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## Procurement Solutions

Dellicker provides the best value to clients by delivering complete procurement solutions to meet identified gaps in current technology requirements. After completing the Technology Assessment, or after receiving the results of a valid evaluation conducted by the client or a third-party, Dellicker will oversee the process of helping clients purchase the goods and services required to implement the recommendations. This includes guiding the client through a regulatory-compliant process that aims to deliver the highest quality services for the lowest possible price.

Dellicker will help clients identify the best value solutions for each recommended technology component in the Assessment, as required. We will provide special focus on providing guidance that maximizes available E-Rate Category Two funding or any new E-Rate funding that becomes available.

- For E-Rate Category One services, Dellicker will direct clients to existing NJDRLAP contracts wherever appropriate and practical. Otherwise, the company will execute its proven start-to-finish system for buying E-Rate compliant Internet access and telecommunications services.
- For E-Rate Category Two services, Dellicker also will direct clients to existing ESCNJ contracts as available and as E-Rate rules allow. To fill in the gaps, Dellicker will conduct separate procurements following the same basic process as Category One, modified in accordance with E-Rate rules and practical constraints and restraints for Category Two.
- For all other Technology Assessment Components, Dellicker will first direct clients to existing ESCNJ contracts as available and as procurement rules permit, and then will execute new procurements consistent with the steps below.

Dellicker's procurement process has been successfully executed for hundreds of clients in K-12, higher education, healthcare, government, business and the non-profit sector. Dellicker may incorporate applications and tools to streamline the procurements and reduce the time required by administrators. Although each procurement will be different based on the scope, client requirements, technology component and governing rules (e.g. E-Rate), the basic solution follows the following six step plan:

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### 1. CONSOLIDATION

In this phase, Dellicker operationalizes the Assessment Results and organizes the missing components required for the procurement. Dellicker will establish sign-off on the plan and propose timelines and work requirements.

Key interim deliverable:

- Procurement Plan

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### 2. RFP PREPARATION

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Dellicker will conduct the initial work to prepare the procurement vehicles. This will almost always require more in-depth work with the client regarding existing capabilities and future requirements.

Key interim deliverables:

- Client, Stakeholder and Vendor Communications (Live or Virtual, as Required)
- Compilation of Technical Specifications

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### 3. RFP DEVELOPMENT

In this step, Dellicker will collect RFP paperwork from clients and prepare the final version of the RFP(s).

Key interim deliverable:

- RFP (or similar procurement document) for client review

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### 4. RFP EXECUTION

During this phase Dellicker will oversee the execution of the RFP (or similar procurement document). Dellicker provides start-to-finish management of the process for the client.

Key interim deliverables:

- RFP vendor communications; Bid analysis; Facilitation of evaluation; vendor selection

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### 5. RFP COMMUNICATIONS AND CONTRACTING

This phase includes the task of communicating results to the client and vendors and compiling all the necessary paperwork to execute the agreements. It also includes assisting with the contracting process to make sure selected vendors are providing goods and services that are consistent with their proposals.

Key interim deliverables:

- Assistance with contracts; Client communications; Technical assistance

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### 6. REPORTING

Dellicker always keeps track of “before-and-after” results so clients can quantify the results of their work. At this point, contracts will be in place and new service will be ready for installation, in accordance with E-Rate requirements as applicable. In this step, Dellicker will compile the information from the procurement to produce a final report on the results. Optional additional communications services to promote and publicize the report also are available.

Final deliverable:

- Project report (annual or as required)



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## PRICING

### District/Enterprise Procurement Solutions

After completing a district Technology Assessment or receiving similar information from the district or a third-party source, Dellicker will execute one or more Category One, Category Two and E-Rate ineligible technology component procurements over the course of a year for the district.

- Flat Fee Includes:
  - Category One NJDRLAP updates/expansions/renewals (E-Rate)
  - Category Two procurements (E-Rate)
  - Other Technology Component procurements
- \$74,412.00 for 12 months of District/Enterprise Procurement Solutions

### Ala Carte Procurement Solutions

Members may purchase Ala Carte procurement services for individual components at the labor rates outlined in the rate sheet.

- Hourly Fee based on scope and technical requirements, for a minimum of eight hours
- Refer to the hourly rates in the Additional Pricing Information section below.

- **Rates shown include a 10% consortium discount for all hourly work pursuant to this RFP.**

Labor Category	Rate (\$/hr.)	Description
Senior Executive Consultant	\$252.00	Provides CEO-level oversight and overall management
Executive Consultant	\$202.50	Responsible for operational management of all client deliverables
Senior Consultant	\$180.00	Serves as senior project manager for client account
Senior Technical Consultant	\$135.00	Senior technical expert; oversees technical consultant
Technical Consultant	\$112.50	Subject matter technical expert
Technical Assistant	\$81.00	Supports technical and senior technical consultants
Project Consultant	\$112.50	Coordinates technical work and compiles reports
Project Assistant	\$76.50	Helps with all aspects of project work
E-Rate Consulting (Optional)	\$225.00	Specialty E-Rate work