

Proposal for RFP #2025-023 - AI Consultancy Services

Deliverable	Description	Milestones	Duration (weeks)
Initial TX Share AI Strategy Report	Outlines the strategic vision for AI integration, assessing current capabilities and opportunities for deployment across TXShare members.	Completion of stakeholder interviews, data collection, and initial strategy workshops.	4
AI Feasibility Study	Analysis of the AI Models, technical, operational, and financial feasibility of proposed AI initiatives, identifying potential risks and benefits.	Data analysis, risk assessment, and feasibility workshops.	2
5-Year AI Roadmap	Detailed roadmap outlining phased implementation of AI solutions across TXShare members over five years, including prioritization of use cases and resource allocation.	Roadmap workshops, alignment on strategic priorities, and resource planning.	2
Pilot Implementation	Plan for the deployment of pilot AI solutions, including objectives, timelines, and evaluation criteria to guide initial rollout and testing.	Selection of pilot use cases, development of implementation strategies, and stakeholder engagement.	4
Training Plan	Identified materials to support user training and technical support team training, preparing staff to use and maintain AI solutions.	Completion of training needs assessment, development of training plans, knowledge transfer plans.	2
AI Governance Plan	Agreed-upon metrics to measure the AI implementations and monitoring and ethical AI guidelines.	Governance metrics definition and ethical assessment workshops.	2

APPENDIX A.1

Pricing for TXShare Cooperative Purchase Program Participants

A&M recognizes that this solicitation is based on a hypothetical six-month, 24-week engagement to develop the specified deliverables. However, our proposed timeline is significantly shorter, at three months or 12 weeks. Within this timeline, we believe that we can conduct these initiatives more efficiently and effectively for one of the TX Share members covering the following phases of the project: **AI Strategy Report, Use Case Identification and Feasibility Assessment Report for an Applicable TXShare Members, 5-Year AI Roadmap Plan, Pilot Implementation Plan for an Applicable TXShare Member Use Case, AI Training Plan, and AI Governance Plan.**

A&M offers competitive rates that reflect the expertise and experience necessary for a successful AI strategy and governance framework. Our pricing is based on a fixed fee model, which is impacted by the potential roles required for the scope of services. It is important to note that the actual contracted rates may optimize further from this blended rate, depending on the specific scope requirements of the soliciting TXShare member.

Our approach involves a combination of A&M resources from the US and India, with subcontractors potentially leveraged as needed to support project requirements. **Based on our proposed methodology and anticipated level of effort, we estimate the total professional fees for the three months of the project could be up to \$1,350,000. These proposed fees are indicative and will likely be refined as more detailed project scoping information becomes available.**

However, we did recognize that the request in the RFP is to cover 6-month fixed fee pricing. A&M is confidently capable of implementing an AI strategy and roadmap covering multiple use cases (3 to 5) for a TX Share member within this timeframe. **We estimate the professional fee for the 6 months project could be up to \$2,550,000.** The project specific scope will dictate staffing needs, which may positively or negatively impact the rate card.

Expenses. We are committed to minimizing project expenses by working remotely and utilizing local office resources. For any anticipated travel-related expenses, we will seek approval from NCTCOG's project executive prior to booking. We anticipate that expenses **will not exceed more than 5% of the total project fees.**

Pricing Assumptions

The following assumptions have been made, and any changes could impact the project's cost and/or schedule:

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- The three-month scope is based on one TX Share member AI strategy and roadmap project.
- Applicable TXShare member will ensure the availability of key staff members from functional, technical, and leadership teams throughout the project duration.
- The schedule assumes that the applicable TXShare member team will be available and respond to requests and review deliverables within five days.
- We anticipate engaging in further discussions and negotiations to finalize the statement of work.
- The team can work remotely from locations within and outside the US and does not need to be physically present at the applicable TXShare member facilities to perform tasks, upon agreement.
- Production infrastructure and software licenses will be provided by the applicable TXShare member team.
- The costs mentioned do not include any travel expenses that may be requested by the applicable TXShare team. Any such travel requested will be billed to the applicable TXShare member organization.

Rate Card

Below is the indicative rate card for the roles proposed, which considers the potential roles required for the scope of services.

As individual work orders are identified with TXShare members during the term of the agreement, A&M will prepare a fixed-fee bid for the specific scope of work and level of effort agreed upon. The rate card below will be used as necessary for time and materials-based work.

Proposed Role	Country of Location	Hourly Rate
Program Sponsor	United States	\$680
Engagement Lead	United States	\$615
Technical Architect Lead	United States	\$545
AI Strategist	United States	\$545
Data Architect	United States	\$545
AI Ethics and Compliance Subject Matter Expert	United States	\$585
Domain Subject Matter Expert	United States	\$545
Project Manager	United States	\$445
Business Analyst	United States	\$390
Security and Compliance engineer	United States	\$340
AI Engineer	India	\$120
User Experience Designer	India	\$125
Frontend engineer	India	\$85
Backend engineer	India	\$90