

Focus Care, Inc. DBA

**Focus EduVation, Inc.**

500 West Cummings Park, Suite 2700, Woburn, MA 01801

~~NEBRASKA~~

Good Life. Great Mission.

DEPT. OF HEALTH AND HUMAN SERVICES

**Proposal for**

**Drug Overdose Prevention Instructional Videos**

**RFP No: 6156 Z1**

**Issue Date: October 02, 2019**

**Cost Proposal**

**Submitted to:** Holly Glasgow & Keith Roland  
Department of Health and Human Services

**Submitted by** Vik Aurora  
Senior Vice President, Strategic Partnerships  
Focus EduVation, Inc.

**Focus EduVation**  
EDUCATION AND INNOVATION SIMPLIFIED

[www.focuseduvation.com](http://www.focuseduvation.com)

**Date of Submission:**  
October 25, 2019

**Cost Proposal  
RFP 6156 Z1  
Drug Overdose Prevention Instructional Videos**

Firm Name: Focus EduVation, Inc.

Bidder to complete the following cost proposal. Price quoted shall be inclusive of all costs associated with creating a video. The estimated number of minutes shown below in no way commits the State to those figures as maximum or minimum contract amounts, but are for purposes of information only.

Description of Deliverable	Cost Per Minute of New Video Creation	Estimated Number of Minutes (entire initial term)
Under Ten Minute Video	\$ 10,300.00 *	40
Ten to Twenty Minute Video	\$ 14,640.00 *	35
Twenty Minutes to One Hour Video	\$ 27,150.00 *	60

Optional Services	Per Hour Rate
Video Editing	\$ 22.00
<<additional optional services available>>	

**Optional Renewal Period One**

Description of Deliverable	Cost Per Minute of New Video Creation	Estimated Number of Minutes (entire renewal one term)
Under Ten Minute Video	\$ 9,476.00	15
Ten to Twenty Minute Video	\$ 13,469.00	25
Twenty Minutes to One Hour Video	\$ 24,978.00	60

Optional Services	Per Hour Rate
Video Editing	\$ 22.00
<<additional optional services available>>	

\* NOTE: The Cost includes the following considerations:

1. We are assuming a Per day On-Site video recording with crew at \$1,200 Per Day
2. The Cost per day per talent for 6 hours per day is \$600.
3. In our cost estimates, we have factored 2 days on-site video recording along-with 2 actors/talent per day. This estimation enables us to prorate the costs based on;
  - (a) Onsite video recording
  - (b) Number of talent/ actors hired per video segment
4. Multiple videos can be shot at location and vastly minimize the cost across different 'minute segments'. However, for the purposes of this proposal and estimates provided, we have added the cost for video recording (2 days) and Talent/ actor cost (2 Folks for 2 days at 6 hours each)

**Optional Renewal Period Two**

<b>Description of Deliverable</b>	<b>Cost Per Minute of New Video Creation</b>	<b>Estimated Number of Minutes (entire renewal two term)</b>
Under Ten Minute Video	\$ 9,270.00	15
Ten to Twenty Minute Video	\$ 13,176.00	25
Twenty Minutes to One Hour Video	\$ 24,435.00	60

<b>Optional Services</b>	<b>Per Hour Rate</b>
Video Editing	\$ 22.00
<<additional optional services available>>	

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**Proposal for**

**Drug Overdose Prevention Instructional Videos**

**RFP No: 6156 Z1**

**Issue Date: October 02, 2019**

**Best and Final Offer (BAFO)**

**Revised Cost Proposal**

**Submitted to:** Holly Glasgow & Keith Roland  
Department of Health and Human Services

**Submitted by** Vik Aurora  
Senior Vice President, Strategic Partnerships  
Focus EduVation, Inc.

**Focus Edu**  **ation**  
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**Date of Submission:**  
November 7, 2019



**Focus EduVation, Inc.**  
500 West Cummings Park, Suite 2700, Woburn, MA 01801  
Telephone: (781) 376 6922 | Fax: (781) 935 2775  
Email: [vikhaas.a@focuseduvation.com](mailto:vikhaas.a@focuseduvation.com)  
Website: [www.focuseduvation.com](http://www.focuseduvation.com)

November 7, 2019

To,

Holly Glasgow & Keith Roland, Buyer  
Department of Health and Human Services (DHHS), State of Nebraska  
3rd Floor Reception Desk, 301 Centennial Mall South  
Lincoln, NE 68509.

Dear Holly and Keith,

SUB: Response to Request for Best and Final Offer for 6156 Z1 – Drug Overdose Prevention  
Instructional Videos.

REF: Request via email dated November 1, 2019.

We thank you for this opportunity to submit Revised Cost Proposal for 6156 Z1 – Drug Overdose  
Prevention Instructional Videos.

Please find our Overall Best and Final Offer (BAFO) with the Revised Cost Proposal in the following pages.  
We consider that this request for best and final offer does not alter the scope or requirements of the Drug  
Overdose Prevention Instructional Videos bid request.

A handwritten signature in black ink, appearing to read 'Vik Aurora', is written over a horizontal line.

(Authorized Signatory)

**Vik Aurora**  
Senior Vice President – Strategic Partnerships  
Focus EduVation, Inc.  
Email: [vikhaas.a@focuseduvation.com](mailto:vikhaas.a@focuseduvation.com)  
Telephone: (781) 376 6922

**Cost Proposal  
RFP 6156 Z1  
Drug Overdose Prevention Instructional Videos**

Firm Name: **Focus EduVation, Inc.**

Bidder to complete the following cost proposal. Price quoted shall be inclusive of all costs associated with creating a video. The estimated number of minutes shown below in no way commits the State to those figures as maximum or minimum contract amounts, but are for purposes of information only. **Bidder shall bid the cost per minute, not total cost. Proposals that do not meet this requirement will be considered invalid and rejected.**

Description of Deliverable	Cost Per Minute of New Video Creation	Estimated Number of Minutes (entire initial term)
Under Ten Minute Video	\$ 9,888.00 *	40
Ten to Twenty Minute Video	\$ 13,615.00 *	35
Twenty Minutes to One Hour Video	\$ 24,435.00 *	60

Optional Services	Per Hour Rate
Video Editing	\$ 22.00
<<additional optional services available>>	

**Optional Renewal Period One**

Description of Deliverable	Cost Per Minute of New Video Creation	Estimated Number of Minutes (entire renewal one term)
Under Ten Minute Video	\$ 9,943.00	15
Ten to Twenty Minute Video	\$ 12,663.00	25
Twenty Minutes to One Hour Video	\$ 21,992.00	60

Optional Services	Per Hour Rate
Video Editing	\$ 22.00
<<additional optional services available>>	

**\* NOTE:** The Cost includes the following considerations:

1. We are assuming a Per day On-Site video recording with crew at \$1,200 Per Day
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**Optional Renewal Period Two**

<b>Description of Deliverable</b>	<b>Cost Per Minute of New Video Creation</b>	<b>Estimated Number of Minutes (entire renewal two term)</b>
Under Ten Minute Video	\$ 9,113.00	15
Ten to Twenty Minute Video	\$ 11,776.00	25
Twenty Minutes to One Hour Video	\$ 19,793.00	60

<b>Optional Services</b>	<b>Per Hour Rate</b>
Video Editing	\$ 22.00
<<additional optional services available>>	