

	Prosci	Cask	Samsara	OBS	Stache	RFP Requirements
Pricing	\$243,500	\$99,000 Valid for 90 days	\$717,600	\$68,700	\$5,000 per week	
Term	9 Months March 2018 to December 2018	12 Months	12 Months	12 Months	6 to 12 Months	Project Schedule (6 to 12 Months)
Prosci/ADKAR Method	Yes 10 Years	No 10 Years	Yes 25 Years	Yes 10 Years	Yes 20 Years	Must have at least 3 years of OCM experience
Industries	State - Hospital Higher Education	Airline - International National - REIT	Media - Entertainment Technology - Healthcare	Healthcare - Agribusiness Public - SAFE Work Insurance	Energy - Healthcare Higher Education Construction - Retail	
References	3	6	4	3	3	Must have at least 3
Located	Ft. Collins, Colorado	Dallas, Texas	Los Angeles, California	Winnepeg, Canada	Sugarland, Texas	
Method	Mixed Onsite & Remote	Unable to determine	Onsite - 2080 Hours	Mixed Onsite and Remote	Mixed Onsite and Remote	
Proposed Approach	Targeted Training for Sponsors, Managers and Impacted Employees	Cask Unified Management Approach	3 Phases Assessments Implementation Stabilization	Create an OCM strategy that will be applicable through all 4 phases	4 Phase approach Assess Design Implement Deliver	
Additional Costs			Travel to other locations outside of DFW - According to City policy	Additional Trips \$1,600 each	Invoiced based upon actual hours worked plus expenses	
Comments		Responded to the RFP for Information Technology Consulting Proven IT Assessment Expertise Referenced wrong entity in proposal	2 Full time Senior Consultants Company is 8 years old	Price includes 3 onsite visits Not a Fixed Price Contract Company founded in 1986	Cannot determine total price. Costs could get out of hand	
Cost per hour	\$500.00 Estimated	\$165.00	\$300.00	Range \$120 to \$175 Hours range from 364 to 536	\$125.00	

Recommended Vendor

Price per hour differential not that large. We are currently using OBS as the Project Manager. Past experience with this vendor has been positive. They are knowledgeable of the City's culture and expectations. Not to exceed contract. Should there be additional trips or costs to be incurred, they will get prior approval from the City prior to expenditure.