnel (e.g. Program Manager, Developer)	Hourly rate	Estimated Hours of Effort per Month	Estimated Price per Month	Estimated Price for Year One
Salesforce Consultant/Project Manager	\$250.00	173	\$43,250	\$519,000
Salesforce Solution Architect	\$260.00	50	\$13,000	\$156,000
Salesforce Technical Architect	\$260.00	50	\$13,000	\$156,000
Salesforce Developer	\$240.00	40	\$9,600	\$115,200
Salesforce Support Lead	\$180.00	80	\$14,400	\$172,800
Salesforce Subject Matter Expert for CDBG-DR	\$250.00	55	\$13,750	\$165,000
Salesforce Subject Matter Expert for CDBG-DR	\$250.00	55	\$13,750	\$165,000
<b>Estimate for First Year of Contract</b>		n/a		
<b>Total Not to Exceed Year One Pricing</b>	<b>\$1,449,000.00</b>			

Cost Components for OPTIONAL Year Two

Classification of Personnel (e.g. Program Manager, Developer)	Hourly rate	Estimated Hours of Effort per Month	Estimated Price per Month	Estimated Price for Year Two
Salesforce Consultant/Project Manager	\$257.50	173	\$44,547.50	\$534,570.00
Salesforce Solution Architect	\$261.30	50	\$13,065.00	\$156,780.00
Salesforce Technical Architect	\$261.30	50	\$13,065.00	\$156,780.00
Salesforce Developer	\$241.20	40	\$9,648.00	\$115,776.00
Salesforce Support Lead	\$180.90	80	\$14,472.00	\$173,664.00
Salesforce Subject Matter Expert for CDBG-DR	\$251.25	55	\$13,818.75	\$165,825.00
Salesforce Subject Matter Expert for CDBG-DR	\$251.25	55	\$13,818.75	\$165,825.00
<b>Estimate for Second Year</b>		n/a		
<b>Total Not-to-Exceed Year Two Price</b>	<b>\$1,469,220.00</b>			

Cost Components for OPTIONAL Year Three

Classification of Personnel (e.g. Program Manager, Developer)	Hourly rate	Estimated Hours of Effort per Month	Estimated Price per Month	Estimated Price for Year Two
Salesforce Solution Architect	\$269.14	10	\$2,691.39	\$32,296.68
Salesforce Technical Architect	\$269.14	10	\$2,691.39	\$32,296.68
Salesforce Developer	\$248.44	20	\$4,968.72	\$59,624.64
Salesforce Support Lead	\$186.33	80	\$14,906.16	\$178,873.92
Estimate for Third Year		n/a		
<b>Total Not-to-Exceed Year Three Price</b>	<b>\$303,091.92</b>			

Cost Components for OPTIONAL Year Four

Classification of Personnel (e.g. Program Manager, Developer)	Hourly rate	Estimated Hours of Effort per Month	Estimated Price per Month	Estimated Price for Year Two
Salesforce Solution Architect	\$276.98	10	\$2,769.78	\$33,237.36
Salesforce Technical Architect	\$276.98	10	\$2,769.78	\$33,237.36
Salesforce Developer	\$255.67	20	\$5,113.44	\$61,361.28
Salesforce Support Lead	\$191.75	80	\$15,340.32	\$184,083.84
Estimate for Fourth Year		n/a		
<b>Total Not-to-Exceed Year Four Price</b>	<b>\$311,919.84</b>			

Cost Components for OPTIONAL Year Five

Classification of Personnel (e.g. Program Manager, Developer)	Hourly rate	Estimated Hours of Effort per Month	Estimated Price per Month	Estimated Price for Year Two
Salesforce Solution Architect	\$284.82	10	\$2,848.17	\$34,178.04
Salesforce Technical Architect	\$284.82	10	\$2,848.17	\$34,178.04
Salesforce Developer	\$262.91	20	\$5,258.16	\$63,097.92
Salesforce Support Lead	\$197.18	80	\$15,774.48	\$189,293.76
Estimate for Fifth Year		n/a		
<b>Total Not-to-Exceed Year Five Price</b>	<b>\$320,747.76</b>			



Cost Components for OPTIONAL Year Six

Classification of Personnel (e.g. Program Manager, Developer)	Hourly rate	Estimated Hours of Effort per Month	Estimated Price per Month	Estimated Price for Year Two
Salesforce Solution Architect	\$292.66	10	\$2,926.56	\$35,118.72
Salesforce Technical Architect	\$292.66	10	\$2,926.56	\$35,118.72
Salesforce Developer	\$270.14	20	\$5,402.88	\$64,834.56
Salesforce Support Lead	\$202.61	80	\$16,208.64	\$194,503.68
Estimate for Sixth Year		n/a		
<b>Total Not-to-Exceed Year Six Price</b>	<b>\$329,575.68</b>			

	Total # of Hours over the Six Years			Not-to-exceed price for all Six Years
<b>Summation of Cost Components for All Six Potential Contract Years</b>	17,832	n/a	n/a	\$4,183,555.20