BEST VALUE INCENTIVES (RFP# 84)

Name of Firm/Offeror: ZELOS strategically effecting change

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.)

Free two-hour strategic planning overview to agency executives discussing Virginia's planning process and how they can use it to their advantage

Free two-hour performance measurement overview to agency executives with key steps for success

Each Commonwealth client, after the engagement is complete, will receive a free two-hour follow-up to the project with Zelos consultants. The purpose is to ensure Zelos' work product met the needs of the client and that the new knowledge learned by the client during the contract period is being used effectively.