



Thu 5/24/2018 5:39 PM

Glenn, Eric

Next Generation eProcurement Solution RFP (0A1190) - Negotiations Phase

To Karumsi, Dipan M

Cc Piccininni, Valerie; Sanders, Kelly; Dana Beatty



Good Afternoon Mr. Karumsi,

The State of Ohio has reviewed KPMG's clarification response dated May 3, 2018 that initiated the negotiation phase and is prepared to commence onsite negotiations. To achieve the State's objective of awarding the RFP by the end of June 2018, both parties must be prepared to negotiate in good faith and in full cooperation.

Specifically, regarding KPMG's proposal, the State is interested in understanding and engaging in discussions around KPMG's cost proposal and elements of the project implementation and managed services scope that drive costs.

The State has included with this letter a term sheet document, which outlines the items that KPMG and the State must resolve during the negotiation phase of the process. To effectively and efficiently accomplish resolution of term sheet items, KPMG must have decision makers at the table throughout the week, as will the State. The term sheet, which also serves as a meeting agenda, is targeted to address the following key areas:

1. Identified "Cost Drivers" items
  2. Identified "Discuss" Items
  3. Identified "Clarify" Items
- Identified "Fix" Items

Some items are identified as needing written clarification on the term sheet. The State requires written clarification responses no later than Thursday, May 31<sup>st</sup> at 12:00p.m. EST. The State's receipt of the written clarification responses will facilitate a more effective onsite negotiation session with KPMG.

Onsite negotiations with KPMG have been scheduled Monday June 4<sup>th</sup> through Friday June 8<sup>th</sup> at the State's 4200 Surface Road, Columbus Ohio 43228 location. The State is anticipating that discussions will wrap up by close of business, Friday June 8<sup>th</sup>. Upon completion of negotiations, your firm must be prepared to provide a timely Best and Final Offer (BAFO) upon written request of the State.

To ensure a common understanding of the negotiations process, the State invites KPMG to join us on a call **Tuesday, May 29 at 10a.m. EST** to discuss overall ground rules and answer any questions or concerns regarding onsite negotiations and the attached term sheet. The State is providing the following call details:

**Bridge Line: 1-614-230-0229 | Meeting ID: 34312#**

Please contact Valerie Piccininni with any immediate questions.

Best Regards,

**Eric D. Glenn, Sr.**

*Deputy Chief Procurement Officer*  
General Services Division

Office of Procurement Services  
Enterprise IT Contracting  
1-614-466-2634

[Eric.glenn@das.ohio.gov](mailto:Eric.glenn@das.ohio.gov)