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August 27, 2019

Ms. Susan August
Purchasing Officer
Lake County Purchasing Division
18 N County Street, 9th Floor
Waukegan, IL 60085

Dear Ms. August:

Crowe LLP (Crowe) appreciates the opportunity to submit our Best and Final Offer (BAFO) as requested by Lake County, related to our proposal submitted August 6, 2019 in response to the Request for Proposal (RFP) # 19119, Consultant to Draft and Support RFP for Shared, Scalable, Integrated Enterprise CAD, Mobile Data, RMS, and JMS.

We acknowledge our recent e-mail communication with you on Friday, August 23, 2019, based on the County's request to provide a BAFO for RFP Tasks 1, 2, and 3, all part of the RFP development and selection process. We have provided this detail below, and have excluded Tasks 4 and 5, per County guidance. Additionally, as requested, we have reviewed our hours assuptions for Task 1. Based on our discussion during the onsite oral presentation, we have reduced our hours for Task 1 to 421 hours as part of this BAFO, which is approximately a 15% reduction in hours. Additionally, while we provided the County with a highly competitive rate structure in our original proposal, we are also offering the County a reduction in our rate structure of approximately 5% to demonstrate our commitment to the County through this BAFO process.

Task	BAFO Hours (rev 08.27.2019)	BAFO Fees (rev 08.27.2019)
1: Assess & Confirm Requirements	421	$77,860
2: Create RFP	295	$54,900
3: Evaluate & Review Submittals	280	$51,650
Total	**996**	**$184,410**

We look forward to the opportunity to provide high-quality services to Lake County with this engagement, and welcome the opportunity to discuss this more in detail. Should you have any questions regarding our proposal, please contact me at 317.208.2469 or by email at alicia.antonetti@crowe.com.

Sincerely,

Alicia L. Antonetti-Tricker
Principal