

Guidehouse Pricing

Position Category	Prospective Contractor's Position Description(s)	Fully Burdened Hourly Rate (off-site)
Supervisor	Contract oversight, client relations and Director/ Principal level SME support. Overall responsibility for project organization, execution and quality and team resourcing.	\$ 285.00
Senior Consultant	Responsible for day-to-day project operations and management. May serve as a primary point of contact to the client and responsible for project execution and team oversight.	\$ 195.00
Advisor	Acquisition, subject matter specialist, data analytics, benchmarking and research support.	\$ 165.00
Analyst	Acquisition support, data analytics, benchmarking and research support.	\$ 145.00
Other Professional Staff	Acquisition support, research and tasks related to carrying out project responsibilities.	\$ 125.00
Support Staff	Administrative support for routine tasks and research.	\$ 95.00

Recommended Options

This page will be used to record the State's acceptance of any the Recommended Options submitted in the Prospective Contractor's proposal.

<p>Item Description:</p>	<p>Option #1: Category Management - Guidehouse leverages category management principles to reshape transactional, decentralized, and overburdened procurement operations into high-performing, value-driven organizations focused on maximizing value and minimizing excess spend, unused resources, and wasted time. By systematically grouping products and services into defined spend categories and subcategories, and expertly managing demand, supplier relationships, contracting channels, and overall expenditures, we empower organizations to consolidate purchasing power, increase savings, optimize workflows, and enhance quality. This strategic procurement approach helps eliminate duplicative demand, minimize spend leakage, simplify purchasing procedures, and deliver direct and indirect cost savings.</p>		
<p>Additional Cost (if any):</p>	<p>Estimated price to be determined based on level of effort required using appropriate mix of labor. Please refer to pricing table above.</p>	<p>Agency Acceptance: (Y/N)</p>	
<p>Item Description:</p>	<p>Option #2: Spend Analytics -Our spend analytics solution evaluates enterprise procurement data to assess spend, purchasing patterns, existing and forecasted demand, supply patterns and demographics, and budgetary needs while leveraging those insights to improve decision making for future business needs. Our approach focuses on collecting and analyzing spend data for categories of common goods and services, such as Information Technology (IT), Professional Services, Office Equipment, Human Capital, and other operation-essential categories, to identify opportunities for contract consolidation, contracting efficiency, price optimization, demand management, and supplier management, resulting in a reduction of total transactions, administrative workload, and overall cost.</p>		
<p>Additional Cost (if any):</p>	<p>Estimated price to be determined based on level of effort required using appropriate mix of labor. Please refer to pricing table above.</p>	<p>Agency Acceptance: (Y/N)</p>	
<p>Item Description:</p>	<p>Option #3: Supplier Management - Supplier management strategically plans for and manages interactions with third-party organizations that supply goods and services in addition to maximizing the value of industry engagement activities. Guidehouse offers an end-to-end supplier management solution to mature supplier management capabilities and help organizations evolve from</p>		

providing transactional to a more strategic value for customers. Our approach is robust and data-driven to adequately engage and manage suppliers and contract administration activities across the procurement lifecycle. Supplier management is seamlessly woven into our approach, serving as a critical driver for operational excellence and strategic value. We systematically aggregate and analyze supplier data to evaluate the organization's supplier base, identify and communicate emerging trends, and segment suppliers according to shared characteristics to define strategic or target groups. We further identify key suppliers and coordinate outreach initiatives for engagements that are aligned with business priorities and requirements. Our approach includes the development of strategic communication and relationship management techniques, the establishment of metrics to measure supplier performance, risk, contract compliance, and quality. We actively solicit and incorporate supplier feedback to promote innovation and drive continuous improvement in operational business processes. This ongoing dialogue, coupled with comprehensive process improvement plans, ensures that supplier management is not an isolated function but is fully integrated into our solution. Additionally, we develop and execute comprehensive process improvement plans that ensure execution and alignment to organization goals and business outcomes. For large, complex technology projects, we integrate Independent Verification and Validation (IV&V) processes that provide an objective, unbiased assessment of a system's performance and compliance objectives and specifications. Whether it is providing IV&V objective assessments on current vendors, or coordinating multiple vendors to ensure compliant execution, our Supplier Management solution can ensure critical systems and technologies are deployed on time, as promised.

Additional Cost (if any):	Estimated price to be determined based on level of effort required using appropriate mix of labor. Please refer to pricing table above.	Agency Acceptance: (Y/N)	
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Item Description: **Option #4: Procurement Transformation** - Guidehouse has deep expertise in driving organizational transformation within procurement organizations, helping clients reimagine operating models, align procurement functions with strategic priorities, and integrate digital enablers to improve performance. We deploy structured methodologies such as the Enterprise Performance Model and scenario planning to assess current operations, identify gaps, and co-create future-state solutions with stakeholders. Our transformation efforts span governance redesign, workforce optimization, and process modernization, resulting in streamlined workflows, enhanced compliance, and improved customer delivery. By combining immersion workshops, benchmarking, and tailored execution roadmaps, we

	enable procurement organizations to evolve into agile, mission-aligned entities capable of navigating regulatory shifts and market demands.		
Additional Cost (if any):	Estimated price to be determined based on level of effort required using appropriate mix of labor. Please refer to pricing table above.	Agency Acceptance: (Y/N)	

Proposed Payment Schedule

Guidehouse will coordinate with the Purchasing Entity to define the scope, period of performance, acceptance criteria, and deliverables (collectively, the Statement of Work) for the purposes of establishing contract and payment structures that reflects the needs of the Purchasing Entity.

To support sound budgeting and planning, Guidehouse will aim for a firm-fixed price contracts, to the maximum extent possible.

If the SOW is not clearly defined, Guidehouse will coordinate with the Purchasing Entity to identify a contracting method and payment structure that reflects the needs and balances risk.

We can support and will negotiate at the task order level. Common pricing models include:

- **Firm Fixed Price** - A single, agreed-upon cost for the entire project or service, to be paid at negotiated intervals (e.g., monthly).
- **Time and Materials (T&M)** - Invoiced based on hours worked and materials used. The State of Arkansas may elect to cap the level of effort to manage risk.
- **Milestone-Based Pricing** - Payments tied to specific project milestones.
- **Retainer**- Regular, fixed payments for ongoing work or services.

Unless otherwise agreed to, Guidehouse proposes a monthly payment schedule.

Performance Standards

Purchasing Entity and Contractor may negotiate and modify performance standards and damages for each project engagement.

Criteria	Performance Standards	Damages
Timeliness	Contractor provides all Purchasing Entity identified scheduled deliverables by the agreed-upon deadlines established in the approved and most up to date Work Plan for each project.	<p>\$100 for each business day beyond the agreed upon delivery date.</p> <p>Approved schedule changes agreed to with the Purchasing Entity would not trigger any damages.</p> <p>Delays caused by the Purchasing Entity would not trigger damages. All damages will be assessed at the end of each project.</p>
Responsiveness	Contractor responds to Purchasing Entity's communications and requests that could have a material impact within one (1) Business Day* or as otherwise agreed upon.	<p>\$500 for each documented instance of failure to respond within the specified timeframe plus \$25 per hour for each subsequent hour delay.</p> <p>Damages are not assessed if Contractors provides advance notice of Contractor absence.</p>
Assigned Staff	Contractor maintains continuity of key project personnel as identified in the Contract. In the event of a change to any key project personnel, Contractor notifies and obtains approval from Purchasing Entity at least one (1) week prior to the effective date of the staff transition. All changes must be pre-approved by the Purchasing Entity and replacements must have equivalent or higher qualifications.	<p>\$500 one-time assessment of damages if key project personnel are replaced without prior approval from the Purchasing Entity.</p>
Quality of Deliverables	Deliverables are complete, accurate, and comply with all agreed upon contractual obligations and applicable laws, rules, and policies.	<p>If a deliverable is rejected, the Purchasing Entity will provide details of the deficiency and a timeline for delivery of a corrected version. Contractor shall provide a corrected version to the Purchasing Entity in the timeline provided. The original timeline for subsequent, dependent tasks remains unchanged. The Contractor dedicates sufficient resources at no additional cost to the Purchasing Entity to mitigate downstream impact. Three (3) or more rejections of the deliverable shall result in a corrective action plan and immediate reduction of cost of the deliverable by 20% to the Purchasing Entity. Contractor completes corrective actions based upon the agreed upon date(s) requested by the Purchasing Entity.</p>

Criteria	Performance Standards	Damages
Knowledge Transfer	Contractor completes all end of contract transition duties within timeframes set forth by the Purchasing Entity and agreed upon during negotiations.	<p>\$100 for each business day beyond the agreed upon delivery date.</p> <p>Approved schedule changes agreed to with the Purchasing Entity would not trigger any damages.</p> <p>Delays caused by the Purchasing Entity would not trigger damages. All damages will be assessed at the end of each project.</p>
Conflict of Interest	Contractor complies with the Purchasing Entity's Conflict of Interest agreement and addresses any actual, apparent, or potential conflicts to the satisfaction of the Purchasing Entity.	\$1,000 per day for each business day past five (5) business days for each actual, apparent, or potential conflict of interest it fails to disclose.
FOIA Compliance	Contractor cooperates with Purchasing Entity requests for information and documents required to fulfill Arkansas Freedom of Information Act (FOIA) request and provides all documents in its possession or control to Purchasing Entity according to the Purchasing Entity's request.	Contractor may be subject to actual penalties, fees, and costs imposed on the Purchasing Entity attributable to the Contractor's sole failure to timely and accurately provide the requested information and documents.
Data Confidentiality	Contractor complies with applicable State and federal laws, rules, policies and confidentiality agreements as required by the Purchasing Entity upon engagement.	\$10,000 for each improper disclosure of data.