



May 31, 2012

Mark A. Freeman
Assistant Director
City of Columbus
50 West Gay Street
Columbus, OH 43215

RE: CHRIS Lawson Training

In order to comply with the reimbursement limits of the City of Columbus, RPI Consultants, based in Baltimore, MD, is submitting an alternative pricing arrangement for the CHRIS Lawson Training project. The hourly rates of the various consultants listed below are bundled rates that include the cost of travel expenses. Therefore, with this new pricing, no additional expenses associated with this project will be submitted to the City.

The new bundled hourly rates are as follows:

	Original Bid Rate	New Bundled Rate
Project Manager	\$170.00	\$190.70
Sr. HR Consultants	\$160.00	\$179.48
Business Analyst	\$90.00	\$100.96

It is important to note, that based on the City's full utilization of the total consulting hours submitted in RPI's bid, this new pricing scheme does not exceed the project's top estimate cost listed in the bid. This new pricing for the estimated hours will result in a total cost of \$ 78,298.80 versus the original bid total of \$78,300.00.

Should you have any questions or need additional information, please contact me at the office phone number listed below. We trust this new pricing arrangement will meet the City's requirements, and we look forward to working with the City's HR staff through a successful project.

Sincerely,

Michael P. Gardner
VP Government Services
RPI Consultants