

5.0 BEST VALUE INCENTIVES

BEST VALUE INCENTIVES (RFP# 84)

Name of Firm/Offeror: SiloSmashers, Inc.

Incentives are designed to motivate vendors to surpass specific requirements of the solicitation while discouraging inefficiency and waste. The offerors' proposal should include additional benefits or rewards to the Commonwealth to encourage acceptance of their proposal. (Examples of incentives may include additional goods, services, warranties, rebates or royalties, gifts-in-kind, training, advertising/marketing, etc.)

Best Value will be determined and described by SiloSmashers upon the definition of individual task order scopes for work requested by the Commonwealth. As a minimum, we offer the 4 commitments set forth below. SiloSmashers is a very unique firm and has been contracted to work on the most complex and difficult projects in the federal Government. The personnel in the organization are senior personnel who in general are used to solving difficult problems and leading major programs for both government and business. All of this is accomplished with a consistent track-record of success. For these reasons, we are probably not the "lowest cost", but we are the "best value" choice to all of our clients. While our personnel may have a higher hourly rate, we are consistently able to accomplish tasks at lower man-hours than others due to the level of experience of our personnel.

Also, we are able to anticipate problems well before they happen and recommend the steps necessary to mitigate them. We consistently deliver quality results for our clients. The organization is a stable firm with personnel who have been with the firm for some time, and not a body shop. With the staff longevity in the firm being high, we are also able to offer working teams that can address a wide range of issues. Our resources are also better able to address large, difficult, and/or complex projects.

1. SiloSmashers will consider discounting our offered rates as specific individuals are assigned, longer durations are known, and greater levels of effort are required as defined by individual task orders;
2. SiloSmashers' is providing a significant investment in top of the line electronic business solutions, intranet and internet based applications, state-of-the-art meeting facilities and infrastructure, and frequent training/educational opportunities for our staff, at no additional cost;
3. A willingness to risk performance based incentive fees as task orders are defined; and
4. A willingness to perform on a firm fixed price basis whereby we accept all financial and performance risk of delivering well defined outcomes for the Commonwealth.