

**BEST AND FINAL OFFER FOR RFP 2025-018: Artificial Intelligence (AI) Solutions For Public Sector Entities (North Central Texas Council of Governments)**

Evoort Solutions proposes a fixed hourly rate pricing structure, with the flexibility for each required designated resource to be deployed onshore with the client, or offshore, depending on the individual preference of each participating entity.

Sr. No	Resource	Resource Location	Previously Offered Hourly Price	Revised Hourly BAFO Price			Percentage Discount over Previous Price		
				Scenario 1: Resource is engaged on adhoc basis i.e., less than 1 month	Scenario 2: Resource is engaged for at least 1 continuous month	Scenario 3: Resource is engaged for at least 6 continuous months	Scenario 1	Scenario 2	Scenario 3
1	AI Project Manager / Program Lead	USA	\$ 160	\$ 156	\$ 148	\$ 136	3%	7%	15%
2	AI Solutions Architect / Cloud and DevOps Specialist	USA	\$ 140	\$ 138	\$ 135	\$ 131	2%	3%	6%
3	Sr. Data Governance Principal	USA	\$ 140	\$ 135	\$ 130	\$ 119	4%	7%	15%
4	Cloud Deployment and Security Specialist	USA	\$ 140	\$ 135	\$ 130	\$ 119	4%	7%	15%
5	Business Intelligence Developer / Data Specialist	USA	\$ 130	\$ 124	\$ 118	\$ 106	5%	9%	18%
6	MLOps Engineer	USA	\$ 140	\$ 139	\$ 138	\$ 138	1%	1%	2%
7	Systems Integration Specialist	USA	\$ 120	\$ 118	\$ 117	\$ 113	1%	3%	6%
8	Data Scientist / Machine Learning Engineer	USA	\$ 120	\$ 120	\$ 120	\$ 120	0%	0%	0%
9	AI Project Manager / Program Lead	Offshore	\$ 90	\$ 83	\$ 78	\$ 67	7%	13%	26%
10	AI Solutions Architect / Cloud and DevOps Specialist	Offshore	\$ 75	\$ 69	\$ 65	\$ 54	8%	14%	28%
11	Sr. Data Governance Principal	Offshore	\$ 65	\$ 57	\$ 52	\$ 41	12%	21%	38%
12	Cloud Deployment and Security Specialist	Offshore	\$ 65	\$ 57	\$ 49	\$ 32	12%	25%	51%
13	Business Intelligence Developer / Data Specialist	Offshore	\$ 55	\$ 47	\$ 39	\$ 25	15%	30%	55%
14	MLOps Engineer	Offshore	\$ 75	\$ 63	\$ 50	\$ 35	17%	33%	53%
15	Systems Integration Specialist	Offshore	\$ 45	\$ 41	\$ 36	\$ 27	10%	19%	40%
16	Data Scientist / Machine Learning Engineer	Offshore	\$ 60	\$ 52	\$ 45	\$ 31	13%	25%	49%
Effective Discount (US-based resources)		USA					2%	5%	10%
Effective Discount (Offshore-based resources)		Offshore					11%	22%	41%

These are BAFO prices based on broad information available in the RFP. The specific project-based preferential commercials may be possible depending on the specific scope of the engagement.									
The highlighted cells in 'Percentage Discount' columns indicate the savings to NCTCOG Participating Members based on the most likely duration the resource is typically engaged in an AI project.									
NCTCOG Participating Members will be able to mix-and-match the rates from across the three options provided above based on the scope of the engagement and expected utilization of the resources.									

**Assumptions:**

1. The participating entity will assign one single point of contact who will facilitate smooth access to the resources at Participating Entity for Evoort's Consultants.
2. Evoort will bring proprietary consulting assets (frameworks, accelerators, templates, benchmarks etc.)
3. The specific scope will be agreed on case-by-case basis for each participating entity. Once the scope is agreed, any changes to the scope are likely to affect execution effort, timelines and cost.
4. The prices are for effort only. Evoort Consultants will bring their own standard laptops with MS Office applications. Access to additional tools, if required, will be facilitated by the Participating Entity.
5. 2.5% Admin fee is factored into the hourly rates proposed.
6. The prices are exclusive of any applicable taxes.