



ALASKA RAILROAD CORPORATION
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October 24, 2023

Addendum Number 6
Request for Proposals No. 23-40-210940
Salesforce Solution Consultant

This Addendum is being issued to provide information as follows:

1. The Proposal Due Date is changed to 3:00 pm, Friday, October 27, 2023, Alaska Time.
2. Reference Addendum 5, remove and replace Section D, Price Criteria with the following:

5. Price:

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- a) Cost shall be submitted in the format provided below.
- b) Provide a proposed total hourly Billing Rate (i.e., inclusive of Direct Cost of Direct Labor, all Indirect Costs, and Fee) only for each of the job **FUNCTIONS** listed below. Note: Some of these functions may be performed by one or more employees of the Offeror or Subcontractors; consequently, an individual might be billed under the contract at different rates appropriate to the functions performed. **Only the maximum rate paid to any individual for each listed job function –must be provided and will be considered for this response.** Rates for lower paid individuals or for other job functions, if any, will be addressed during contract negotiations.

1. Contract Management	(Estimated at 3 % of total labor effort)*
2. Salesforce Business Analyst	(Estimated at 12 % of total labor effort)*
3. Salesforce Functional Consultant	(Estimated at 15% of total labor effort)*
4. Salesforce Technical Consultant	(Estimated at 25% of total labor effort)*
5. Salesforce Developer	(Estimated at 15% of total labor effort)*
6. Salesforce Administrator	(Estimated at 15% of total labor effort)*
7. Salesforce Solution Architect	(Estimated at 15% of total labor effort)*

* Percentage of total labor effort is for evaluation purposes only. This is not an actual depiction of expected effort to be performed for the project.

Response will be scored as follows: The maximum hourly rates proposed for the job functions listed above will be multiplied by the percentage of total labor effort (estimated above) and then summed to obtain an aggregate rate for each Offeror. If more than one rate is provided for any job function, only the highest rate will be used. Each Offeror's score will be calculated using the following equation – except that the **score will be zero if a rate for each listed function is not provided by an Offeror.**

(Lowest aggregate rate from all Offerors) x (MPP*) = Offeror's Criterion Score
(Offeror's aggregate rate)

*MPP = Maximum Possible Points = (5) x (Number of Evaluators) x (Weight)

Per ARRC Procurement Rule 1500.1, for the purposes of evaluating price, the proposed price of an offeror who qualifies as an Alaska bidder under Rule 1500.1 shall be reduced by 5%.

All other terms and conditions remain unchanged.

Acknowledge receipt of this and all addenda in your firm's Service Bid Form (Form 395-0129).

If you have already mailed or submitted your proposal, you may email me (hopem@akrr.com) and Candice Humphrey (humphreyc@akrr.com) acknowledging this addendum and certifying your price proposal meets the requirements in item #2 of this addendum. If you need to resubmit your proposal, please let us know so we can delete your previously submitted proposal. If you have any questions, please feel free to give me a call at the number above.

Sincerely,



Michele Hope
Senior Contract Administrator