

PRICE

6. Submit your firm's detailed budget/fee schedule of services (your price proposal) required to complete this project.

City of Riviera Beach RFP 861-17-1 PRICE PROPOSAL: Class Size 25		Duration of Classes	Hourly Rate	Training Development	Training Delivery per Class (25 per class)	Assume 18 classes of 25 (tot. 482 employees *	Materials for class of 25	Materials for 18 classes of 25 each for all Courses *	Other Cost ** (\$)	Total for 18 Classes of 25 for each all Courses for FIRST YEAR
PRICE PROPOSAL: Class Size 25										
Presentation Skills	Class 1: Develop Presentations	\$4	\$200	\$2,400	\$800	\$14,400	\$131	\$2,363	\$0	\$19,163
	Class 2: Public Speaking	\$2	\$250	\$1,500	\$500	\$9,000	\$131	\$2,363	\$0	\$12,863
	Class 3: Interpersonal Skills	\$2	\$250	\$1,500	\$500	\$9,000	\$131	\$2,363	\$0	\$12,863
	Class 4: Coaching on Opportunities	\$4	\$250	\$3,000	\$1,000	\$18,000	\$131	\$2,363	\$0	\$23,363
	Subtotal	\$12	\$238	\$8,400	\$2,800	\$50,400	\$525	\$9,450	\$0	\$68,250
Leadership Skills	Class 1: Learning Leadership Styles; Myers Briggs Assess	\$4	\$275	\$3,300	\$1,100	\$3,300	\$131	\$394	\$3,840	\$10,834
	Class 2 Myers Briggs/Leadership Style Readout	\$2	\$275	\$1,650	\$550	\$1,650	\$131	\$394	\$0	\$3,694
	Class 3: Manage Culturally Rich Workforce	\$3	\$235	\$2,115	\$705	\$2,115	\$131	\$394	\$0	\$4,624
	Class 4: Determine Characteristics of Effectively Led Team	\$2	\$235	\$1,410	\$470	\$1,410	\$131	\$394	\$0	\$3,214
	Subtotal	\$11	\$255	\$8,475	\$2,825	\$8,475	\$525	\$1,575	\$3,840	\$22,365
Customer Service Skills	Define Who The Customer is & Define Extraordinary Svc	\$4	\$235	\$2,820	\$940	\$16,920	\$131	\$2,363	\$0	\$22,103
	Simulate Customer Service Situations, Cost of Poor Service	\$3	\$235	\$2,115	\$705	\$12,690	\$131	\$2,363	\$0	\$17,168
	Subtotal	\$7	\$240	\$4,935	\$1,645	\$29,610	\$263	\$4,725	\$0	\$39,270
Career Development Skills	Learning to Create Goals	\$4	\$250	\$3,000	\$1,000	\$18,000	\$131	\$2,363	\$3,840	\$27,203
	Learning to Create an Action Plan	\$3	\$250	\$2,250	\$750	\$13,500	\$131	\$2,363	\$0	\$18,113
	Learning to Create an Development Plan	\$3	\$250	\$2,250	\$750	\$13,500	\$131	\$2,363	\$0	\$18,113
	Subtotal	\$10	\$250	\$7,500	\$2,500	\$45,000	\$394	\$7,088	\$3,840	\$63,428
Management Skills	Manage & Evaluate Direct Reports' Performance	\$4	\$250	\$3,000	\$1,000	\$3,000	\$131	\$394	\$0	\$8,394
	Coach and Develop Direct Reports	\$3	\$250	\$2,250	\$750	\$2,250	\$131	\$394	\$0	\$4,894
	Create & Execute a Succession Plan	\$3	\$250	\$2,250	\$750	\$2,250	\$131	\$394	\$0	\$4,894
	Subtotal	\$10	\$250	\$7,500	\$2,500	\$7,500	\$394	\$1,181	\$0	\$16,181
Strategic Planning	Planning, Vision Development, and Situational Analysis	\$4	\$250	\$3,000	\$1,000	\$3,000	\$131	\$394	\$0	\$8,394
	Strategic Department Planning and Management Processes	\$3	\$250	\$2,250	\$750	\$2,250	\$131	\$394	\$0	\$4,894
	Individual and Organizational Goal Planning	\$3	\$250	\$2,250	\$750	\$2,250	\$131	\$394	\$0	\$4,894
	Subtotal	\$10	\$250	\$7,500	\$2,500	\$7,500	\$394	\$1,181	\$0	\$16,181

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PRICE PROPOSAL: Class Size 25										
Account Management/ Training Coordination/ HR Support	Meeting with Client to Clarify Scope, Agree of proposed Ap	\$0	\$0	\$0		\$0		\$0	\$0	\$0
	Internal Status Meetings/Reports	\$0	\$0	\$0		\$0		\$0	\$0	\$0
	Third-Party Vendor Interface	\$0	\$0	\$0		\$0		\$0	\$0	\$0
	Interface to Other Internal Departments	\$0	\$0	\$0		\$0		\$0	\$0	\$0
	Coordinate Training & Communicate with Departments	\$0	\$0	\$0		\$0		\$0	\$0	\$0
		\$0	\$0	\$0		\$0		\$0	\$0	\$0
	Overall Project Management	\$0	\$0	\$0		\$0		\$0	\$0	\$0
	Subtotal	\$0	\$0	\$0		\$0		\$0	\$0	\$150,000

Subtotals		\$60	\$1,483	\$44,310	\$14,770	\$148,485	\$2,494	\$25,200	\$7,680	\$375,675
Total		\$60	\$1,483	\$44,310	\$14,770	\$148,485	\$2,494	\$25,200	\$7,680	\$375,675

Account Management, Assist in ensuring value of training, and assuming duties outlined in Addendum No. 2. Assumption is an average of 2 days per week of onsite management of the training program and other duties in Addendum No. 2. At a daily rate of \$1300, The projected fees for a year (50 weeks) would be \$150,000. * Assumed training for 482 employees for all courses except Leadership, Management and Strategic Planning. We assumed 64 (directors, managers and supervisors will be trained **Myers Briggs Personality Assessment Kits (Optional) *** We did not include a Second Year year budget. Such a budget would be based on the development of a training strategy for year 2. We propose and estimate in the Pricing Proposal in Tab 4. The training coordinator position can assist in the development of the training strategy and the budget.

