



Contingency Tech Staffing for FEMA Recovery Programs Cost Proposal (FILE 2 OF 3)

ORIGINAL

REQUEST FOR PROPOSAL (RFP) FOR CONTRACTUAL SERVICES NO 6248 Z1
State of Nebraska | State Purchasing Bureau

April 7, 2020 | 2:00 PM Central Time

Cost Proposal

Our fees represent excellent value considering the technical knowledge, the breadth of experience, and the insight we can deliver to the State of Nebraska.

We believe that the **quality of our professional services** and not the structure of our fees should be the determinant in your selection of a professional services provider. However, because we recognize your desire to control costs, and believe that professional fees are extremely competitive, we welcome the opportunity to discuss our fee structure with you as part of the Task Order issuance process.

Alternative Pricing

As we continue to imagine what's possible in the services we provide to our clients, we must also explore alternative approaches to how we price our engagements. Alternative pricing strategies are reshaping how we talk to our clients about fees and how we deliver on our promise for quality.



Shifts fee focus away from the traditional rate x hour view to business impact and value.



Enables pricing based on outcome and alignment on goals.



Let's us to jointly articulate and measure engagement success.



Provides means to invest with a commitment for a longer-term relationship.

We would be glad to sit down with you and discuss potential pricing structures that may be a better representation of value and impact to you and your stakeholders.

Per Addendum 2, a Cost Proposal is not required and will not be part of evaluation

Page intentionally left blank



The services will be performed in accordance with the Statement on Standards for Consulting Services issued by the American Institute of Certified Public Accountants (the "AICPA"). However, the performance of the services will not constitute an engagement to provide audit, compilation, review, or attest services as described in the pronouncements on professional standards issued by the AICPA or the U.S. Public Company Accounting Oversight Board and, therefore, Deloitte will not express an opinion or any other form of assurance with respect to any matters (including, without limitation, compliance with U.S. GAAP, IFRS and SEC rules and regulations).

Our proposal is being made subject to the conditions that Deloitte Risk and Financial Advisory and the State of Nebraska subsequently reach and enter into a) mutually acceptable definitive written agreement for the proposed services and (b) Deloitte Risk and Financial Advisory completes, to its satisfaction, its standard client acceptance and continuance procedures with respect to this proposed engagement.

About Deloitte

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee ("DTTL"), its network of member firms, and their related entities. DTTL and each of its member firms are legally separate and independent entities. DTTL (also referred to as "Deloitte Global") does not provide services to clients. Please see www.deloitte.com/about for a detailed description of DTTL and its member firms. Please see www.deloitte.com/us/about for a detailed description of the legal structure of Deloitte LLP and its subsidiaries. Certain services may not be available to attest clients under the rules and regulations of public accounting.