

September 13, 2020

James Russell
Purchasing Director
Purchasing Department
George Mason University
4400 University Drive, Mailstop 3C5
Fairfax, Virginia. 22030

RE: RFP #GMU-1644-20

Mr. Russell

Please find below a revised pricing proposal for the work related to the RFP referenced above. I would be happy to discuss this with you in more detail if necessary. Please feel free to contact me with any questions.

Best regards,



Daniel DeBehnke, MD, MBA
Partner

REVISED PRICING PROPOSAL

We recognize this project is critically important to UNMH and will represent a significant commitment in terms of time, effort, and financial resources. We will work closely with you to ensure you realize value for your commitment.

Based on the scope of work outlined in the proposal (16-week engagement) we are prepared to perform the work, billing you for time, materials and all expenses, with a **not-to-exceed amount of \$349,500**.

Because we seek to establish a long-term relationship with GMU as your trusted strategic advisor, we would be willing to enter an exclusive, right of first refusal multi-year MSA for all subsequent consulting services with the discounted rates identified below. These represent significant discount from our usual rates. We would also be willing to lock these rates in for the duration of the multi-year MSA.

Professional Level	Hourly Rate
Partner	\$432
Director	\$338

Associate Director	\$255
Managing Consultant	\$208
Senior Consultant	\$160
Consultant	\$150

Acceptance Form

If you agree with this revised pricing proposal and wish to engage us to provide the services outlined in the original proposal, please return to Guidehouse Inc., Attn: Dan DeBehnke MD, Guidehouse, 150 N. Riverside Plaza, Suite 2100, Chicago, IL 60606.

FOR GUIDEHOUSE INC.

[Authorized Representative]

Date

AGREED AND ACCEPTED FOR GEORGE MASON UNIVERSITY

[Authorized Representative]

Date