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Revised Quote – RFP #19119 / Task 4

November 4, 2020

Lake County
ATTN: PURCHASING DIVISION
18 N. County Street, 9th Floor
Waukegan, Illinois 60085-4350

Dear Ms. August:

Thank you for the opportunity to serve Lake County as the *Consultant to draft and support RFP for shared, scalable, integrated enterprise CAD, mobile data, RMS, and JMS for Lake County* (RFP #19119). Lake County contracted Crowe LLP (Crowe) for RFP Tasks 1-3. As requested, we have revised our quote for Task 4: Contract Negotiations.

Included below is Crowe's revised scope narrative for Task 4. We have revised the timeline from 4 weeks to 10 weeks, and updated the hours from 140 hours to 275 hours. This Task 4 begins when Task 3 ends, as the highest scoring vendor is selected with an Intent to Negotiate from the County / 9-1-1 Consortium.

Task 4: Contract Negotiations

Revised Timeline: 10 weeks

In Task 4, Crowe will support the County / 9-1-1 Consortium in negotiating a successful and agreeable contract with its selected vendor. We will work in a support capacity, supporting the appropriate legal counsel that represents the County and agencies represented in the Consortium. Based on our understanding, we believe the 9-1-1 Consortium represents the 21 PSEs through the Intergovernmental Agreement. We have not planned for supporting 21 individual negotiations, but would rather seek an umbrella agreement that applies advantageously to all participating agencies.

Our scope includes supporting the following activities:

- Up to 75 hours of negotiation support by a Crowe executive
- Project management of stakeholders throughout contract negotiation, including communication updates, coordinating data requests, and incorporating requests (up to 150 hours)
- Advise on key components to include in Statement of Work and project planning
- Provide subject matter specialization (up to 50 hours of senior level SME)

= Total 275 hours in Task 4

Deliverables for Task 4 include:

- Support of a successful contract with the selected vendor, including Statement of Work describing services and commitments

Revised Pricing for Task 4 based on the scope, timeline, and hours listed above:

\$67,750

Note: Although some professionals assigned to the engagement may have a Juris Doctor degree or an L.L.M. degree, Crowe and its personnel do not practice law and have not been engaged to provide any legal advice. Lake County acknowledges and agrees that neither Crowe nor any of its personnel will be asked or engaged to provide any legal advice in providing any services under this Agreement or to Lake County.

We look forward to the opportunity to discuss this revision, and to the prospect of discussing our proposed methodology and strategy for continuing to serve the 9-1-1 Consortium in this important project. 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