

Firm	McHard Accounting Consulting LLC	Experis Finance	CLA
Year Began	2009		2012
Type of Business	Foresic Accounting Firm - Provide Forensic and Investigative Accounting	Internal Audit Services/Risk Advisory Services	Industry focused wealth advisory, outsourcing, audit, tax, and consulting services
Methodology	Goes beyond review of internal controls. Interview employees, look at policies and procedures, examine the organization from the inside-out.	Multi phase approach designed in performing the Fraud Risk Assessment.	Collect, analyze and interpret data and as needed communicate our findings in the boardroom, courtroom or other venues
	Investigate the organizations culture of ethics and integrity, starting with tone at the top. Review human resource policies which may	Will utilize/leverage Experis Finance's knowledge base and templates	Data analytics to identify fraud red flags and anomalies coupled with interrogation software
	have the unintended consequences of encouraging fraud, to physical security putting employees and assets at risk. Goal is to build a safety net around employees that will catch inadvertant mistakes that could lead to fraud, as well as identifying frauds shortly after their start, when the losses are still small. Perform statistical analysis using Benford's Law	for Fraud Risk Assessments.	Phase I - Planning, Phase II - Systems Evaluation and Risk Assessment, Phase III - Testing and Analysis, Phase IV - Reporting and Followup IDEA software and Benford's Law
References	City of Santa Fe, New Mexico - 2017 Northern New Mexico College - 2016 Jemez Mountain Electrical Cooperative - 2016 City of Grants, New Mexico - 2016	Dairyland Power Elbit Systems Encore Wire Corporation Neos Therapeutics	Sawyer County - 2019 (Wisconsin) City of Belle Isle, Florida - 2018 West Contra Costa Unified School District 2016 (California)
	Tribal Nation Entities - November 2015 to July 2019 Army Distaff Foundation Inc. - 2014 - Non Profit	* Advised to contact Experis rather than client due to confidentiality	
Examples of Reports	Included in Proposal	Not Included in Proposal	Data Analytics graphs included

Firm	McHard Accounting Consulting LLC	Experis Finance	CLA
Personnel	Janet McHard - Founding Partner - CFE - CPA - MAFF- CFF - Faculty member of the ACFE - PI	Jeffrey Butler - Risk Advisory Services Practice Director - MBA	Jenny Dominguez, CPA/CFF, CFE - Signing Director
	Beth Mohr - Managing Partner - CFE - CAMS, CCCI - PI - Retired San Diego Police Officer - Past President of ICMA	Bob Mellgren - Senior Engagement Manager - PMP - Six Sigma Green Belt	Emilie Deveraux, CFE - Engagement Lead
	Anne Layne - Partner - CPA - CFF - CFE - CAMS	Deron Rossit - Senior Fraud Auditor - CFS Nikki Steitle - Business Development Manager	Michael Schulstad, CPA/CFF/CGMA, FBI (ret) - Director Ana Rodriquez, CPA, CFE - Manager Abdon Padilla, CPA/CFE - Director Fola Abiola-Banjac, Esq. - Manager Kyle Schafer, CPA, CFE - Senior Ayla Grady, CPA, CFE - Senior
Proposals	Administration Engagement Finance and City Managers Office 3 days onsite fieldwork Written fraud risk assessment report Verbal report of any urgent fraud risks	Limited Engagement Finance and City Managers Office Identify Fraud Risk Factors, Identify Potential Fraud Schemes Assess likelihood and Probability of Fraud Schemes Submit Report	Limited Engagement
	Administration Plus Expanded to include 3 additional departments Includes statistical analysis 5 days onsite fieldwork Written fraud risk assessment report Verbal report of any urgent fraud risks Report of payroll and vendor investigation	Wider Assessment Expanded to include 3 additional departments Identify Fraud Risk Factors, Identify Potential Fraud Schemes Assess likelihood and Probability of Fraud Schemes Submit Report	Multiple Departments
	\$49,500	\$21,950	\$41,180
	\$87,525	\$36,900	\$105,255

Risk Assessment
RFP # 170
Proposal Analysis
September 2019

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	<p>Enterprise</p> <p>City wide which would include a reassessment one year later</p> <p>Includes statistical analysis</p> <p>10 days onsite fieldwork and up to 10 departments</p> <p>Includes analysis of Fraud Hotline</p> <p>Written fraud risk assessment report</p> <p>Verbal report of any urgent fraud risks</p> <p>Report of payroll and vendor investigation</p> <p style="text-align: right;">\$125,550</p>	<p>Comprehensive City-wide Assessment</p> <p>Identify Fraud Risk Factors, Identify Potential Fraud Schemes</p> <p>Assess likelihood and Probability of Fraud Schemes</p> <p>Submit Report</p> <p style="text-align: right;">\$53,800</p>	<p>City wide Assessment</p> <p style="text-align: right;">\$142,345</p>
Additional Costs	<p>Travel Costs</p> <p>Fees for Background Public Searches</p> <p>Additional City Departments - \$19,800 per department</p> <p>Plan and design/redesign an implementation ready Hotline - \$5,950</p> <p>Additional reports for confidential Human Resource matters - \$5,500 per report</p> <p>Additional statistical or other specifically requested analysis - \$4,500</p> <p>Presentation to Mayor & Council (open or closed session) - \$6,500</p> <p>Cancel fieldwork within 2 weeks of scheduled time - \$2,500</p> <p>Fraud discovered - Investigation - \$295 to \$350 per hour</p>	<p>Map Existing Controls & Assessment Report - \$22,350</p>	<p>Hourly rates \$395 to \$133</p>
Timeline	<p>Work with City to determine timelines that are mutually acceptable</p>	<p>Did not specify</p>	<p>Work with City to determine timelines that are mutually acceptable</p>
Recommendation	<p>Enterprise (125,550) + Travel (17,550) + Hotline (5,950) + Presentation to Council (6,500)+Additional Statistical Analysis - Vendor Payment Services (4,500)</p> <p style="text-align: right;">\$160,000</p> <p>Base review + Travel \$137,550</p>	<p>Non responsive to RFP - Internal Audit - Will provide no additional benefit to the City.</p>	<p>Primarily data driven review - Fees do include travel but would primarily use Staff employees out of Dallas office to do fieldwork. Forensic group is based in California and New Mexico. Fee structure was an estimate - If hours exceeded, costs could rise. If fraud is discovered - hourly rate would apply\</p>

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Qualifications (60%)	60	0	50
Pricing (40%)	40	0	30
Total Score	100	0	80

Recommended Vendor - Also provides additional services and assistance should a fraud be discovered.
The principals in this firm are the instructors for the processess and procedures that will be employed.
Best Value - Low Bid and provides additional services

ACFE	Association of Certified Fraud Examiners
CPA	Certified Public Accountant
CFE	Certified Fraud Examiner
PI	Private Investigator
CAMS	Certified Anti-Money Laundering Specialist
CCCI	Certified Cyber Crimes Investigator
MAFF	Master Analyst in Financial Forensics
CFF	Certified in Financial Forensics
CFS	Certified Financial Specialist
PMP	Project Management Professional
CGMA	Charter Global Management Accountant