

To,
Teresa Deaton-Reese
Procurement Consultant
Indiana Department of Administration
402 W. Washington St., Room W468
Indianapolis, Indiana 46204

We are delighted to present our Best and Final Offer (BAFO) for the Home and Community Support Professional (HCSP) Training Services –RFP 24-78490. We extend our sincerest gratitude for the opportunity to submit this final offer and for considering our proposal throughout this process.

Our BAFO reflects our commitment to providing a comprehensive solution that not only meets but exceeds the requirements outlined in the FSSA HCSP Training Services RFP. The pricing structure presented in our original proposal was designed to be competitive while covering only the necessary costs associated with the proposed solution. We assure you that the integrity of our proposed solution remains intact, and we are confident that our BAFO aligns perfectly with the objectives outlined by FSSA.

We are pleased to announce a cost reduction of 2.7%, bringing the final cost to \$5,827,726.63, with a total discounted value of \$160,832.89. We have not reduced any effort or % commitment with the WMBE and IVOSB subcontractors.

Cost Proposal: Enclosed, please find a detailed breakdown of the costs associated with our solution. This includes all relevant expenses and costs involved in delivering the proposed HCSP Training Services solution. We have carefully considered every aspect of the project to provide transparent and competitive pricing that offers exceptional value for the investment.

Cost Narrative: Our cost narrative offers the State of Indiana the best value, proposing the right size team with staff experienced in implementation and maintenance of the HCSP Training Services for FSSA. We have included detailed information on staff hourly pricing, training development deliverable costs, LMS and Training Registry implementation costs, and program operations costs. Our approach ensures that all elements necessary for successful program delivery are accounted for, ensuring efficient and effective operations.

Assumptions, Terms, and Conditions: Included in our BAFO is a section outlining the assumptions, terms, and conditions of the proposal. This covers important aspects such as payment terms, warranties, and any other contractual obligations. We want to ensure complete clarity and transparency in our engagement with FSSA.

In summary, our BAFO reflects our unwavering commitment to delivering a transformative HCSP Training solution that meets the unique needs of FSSA. We are excited about the possibility of partnering with FSSA on this important initiative and are confident that our proposal will exceed expectations.

As a local company, we are proud Hoosiers serving Hoosiers, deeply aligned with the State of Indiana Governor's pillars and FSSA's long-term care objectives. We share the vision of empowering and uplifting Indiana's Direct Service Workers, and we are excited to collectively invest in this mission to enhance the quality of life for our fellow Hoosiers.

Thank you once again for the opportunity to present our BAFO. We look forward to the possibility of collaborating with FSSA and making a positive impact on the HCSP learning and training landscape.

Sincerely,

V. Deepika