
Deloitte Consulting LLP

New York State Department of Civil Service

Reference #: RFP ABMC-2017-1: Actuarial and Benefits Management Consulting Services

Redacted
COST PROPOSAL

Proposal Due Date May 31, 2017, 3:00 p.m. ET

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May 26, 2017

Mr. Seth Johnson
Procurement Manager
Employee Benefits Division - Room 1106
NYS Department of Civil Service
Albany, NY 12239

Re: Cost Proposal

Dear Mr. Johnson:

On behalf of Deloitte Consulting LLP, I respectfully submit our cost proposal for the New York State Department of Civil Services' ("the Department") consideration. As instructed in the RFP, we have proposed to perform tasks on a time and materials basis at the rates shown herein, with Not-To-Exceed Total Cost for each year of the entire term of the Contract for Tasks 1 and 2. The Department approved travel expenses will be billed at cost.

Please contact me should you wish to clarify any aspect of our offer.

Sincerely,

Deloitte Consulting LLP

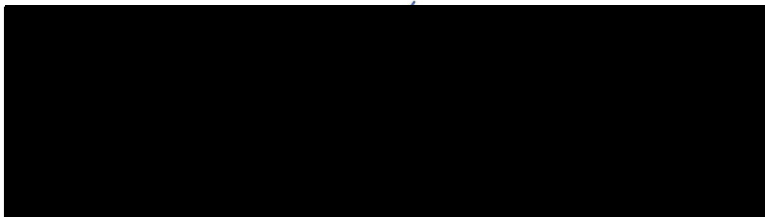


Exhibit V.A Form 1, Task 1: Premium Rate Renewals and Plan Funding Requirements

Period	1/1/2018 - 12/31/2018 (Year 1)			1/1/2019 - 12/31/2019 (Year 2)			1/1/2020 - 12/31/2020 (Year 3)		
	Fixed Hourly Rate	# Hours	Total Projected Cost	Fixed Hourly Rate	# Hours	Total Projected Cost	Fixed Hourly Rate	# Hours	Total Projected Cost
Principal									
Lead Consultant									
Consultant									
Analyst									
Not-To-Exceed Total Cost ¹									

Period	1/1/2021 - 12/31/2021 (Year 4)			1/1/2022 - 12/31/2022 (Year 5)			Task #1 Five Year Total (=Sum of Years 1 - 5 Not-To-Exceed Total Cost amounts)
	Fixed Hourly Rate	# Hours	Total Projected Cost	Fixed Hourly Rate	# Hours	Total Projected Cost	
Principal							
Lead Consultant							
Consultant							
Analyst							
Not-To-Exceed Total Cost ¹							

¹⁾ Deloitte Consulting reserves the right to discuss potential modification of the not-to-exceed total cost amounts should the scope the projects change significantly from what was described in the RFP.

Exhibit V.A Form 2, Task 2: Quarterly Analysis

Year 1 (1/1/2018 – 12/31/2018)	1st Quarter 2018 (Due 05/2018)			4th Quarter 2018 (Due 02/2019)			Year 1 Totals ⁽¹⁾
	Fixed Hourly Rate	# Hours	Total Projected Costs	Fixed Hourly Rate	# Hours	Total Projected Cost	
Position Title							
Principal							
Lead Consultant							
Consultant							
Analyst							
Not-To-Exceed Total Cost							

⁽¹⁾ = Sum of 1st and 4th Quarter Not-To-Exceed Total Cost amounts.

Year 2 (1/1/2019 – 12/31/2019)	1st Quarter 2019 (Due 05/2019)			4th Quarter 2019 (Due 02/2020)			Year 2 Totals ⁽¹⁾
	Fixed Hourly Rate	# Hours	Total Projected Costs	Fixed Hourly Rate	# Hours	Total Projected Cost	
Position Title							
Principal							
Lead Consultant							
Consultant							
Analyst							
Not-To-Exceed Total Cost							

⁽¹⁾ = Sum of 1st and 4th Quarter Not-To-Exceed Total Cost amounts.

Year 3 (1/1/2020 – 12/31/2020)	1st Quarter 2020 (Due 05/2020)			4th Quarter 2020 (Due 02/2021)			Year 3 Totals ⁽¹⁾
	Fixed Hourly Rate	# Hours	Total Projected Costs	Fixed Hourly Rate	# Hours	Total Projected Cost	
Position Title							
Principal							
Lead Consultant							
Consultant							
Analyst							
Not-To-Exceed Total Cost							

⁽¹⁾ = Sum of 1st and 4th Quarter Not-To-Exceed Total Cost amounts.

Year 4 (1/1/2021 – 12/31/2021) Position Title	1st Quarter 2021 (Due 05/2021)			4th Quarter 2021 (Due 02/2022)			Year 4 Totals ⁽¹⁾
	Fixed Hourly Rate	# Hours	Total Projected Costs	Fixed Hourly Rate	# Hours	Total Projected Cost	
Principal							
Lead Consultant							
Consultant							
Analyst							
Not-To-Exceed Total Cost ³							

(1) = Sum of 1st and 4th Quarter Not-To-Exceed Total Cost amounts.

Year 5 (1/1/2022 – 12/31/2022) Position Title	1st Quarter 2022 (Due 05/2022)			4th Quarter 2022 (Due 02/2023) *			Year 5 Totals ⁽¹⁾
	Fixed Hourly Rate	# Hours	Total Projected Costs	Fixed Hourly Rate	# Hours	Total Projected Cost	
Principal							
Lead Consultant							
Consultant							
Analyst							
Not-To-Exceed Total Cost ³							

(1) = Sum of 1st and 4th Quarter Not-To-Exceed Total Cost amounts.

*Transition Services billed at Year 5 rates.

Task #2 Five Year Total amount ⁽²⁾ [Redacted]

(2) = Sum of Year 1 Total amount through Year 5 Totals amount.

3) Deloitte Consulting reserves the right to discuss potential modification of the not-to-exceed total cost amounts should the scope the projects change significantly from what was described in the RFP.

Exhibit V.A Form 3, Tasks 3 and 4: GASB 75 Valuation and Ad Hoc Services

Fixed Hourly Rates					
Position Title	Year 1 (1/1/2018 - 12/31/2018)	Year 2 (1/1/2019 - 12/31/2019)	Year 3 (1/1/2020 - 12/31/2020)	Year 4 (1/1/2021 - 12/31/2021)	Year 5 (1/1/2022 - 12/31/2022)
Principal					
Lead Consultant					
Consultant					
Analyst					

Transition Services billed at Year 5 rates.

Exhibit V.A Form 4, Task #3 Projected Hours Per Position Per Activity

Projected Hours Per Position Task #3 Activity				
Position Title	April 1, 2018 Valuation	April 1, 2019 Valuation	April 1, 2020 Valuation	April 1, 2021 Valuation
Principal				
Lead Consultant				
Consultant				
Analyst				