CITY OF PLANO

Bid No. 2023-0467-BR
RFB for Salesforce Professional Services Price Agreement
Bid Recap

Bid opening Date/Time: June 29, 2023 at 2:00 p.m.

Number of Vendors Notified: 1010

Vendors Submitting "No Bids": 8

Bids Evaluated Non-Responsive to Specifications: 3

Number of Bids Submitted Responsive to Bid: 12

Catalyst Consulting Group, Inc.

Rates per Hour by Position	Blended Rate	On-Shore Rate	Off-Shore Rate
Project Manager	$200.00	$200.00	No Bid
Salesforce Architect	$187.50	$250.00	$125.00
Salesforce Developer (SENIOR)	$147.50	$170.00	$125.00
Salesforce Developer (JUNIOR)	$122.50	$145.00	$100.00
Quality Assurance Analyst	$100.00	$125.00	$75.00
Business Analyst (SENIOR)	$155.00	$155.00	No Bid
Business Analyst (JUNIOR)	$125.00	$125.00	No Bid
Data Analyst	$112.50	$125.00	$100.00
Software Tester	$100.00	$125.00	$75.00
GIS Analyst	$140.00	$155.00	$125.00
Mulesoft Developer	$187.50	$250.00	$125.00
Salesforce UIX Designer	$95.00	$135.00	$55.00

Cloud SynApps, Inc.

Rates per Hour by Position	Blended Rate	On-Shore Rate	Off-Shore Rate
Project Manager	$117.50	$160.00	$75.00
Salesforce Architect	$162.50	$200.00	$125.00
Salesforce Developer (SENIOR)	$125.00	$175.00	$75.00
Salesforce Developer (JUNIOR)	$100.00	$135.00	$65.00
Quality Assurance Analyst	$82.50	$110.00	$55.00
Business Analyst (SENIOR)	$112.50	$150.00	$75.00
Business Analyst (JUNIOR)	$92.50	$125.00	$60.00
Data Analyst	$92.50	$125.00	$60.00
Software Tester	$72.50	$100.00	$45.00
GIS Analyst	$105.00	$135.00	$75.00
Mulesoft Developer	$105.00	$135.00	$75.00
Salesforce UIX Designer	$105.00	$135.00	$75.00

Eigen X

Rates per Hour by Position	Blended Rate	On-Shore Rate	Off-Shore Rate
Project Manager	$165.00	$185.00	No Bid
Salesforce Architect	$165.00	$185.00	No Bid
Salesforce Developer (SENIOR)	$165.00	$175.00	No Bid
Salesforce Developer (JUNIOR)	$165.00	$165.00	No Bid
Quality Assurance Analyst	$165.00	$150.00	No Bid
Business Analyst (SENIOR)	$165.00	$160.00	No Bid
Business Analyst (JUNIOR)	$165.00	$140.00	No Bid
Data Analyst	$165.00	$165.00	No Bid
Software Tester	$165.00	$140.00	No Bid
GIS Analyst	$165.00	$165.00	No Bid
Mulesoft Developer	$165.00	$180.00	No Bid
Salesforce UIX Designer	$165.00	$170.00	No Bid

Girikon, Inc.

Rates per Hour by Position	Blended Rate	On-Shore Rate	Off-Shore Rate
Project Manager	$56.00	$82.00	$32.00
Salesforce Architect	$75.00	$110.00	$40.00
Salesforce Developer (SENIOR)	$65.00	$90.00	$35.00
Salesforce Developer (JUNIOR)	$50.00	$70.00	$27.00
Quality Assurance Analyst	$48.00	$68.00	$25.00
Business Analyst (SENIOR)	$56.00	$78.00	$28.00
Business Analyst (JUNIOR)	$45.00	$65.00	$23.00
Data Analyst	$60.00	$82.00	$30.00
Software Tester	$43.00	$60.00	$22.00
GIS Analyst	$52.00	$72.00	$25.00
Mulesoft Developer	$62.00	$85.00	$35.00
Salesforce UIX Designer	$56.00	$78.00	$28.00

Incapsulate, LLC

Rates per Hour by Position	Blended Rate	On-Shore Rate	Off-Shore Rate
Project Manager	No Bid	$193.00	No Bid
Salesforce Architect	No Bid	$229.00	$70.00
Salesforce Developer (SENIOR)	No Bid	$176.00	$50.00
Salesforce Developer (JUNIOR)	No Bid	$88.00	$18.00
Quality Assurance Analyst	No Bid	$176.00	$18.00
Business Analyst (SENIOR)	No Bid	$176.00	$50.00
Business Analyst (JUNIOR)	No Bid	$91.00	$18.00
Data Analyst	No Bid	$176.00	$50.00
Software Tester	No Bid	$114.00	$31.00
GIS Analyst	No Bid	$176.00	$50.00
Mulesoft Developer	No Bid	$176.00	$50.00
Salesforce UIX Designer	No Bid	$176.00	$50.00

InspireXT US, LLC

Rates per Hour by Position	Blended Rate	On-Shore Rate	Off-Shore Rate
Project Manager	No Bid	No Bid	$48.00
Salesforce Architect	No Bid	No Bid	$48.00
Salesforce Developer (SENIOR)	No Bid	No Bid	$42.00
Salesforce Developer (JUNIOR)	No Bid	No Bid	$33.00
Quality Assurance Analyst	No Bid	No Bid	$42.00
Business Analyst (SENIOR)	No Bid	No Bid	$42.00
Business Analyst (JUNIOR)	No Bid	No Bid	$33.00
Data Analyst	No Bid	No Bid	$42.00
Software Tester	No Bid	No Bid	$33.00
GIS Analyst	No Bid	No Bid	N/A
Mulesoft Developer	No Bid	No Bid	$48.00
Salesforce UIX Designer	No Bid	No Bid	$46.00

Online Business Systems

Rates per Hour by Position	Blended Rate	On-Shore Rate	Off-Shore Rate
Project Manager	$150.00	$150.00	No Bid
Salesforce Architect	$165.00	$165.00	No Bid
Salesforce Developer (SENIOR)	$155.00	$155.00	No Bid
Salesforce Developer (JUNIOR)	$140.00	$140.00	No Bid
Quality Assurance Analyst	$115.00	$115.00	No Bid
Business Analyst (SENIOR)	$145.00	$145.00	No Bid
Business Analyst (JUNIOR)	$125.00	$125.00	No Bid
Data Analyst	$150.00	$150.00	No Bid
Software Tester	$125.00	$125.00	No Bid
GIS Analyst	No Bid	No Bid	No Bid
Mulesoft Developer	$140.00	$140.00	No Bid
Salesforce UIX Designer	$135.00	$135.00	No Bid

Plumlogix, Inc.

Rates per Hour by Position	Blended Rate	On-Shore Rate	Off-Shore Rate
Project Manager	$78.00	$110.00	$45.00
Salesforce Architect	$155.00	$210.00	$100.00
Salesforce Developer (SENIOR)	$98.00	$135.00	$60.00
Salesforce Developer (JUNIOR)	$65.00	$90.00	$40.00
Quality Assurance Analyst	$38.00	$50.00	$25.00
Business Analyst (SENIOR)	$83.00	$115.00	$50.00
Business Analyst (JUNIOR)	$58.00	$75.00	$40.00
Data Analyst	$58.00	$75.00	$40.00
Software Tester	$38.00	$50.00	$25.00
GIS Analyst	$58.00	$75.00	$40.00
Mulesoft Developer	$65.00	$90.00	$40.00
Salesforce UIX Designer	$65.00	$90.00	$40.00

Tech Mahindra

Rates per Hour by Position	Blended Rate	On-Shore Rate	Off-Shore Rate
Project Manager	$130.00	$127.00	$43.00
Salesforce Architect	$134.00	$130.00	$44.00
Salesforce Developer (SENIOR)	$116.00	$113.00	$36.00
Salesforce Developer (JUNIOR)	$110.00	$107.00	$33.00
Quality Assurance Analyst	$90.00	$88.00	$28.00
Business Analyst (SENIOR)	$125.00	$120.00	$37.00
Business Analyst (JUNIOR)	$110.00	$107.00	$32.00
Data Analyst	$110.00	$107.00	$31.00
Software Tester	$92.00	$90.00	$28.00
GIS Analyst	$110.00	$107.00	$35.00
Mulesoft Developer	$115.00	$110.00	$37.00
Salesforce UIX Designer	$100.00	$95.00	$35.00

Ventas Consulting, Inc.

Rates per Hour by Position	Blended Rate	On-Shore Rate	Off-Shore Rate
Project Manager	$125.00	$130.00	$65.00
Salesforce Architect	$135.00	$145.00	$72.50
Salesforce Developer (SENIOR)	$130.00	$135.00	$67.50
Salesforce Developer (JUNIOR)	$110.00	$115.00	$57.50
Quality Assurance Analyst	$75.00	$85.00	$45.00
Business Analyst (SENIOR)	$130.00	$135.00	$67.50
Business Analyst (JUNIOR)	$110.00	$115.00	$57.50
Data Analyst	$100.00	$105.00	$52.50
Software Tester	$120.00	$125.00	$62.50
GIS Analyst	$130.00	$135.00	$67.50
Mulesoft Developer	$130.00	$135.00	$67.50
Salesforce UIX Designer	$120.00	$125.00	$62.50

WadiTek, LLC

Rates per Hour by Position	Blended Rate	On-Shore Rate	Off-Shore Rate
Project Manager	$80.00	$130.00	$60.00
Salesforce Architect	$100.00	$140.00	$60.00
Salesforce Developer (SENIOR)	$90.00	$130.00	$50.00
Salesforce Developer (JUNIOR)	$78.00	$100.00	$35.00
Quality Assurance Analyst	$82.00	$130.00	$35.00
Business Analyst (SENIOR)	$85.00	$130.00	$40.00
Business Analyst (JUNIOR)	$70.00	$90.00	$30.00
Data Analyst	$70.00	$100.00	$40.00
Software Tester	$80.00	$75.00	$30.00
GIS Analyst	$90.00	$120.00	$60.00
Mulesoft Developer	$90.00	$130.00	$50.00
Salesforce UIX Designer	$90.00	$120.00	$60.00

West Monroe Partners

Rates per Hour by Position	Blended Rate	On-Shore Rate	Off-Shore Rate
Project Manager	No Bid	$310.00	No Bid
Salesforce Architect	No Bid	$310.00	No Bid
Salesforce Developer (SENIOR)	No Bid	$245.00	$120.00
Salesforce Developer (JUNIOR)	No Bid	$195.00	$100.00
Quality Assurance Analyst	No Bid	$165.00	No Bid
Business Analyst (SENIOR)	No Bid	$245.00	No Bid
Business Analyst (JUNIOR)	No Bid	$195.00	No Bid
Data Analyst	No Bid	$165.00	$100.00
Software Tester	No Bid	$165.00	No Bid
GIS Analyst	No Bid	$310.00	No Bid
Mulesoft Developer	No Bid	$245.00	No Bid
Salesforce UIX Designer	No Bid	$310.00	No Bid

Recommended Vendors:

Catalyst Consulting Group, Inc.
Cloud SynApps, Inc.
Eigen X
Girikon, Inc.
Incapsulate, LLC
InspireXT US, LLC
Online Business Systems
Plumlogix, Inc.
Tech Mahindra
Ventas Consulting, LLC
WadiTek, LLC
West Monroe Partners