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City of Stamford, Connecticut

Consulting Services for Oracle ERP

Best and Final Offer

06 October 2026

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Cover Letter

February 12, 2026
Cynthia Lucero,
ERP Coordinator,
City of Stamford, CT.

Consulting Services for Oracle ERP

Dear Cynthia Lucero and the City of Stamford,

Graviton Consulting Services, Inc. (Graviton), an Oracle partner consultancy company, is pleased to submit our Best and Final offer to the City of Stamford in response to your Request for Proposal for the Consulting Services for Oracle ERP.

Graviton was founded in 2010 by public sector information technology leaders with the goal of developing a systems integration practice focused solely on serving the enterprise implementation and support needs of state and local government organizations. Our commitment is to deliver personalized world-class innovative solutions that provide the greatest value to our government client-partners and the constituents whom they represent. With over 90 veteran consultants, we bring industry leading experience in all aspects of Oracle Cloud implementations, from business process transformation and knowledge transfer to architecture design and the building of complex integrations.

If you have any questions about our Best and Final Offer, please feel free to contact me at (916) 337-6551 or email at vineet@gravitonconsulting.com.

Sincerely,

Vineet Srivastava, President
Graviton Consulting Services, Inc.
8801 Folsom Boulevard, Suite 120
Sacramento, CA 95826
Cell: (916) 337-6551
vineet@gravitonconsulting.com

Graviton BAFO Response

As requested, Graviton has included a best and final fee proposal for support services, implementation services and testing services and includes the following:

1.1. System Support Services (1 – 5 years)

Year 1

	Year 1		
Position	**Rate**	**Hours**	**Not to Exceed**
Project Manager - Onshore	$ 130.00	48	$ 6,240.00
Project Manager - Offshore	$ 35.00	96	$ 3,360.00
ERP Solution Architect Onshore	$ 165.00	64	$ 10,560.00
ERP Consultant Onshore	$ 130.00	160	$ 20,800.00
ERP Consultant Offshore	$ 35.00	240	$ 8,400.00
Developer Onshore	$ 120.00	96	$ 11,520.00
Developer Offshore	$ 35.00	240	$ 8,400.00
Total		944	$ 69,280.00

Optional Year 2

	Year 2		
Position	**Rate**	**Hours**	**Not to Exceed**
Project Manager - Onshore	$ 130.00	48	$ 6,240.00
Project Manager - Offshore	$ 35.00	96	$ 3,360.00
ERP Solution Architect Onshore	$ 165.00	64	$ 10,560.00
ERP Consultant Onshore	$ 130.00	160	$ 20,800.00
ERP Consultant Offshore	$ 35.00	240	$ 8,400.00
Developer Onshore	$ 120.00	96	$ 11,520.00
Developer Offshore	$ 35.00	240	$ 8,400.00
Total		944	$ 69,280.00

Optional Year 3

	Year 3		
Position	**Rate**	**Hours**	**Not to Exceed**
Project Manager - Onshore	$ 130.00	48	$ 6,240.00
Project Manager - Offshore	$ 35.00	96	$ 3,360.00
ERP Solution Architect Onshore	$ 165.00	64	$ 10,560.00
ERP Consultant Onshore	$ 130.00	160	$ 20,800.00
ERP Consultant Offshore	$ 35.00	240	$ 8,400.00
Developer Onshore	$ 120.00	96	$ 11,520.00
Developer Offshore	$ 35.00	240	$ 8,400.00
Total		944	$ 69,280.00

Optional Year 4

	Year 4		
Position	**Rate**	**Hours**	**Not to Exceed**
Project Manager - Onshore	$ 140.00	48	$ 6,720.00
Project Manager - Offshore	$ 40.00	96	$ 3,840.00
ERP Solution Architect Onshore	$ 175.00	64	$ 11,200.00
ERP Consultant Onshore	$ 140.00	160	$ 22,400.00
ERP Consultant Offshore	$ 40.00	240	$ 9,600.00
Developer Onshore	$ 130.00	96	$ 12,480.00
Developer Offshore	$ 40.00	240	$ 9,600.00
Total		944	$ 75,840.00

Optional Year 5

	Year 5		
Position	**Rate**	**Hours**	**Not to Exceed**
Project Manager - Onshore	$ 140.00	48	$ 6,720.00
Project Manager - Offshore	$ 40.00	96	$ 3,840.00
ERP Solution Architect Onshore	$ 175.00	64	$ 11,200.00
ERP Consultant Onshore	$ 140.00	160	$ 22,400.00
ERP Consultant Offshore	$ 40.00	240	$ 9,600.00
Developer Onshore	$ 130.00	96	$ 12,480.00
Developer Offshore	$ 40.00	240	$ 9,600.00
Total		944	$ 75,840.00

1.2. Testing Services (1-5 years)

Year 1

	Quarter	Price
	Quarter 1	$ 8,000.00
	Quarter 2	$ 8,000.00
	Quarter 3	$ 8,000.00
	Quarter 4	$ 8,000.00
Total		**$ 32,000.00**

Optional Year 2

	Quarter	Price
	Quarter 1	$ 8,000.00
	Quarter 2	$ 8,000.00
	Quarter 3	$ 8,000.00
	Quarter 4	$ 8,000.00
Total		**$ 32,000.00**

Optional Year 3

	Quarter	Price
	Quarter 1	$ 8,000.00
	Quarter 2	$ 8,000.00
	Quarter 3	$ 8,000.00
	Quarter 4	$ 8,000.00
Total		**$ 32,000.00**

Optional Year 4

	Quarter	Price
	Quarter 1	$ 8,500.00
	Quarter 2	$ 8,500.00
	Quarter 3	$ 8,500.00
	Quarter 4	$ 8,500.00
Total		**$ 34,000.00**

Optional Year 5

	Quarter	Price
	Quarter 1	$ 8,500.00
	Quarter 2	$ 8,500.00
	Quarter 3	$ 8,500.00
	Quarter 4	$ 8,500.00
Total		**$ 34,000.00**

1.3. Implementation Services of Cash Management

Implementation Services			
Cash Management			
Position	**Rate**	**Hours**	**Fixed Price**
Cash Management (6 Months)			
Project Manager - Onshore	$130	120	$15,600
Project Manager - Offshore	$35	80	$2,800
ERP Solution Architect Onshore	$165	120	$19,800
ERP Functional Consultant - Onshore	$130	480	$62,400
ERP Functional Consultant - Offshore	$35	400	$14,000
Technical Consultant Onshore	$120	120	$14,400
Technical Consultant Offshore	$35	160	$5,600
Total – Firm Fixed Price		**1480**	**$134,600**

1.4. Implementation Services of Lease Accounting

Implementation Services			
Lease Accounting			
Position	**Rate**	**Hours**	**Fixed Price**
Lease Management (9 Months)			
Project Manager - Onshore	$130	160	$20,800
Project Manager - Offshore	$35	120	$4,200
ERP Solution Architect Onshore	$165	160	$26,400
ERP Consultant Onshore	$130	640	$83,200
ERP Consultant Offshore	$35	800	$28,000
Developer Onshore	$120	120	$14,400
Developer Offshore	$35	240	$8,400
Total – Firm Fixed Price		**2240**	**$160,400**