

**Reimagining Florida’s Workforce System: A Three Pillar Plan for Transformation**  
**Vendor Selection Justification**

Vendor selection decision was based on an evaluation of the cost value ratio and previous experience in successfully conducting Phase I and II of the project. The following reasons outline why Ernst & Young, US LLP is the optimal choice for Phase III:

1. **Value Ratio:** The value ratio is a critical factor in any vendor selection process. The cost value ratio considers the overall value derived from the services provided by the vendor in relation to the cost incurred. After careful analysis, it has been determined that Ernst & Young’s proposal offers a significantly higher value for the investment made.

	Hours	Cost	Value : Cost	Avg Rate
EY	10,275	\$1,660,000	0.62%	\$161.56
Deloitte	17,045	\$3,199,000	0.53%	\$187.68
KPMG	7,450	\$2,130,000	0.35%	\$285.91

2. **Previous Experience:** Ernst & Young has already demonstrated their capabilities and expertise in successfully completing Phase I and II of the workforce development transformation project. Their performance during the initial phases was recognized thus highlighting their understanding of our organization's unique requirements, as well as their ability to deliver results effectively and efficiently. The experience gained from working on the earlier phases will provide valuable insights and a solid foundation minimizing any learning curve, and ensuring a smooth transition between project phases.
3. **Minimized Disruption:** Transitioning to a new vendor may introduce certain challenges and disruptions. Opting for Ernst & Young minimizes potential disruption as they are already familiar with our project's intricacies, processes, and stakeholders. This continuity ensures a smoother and more efficient progression into Phase III, reducing the risks associated with a complete vendor switch.

Considering the value ratio, proven history in Phase I and II, familiarity with the project, and minimized disruption, we recommend selecting Ernst & Young for Phase III. This choice will not only deliver value for our investment but also maximize the chances of successfully completing our three-pillar plan for transformation.