

M&E Firm Qualifications: Firm Financial Resources

Section 2B

How This Section is Organized

This section is organized per the RFP:

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2B.1 Firm Financial Resources

RFP Reference: 6.3.9.1 Section 2B Firm Qualifications: Firm Financial Resources

Bidders will provide financial qualifications as contained in Section 5.2.1.3 associated with the prime Contractor and any Subcontractor providing at least 20% of the annual revenue during the base contract period

During the base contract period, our subcontractors will provide less than 20% of the annual revenue, as such we have not provided the details requested. However, based on our continuous commitment to diversity, we have selected the following subcontractors for the M&E Project: DVBE Technology Group (DVBE and SB-Micro), and Stanfield Systems, Inc. (DVBE and SB).

2B.2.1 Financial Statements (ME-F5)

RFP Reference: 5.2.1.3 - M&E Firm Financial Qualifications

- ME-F5
- a. The Bidder will provide financial statements for the past two (2) fiscal years for the Contractor and each Subcontractor. These must be audited financial statements unless audited statements are not a part of the routine business practices of the firm. The Consortium will accept financial statements audited according to either Generally Accepted Accounting Principles (GAAP), Statutory Accounting Principles (SAP) of the National Association of Insurance Commissioners (NAIC) or the International Financial Reporting Standards (IFRS).
 - Or
 - b. If the Bidder does not produce audited financial statements or file corporate financial information such as a 10-K as part of its routine business practices, as included in point a. above, Bidders may provide unaudited financial information that includes information relating to liquidity, assets, liabilities, equity, working capital, current ratio and net revenue. Bidders must also provide a privately placed debt rating from the NAIC, or an equivalent nationally recognized credit rating agency.

Deloitte Touche Tohmatsu Limited (DTTL), of which Deloitte LLP is the US member firm, is the largest private professional services network in the world, recording revenues of \$59.3 billion in Fiscal Year 2022 (FY22).

With nearly 415,000 people worldwide, DTTL member firms deliver services in audit, risk and financial advisory, tax, and consulting with offices in over 150 countries and territories. Deloitte (including its subsidiaries) is the largest private professional services provider in the United States, with more than 156,000 employees and \$27.9 billion in annual revenues in FY22.

Since the US firms are privately owned partnerships, we do not have audited financial statements, nor do we file other corporate financial information



DISTINGUISHING FACTORS

Deloitte in the United States:

- Largest professional services firm in the United States in terms of revenue and headcount
- More than 156,000 people in 110 cities
- \$27.9 billion in revenue in FY22
- Offer audit, tax, consulting, and risk and financial advisory services
- National Association of Insurance Commissioners (NAIC) 1 designation

such as a 10-K. As such, we provide unaudited financial information (detailed in the following, Figure 2B-1).

The U.S. Firm's privately placed debt carries the highest NAIC 1 designation, which is comparable to an A or better rating from nationally recognized rating agencies.

Deloitte LLP and Subsidiaries– By The Numbers			
U.S. Firms	2022	2021	2020
(\$ U.S. billions)			
Offices (national and regional)	129	126	126
People	156,397	121,693	113,257
Consolidated Revenues	<u>\$ 27.9</u>	<u>\$ 22.9</u>	<u>\$ 23.2</u>
Current Assets	\$ 10.0	\$ 11.0	\$ 8.6
Other Assets	<u>8.2</u>	<u>8.0</u>	<u>8.0</u>
Total Assets	<u>\$ 18.2</u>	<u>\$ 19.0</u>	<u>\$ 16.6</u>
Current Liabilities	\$ 7.5	\$ 7.4	\$ 5.7
Other Liabilities	4.3	5.1	5.6
Partnership Equity	<u>6.4</u>	<u>6.5</u>	<u>5.3</u>
Total Liabilities and Partnership Equity	<u>\$ 18.2</u>	<u>\$ 19.0</u>	<u>\$ 16.6</u>
Working Capital	\$ 2.4	\$ 3.6	\$ 2.9
Current Ratio	1.3:1	1.5:1	1.5:1
Consolidated Revenue By Business			
Audit and Risk Advisory Services	27.9%	28.0%	27.2%
Consulting	54.0%	52.5%	52.2%
Financial Advisory Services	3.1%	3.4%	3.4%
Tax	15.0%	16.1%	17.2%

Source: Deloitte LLP, New York

2B.2.2 Dun & Bradstreet Number and Report (ME-F6)

Figure 2B-1. Deloitte's Financial Information.

RFP Reference: 5.2.1.3 - M&E Firm Financial Qualifications

ME-F6 The Bidder must also provide a copy of its Dun & Bradstreet (D&B) D-U-N-S number and Business Information Report, inclusive of its D&B viability and credit ratings.

We have provided a copy of our Dun and Bradstreet Report (DUNS # 01-412B-7109) Business Information Report on the pages that follow. This enables the Evaluation Committee to further assess our financial stability.



Business Information Report Snapshot

DELOITTE LLP

D-U-N-S: 01-412-7109

ADDRESS: 30 Rockefeller Plz Fl 41, New York, NY, 10112, United States

Date: 09/13/2022

RISK ASSESSMENT

SCORES AND RATINGS				
Max. Credit Recommendation	PAYDEX® SCORE	Delinquency Predictor Percentile	Financial Stress Percentile	Supplier Evaluation Risk Rating
US\$ 5,300,000	73 LOW RISK	74 LOW-MODERATE RISK	43 MODERATE RISK	3 LOW RISK

MAXIMUM CREDIT RECOMMENDATION

Overall Business Risk

LOW

LOW-MODERATE

MODERATE

MODERATE-HIGH

HIGH

Maximum Credit Recommendation

US\$ 5,300,000

The recommended limit is based on a low-moderate probability of severe delinquency.

Dun & Bradstreet Thinks...

- Overall assessment of this organization over the next 12 months: **STABLE CONDITION**
- Based on the predicted risk of business discontinuation: **LIKELIHOOD OF CONTINUED OPERATIONS**
- Based on the predicted risk of severely delinquent payments: **LOW POTENTIAL FOR SEVERELY DELINQUENT PAYMENTS**

PAYDEX® SUMMARY

3 Months

74

Low Risk (100) High Risk (1)

When weighted by dollar amount, payments to suppliers average 9 days beyond terms. Value is based on payments collected over the last **3 months**.

24 Months

73

Low Risk (100) High Risk (1)

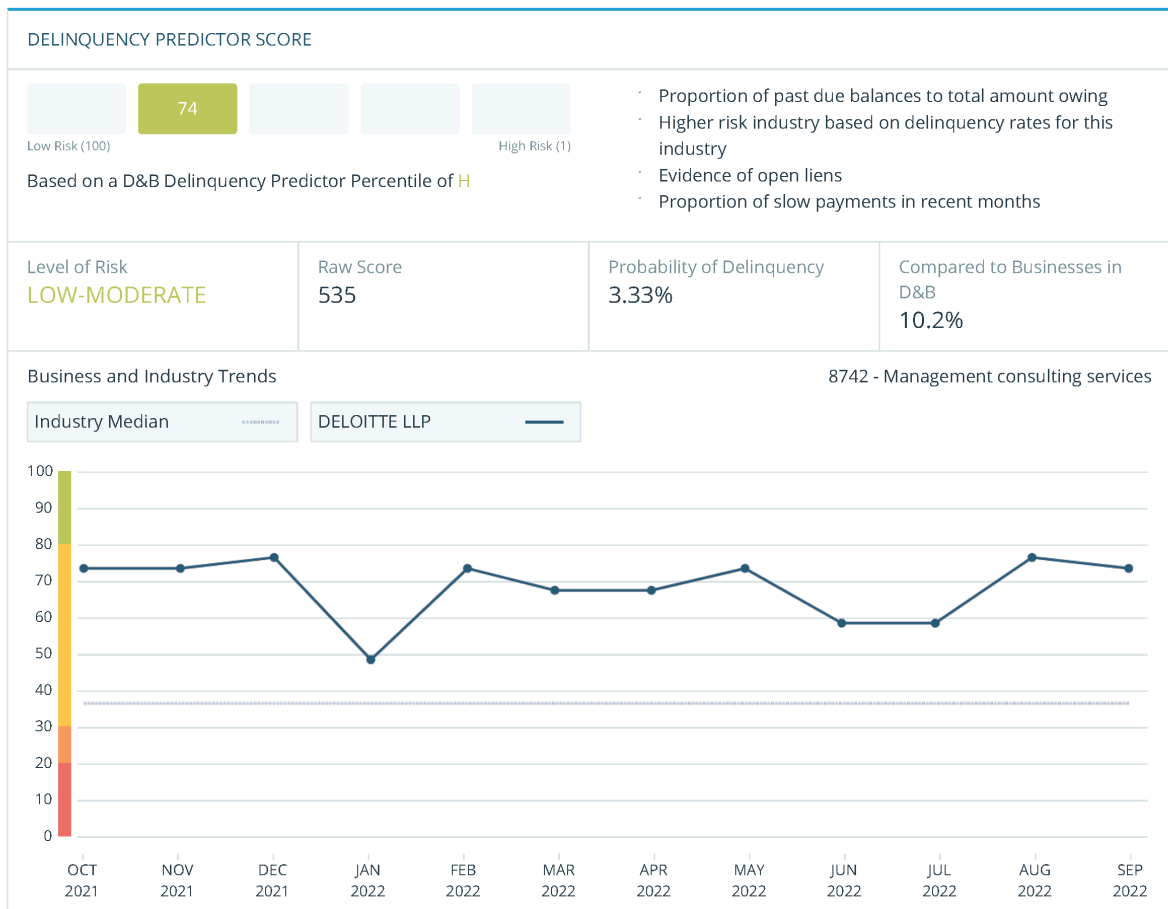
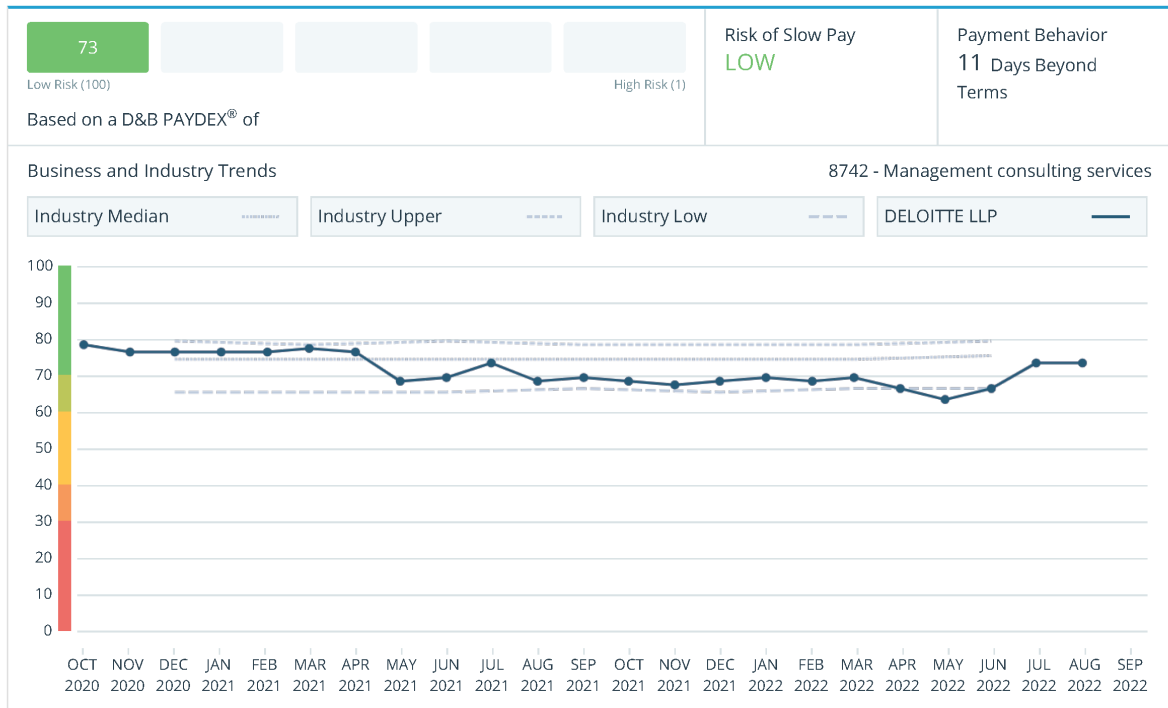
When weighted by dollar amount, payments to suppliers average 11 days beyond terms. Value is based on payments collected over the last **24 months**.

PAYDEX®

Based on 24 months of data

Deloitte 2023

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FINANCIAL STRESS SCORE



Based on a D&B Financial Stress Percentile of

- Low proportion of satisfactory payment experiences to total payment experiences
- UCC Filings reported
- High proportion of slow payment experiences to total number of payment experiences
- High proportion of past due balances to total amount owing
- High number of enquiries to D&B over last 12 months
- Unstable Paydex over last 12 months

Level of Risk
MODERATE

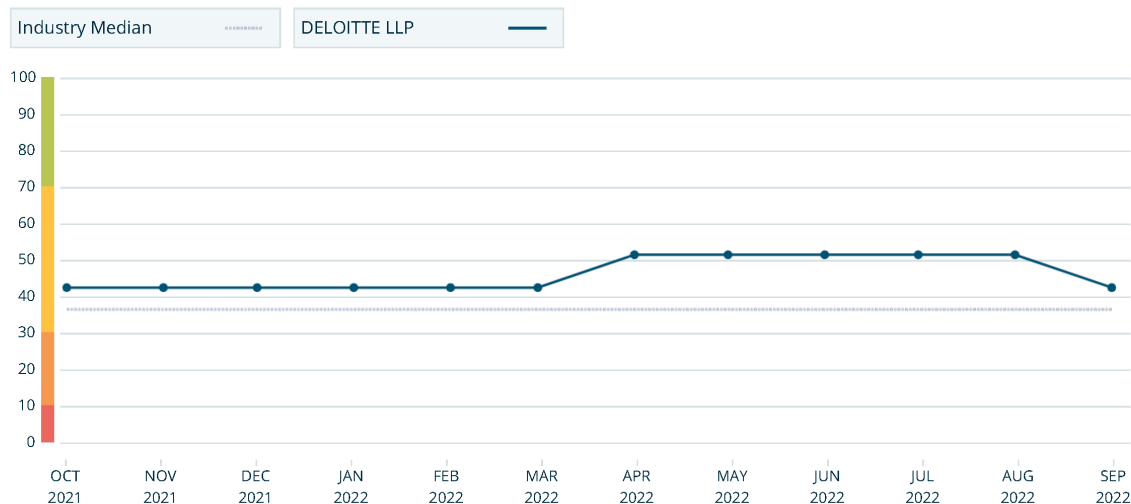
Raw Score
1467

Probability of Failure
0.29%

Compared to Businesses in D&B
0.48%

Business and Industry Trends

8742 - Management consulting services



SUPPLIER EVALUATION RISK RATING



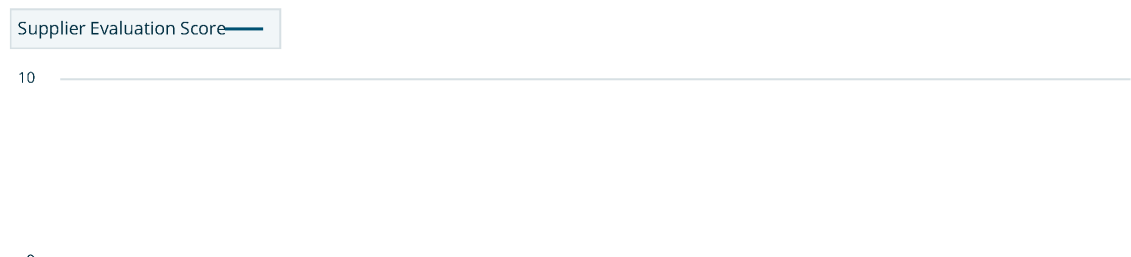
Based on a Supplier Evaluation Risk Rating of -

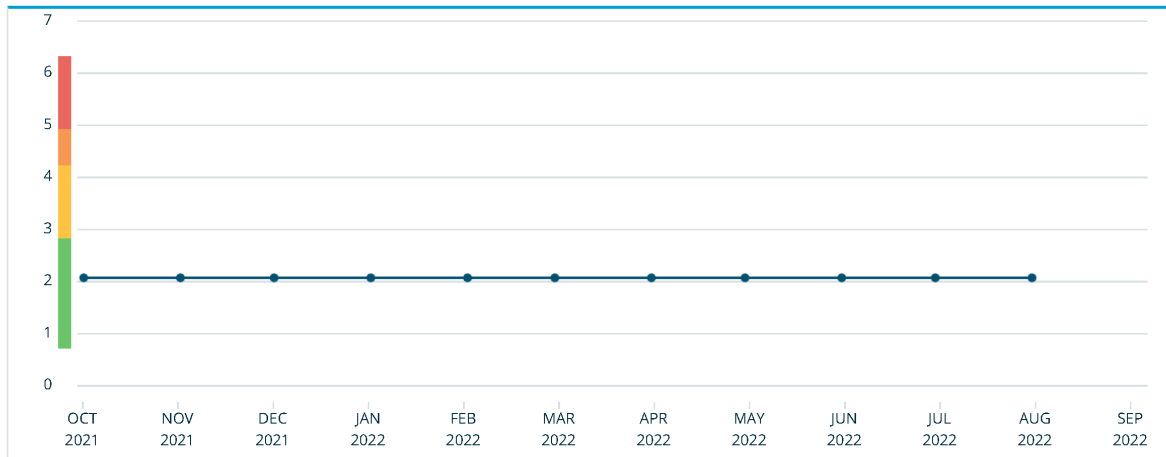
Factors Affecting Your Score

- Proportion of past due balances to total amount owing
- Proportion of slow payment experiences to total number of payment experiences reported
- Evidence of open liens
- Unstable Paydex over last 12 months

Business and Industry Trends

8742 - Management consulting services





D&B RATING

Current Rating as of 10-22-2020

Employee Size

1R: 10 employees and over

Risk Indicator

3: Moderate Risk

Previous Rating

Employee Size

1R: 10 employees and over

TRADE PAYMENTS

TRADE PAYMENTS SUMMARY			Based on 24 months of data
Overall Payment Behavior 11 Days Beyond Terms	% of Trade Within Terms 71%	Highest Past Due US\$ 15,000	
Highest Now Owing: US\$ 1,000,000	Total Trade Experiences: 165 Largest High Credit: US\$ 3,000,000 Average High Credit: US\$ 96,817	Total Unfavorable Comments : 0 Largest High Credit: US\$ 0 Total Placed in Collections: 0 Largest High Credit: US\$ 0	

TRADE PAYMENTS BY CREDIT EXTENDED			
\$ CREDIT EXTENDED	% OF PAYMENTS WITHIN TERMS	# PAYMENT EXPERIENCES	TOTAL & DOLLAR AMOUNT
OVER 100,000	<div><div>81%</div></div>	15	\$7,650,000
50,000 - 100,000	<div><div>80%</div></div>	3	\$235,000
15,000 - 49,999	<div><div>94%</div></div>	14	\$420,000
5,000 - 14,999	<div><div>67%</div></div>	13	\$87,500
1,000 - 4,999	<div><div>76%</div></div>	12	\$22,500
UNDER 1,000	<div><div>62%</div></div>	30	\$8,100

TRADE PAYMENTS BY INDUSTRY			
Collapse All Expand All			
Industry Category	Number of Payment Experiences	Largest High Credit (US\$)	% Within Terms (Expand to View)
▼99 - Nonclassifiable Establishments	11	45,000	
9999 - Nonclassified	11	45,000	100
▼48 - Communications	24	100,000	
4813 - Telephone Communictns	11	1,000	100
4812 - Radiotelephone Commun	8	100,000	100
4899 - Misc Communictns Svcs	5	500	77

▼73 - Business Services	15	3,000,000	
7372 - Prepackaged Software	7	500,000	4
7361 - Employment Agency	3	3,000,000	100
7371 - Custom Programming	2	200,000	100
7374 - Data Processing Svcs	2	200,000	33
7363 - Help Supply Service	1	20,000	50
▼93 - Public Finance Taxation And Monetary Policy	6	25,000	
9311 - Public Finance	6	25,000	100
▼35 - Industrial And Commercial Machinery And Computer Equipment	7	100,000	
3579 - Mfg Misc Office Eqpt	5	10,000	36
3571 - Mfg Computers	1	100,000	50
3572 - Mfg Computer Storage	1	2,500	0
▼60 - Depository Institutions	4	10,000	
6021 - Natnl Commercial Bank	4	10,000	60
▼50 - Wholesale Trade - Durable Goods	3	2,000,000	
5045 - Whol Computers/softwr	3	2,000,000	100
▼27 - Printing, Publishing And Allied Industries	5	200,000	
2711 - Newspaper-print/publ	3	200,000	5
2721 - Periodical-print/publ	1	95,000	50
2731 - Books-print/publish	1	1,000	100
▼61 - Nondepository Credit Institutions	3	300,000	
6153 - Short-trm Busn Credit	2	300,000	5
6159 - Misc Business Credit	1	100,000	100
▼91 - Executive Legislative And General Government Except Finance	2	5,000	
9111 - Executive Office	2	5,000	100
▼47 - Transportation Services	2	1,000	
4731 - Arrange Cargo Transpt	2	1,000	91
▼45 - Transportation By Air	1	250,000	
4512 - Scheduled Air Trans	1	250,000	100
▼87 - Engineering Accounting Research Management And Related Services	2	70,000	

8748 - Business Consulting	1	70,000	100
8734 - Testing Laboratory	1	35,000	100
▼57 - Home Furniture Furnishings And Equipment Stores	1	70,000	
5734 - Ret Computer/software	1	70,000	100
▼55 - Automotive Dealers And Gasoline Service Stations	1	45,000	
5511 - Ret New/used Autos	1	45,000	100
▼81 - Legal Services	1	1,000	
8111 - Legal Services	1	1,000	50
▼96 - Administration Of Economic Programs	1	500	
9611 - Admin Economic Prgm	1	500	100
▼59 - Miscellaneous Retail	2	500	
5943 - Ret Stationery	1	500	100
5999 - Ret Misc Merchandise	1	50	100
▼25 - Furniture And Fixtures	1	250	
2522 - Mfg Nonwd Office Furn	1	250	100

TRADE LINES

Date of Experience	Payment Status	Selling Terms	High Credit (US\$)	Now Owes (US\$)	Past Due (US\$)	Months Since Last Sale
08/2022	Prompt	-	3,000,000	400,000	0	1 Month
08/2022	Prompt	-	250,000	0	0	Between 2 and 3 Months
08/2022	Prompt	Lease Agreeemnt	100,000	70,000	0	1 Month
08/2022	Prompt	-	100,000	10,000	0	1 Month
08/2022	Prompt	-	45,000	45,000	0	1 Month
08/2022	Prompt	-	45,000	0	0	1 Month
08/2022	Prompt	-	40,000	40,000	0	1 Month
08/2022	Prompt	-	40,000	0	0	Between 6 and 12 Months
08/2022	Prompt	-	35,000	15,000	15,000	Between 6 and 12 Months
08/2022	Prompt	-	15,000	0	0	Between 4 and 5 Months

08/2022	Prompt	N30	10,000	0	0	Between 2 and 3 Months
08/2022	Prompt	-	5,000	0	0	Between 6 and 12 Months
08/2022	Prompt	-	2,500	0	0	1 Month
08/2022	Prompt	-	2,500	0	0	Between 6 and 12 Months
08/2022	Prompt	-	2,500	0	0	Between 6 and 12 Months
08/2022	Prompt	-	1,000	0	0	1 Month
08/2022	Prompt	-	500	0	0	Between 6 and 12 Months
08/2022	Prompt	-	250	0	0	Between 2 and 3 Months
08/2022	Prompt	-	100	0	0	1 Month
08/2022	Prompt	-	100	0	0	Between 6 and 12 Months
08/2022	Prompt	-	100	0	0	1 Month
08/2022	Prompt	-	100	0	0	Between 4 and 5 Months
08/2022	Prompt to Slow	-	7,500	0	0	Between 4 and 5 Months
08/2022	Prompt to Slow	-	500	500	50	1 Month
08/2022	Prompt to Slow	-	10,000	10,000	2,500	1 Month
08/2022	Prompt to Slow	-	2,500	250	250	Between 4 and 5 Months
08/2022	Slow	-	15,000	0	0	Between 2 and 3 Months
08/2022	Slow	N30	200,000	250	250	Between 4 and 5 Months
08/2022	Slow	-	200,000	0	0	Between 6 and 12 Months
08/2022	Slow	-	750	0	0	Between 6 and 12 Months
08/2022	-	Cash Account	500	-	-	1 Month
08/2022	-	Cash Account	250	0	0	1 Month
08/2022	-	Cash Account	100	-	-	1 Month
08/2022	-	Cash Account	100	-	-	1 Month
08/2022	-	Cash Account	50	-	-	1 Month

08/2022	-	Cash Account	0	0	0	1 Month
08/2022	-	Cash Account	0	0	0	1 Month
08/2022	-	Cash Account	0	0	0	1 Month
07/2022	Prompt	-	70,000	0	0	Between 2 and 3 Months
07/2022	Prompt	-	500	0	0	1 Month
07/2022	Prompt	-	100	100	0	1 Month
07/2022	Prompt to Slow	-	100,000	20,000	7,500	1 Month
07/2022	Slow	-	100	100	100	-
07/2022	-	Cash Account	50	-	-	1 Month
07/2022	-	Cash Account	50	-	-	1 Month
07/2022	-	Cash Account	50	-	-	1 Month
07/2022	-	Cash Account	50	-	-	1 Month
07/2022	-	Cash Account	50	-	-	1 Month
07/2022	-	Cash Account	50	-	-	1 Month
07/2022	-	Cash Account	50	-	-	1 Month
07/2022	-	Cash Account	50	-	-	1 Month
07/2022	-	Cash Account	50	-	-	1 Month
07/2022	-	Cash Account	50	-	-	1 Month
06/2022	Prompt	-	1,000	0	0	1 Month
06/2022	Prompt	-	250	0	0	1 Month
06/2022	Prompt	-	100	50	0	1 Month
06/2022	Prompt	-	100	100	0	1 Month
06/2022	-	Cash Account	250	-	-	1 Month
06/2022	-	Cash Account	250	-	-	1 Month
06/2022	-	Cash Account	50	-	-	1 Month
06/2022	-	Cash Account	50	-	-	1 Month
04/2022	Prompt	-	5,000	-	-	1 Month
04/2022	Prompt	-	2,500	0	0	Between 6 and 12 Months
04/2022	Prompt	-	1,000	0	0	Between 6 and 12 Months
03/2022	Prompt	-	5,000	0	0	1 Month
03/2022	Prompt	-	5,000	-	-	1 Month
03/2022	Prompt	-	1,000	0	0	1 Month

02/2022	Prompt	-	500	0	0	Between 6 and 12 Months
01/2022	Prompt	-	750	-	-	1 Month
12/2021	Prompt	-	0	0	0	1 Month
12/2021	Prompt	-	0	0	0	1 Month
12/2021	Prompt	-	0	0	0	1 Month
12/2021	Prompt	-	0	0	0	1 Month
11/2021	Slow	-	250	250	250	-
11/2021	Slow	-	250	250	250	-
11/2021	Slow	-	250	250	250	-
09/2021	Prompt	-	250	250	0	1 Month
09/2021	Prompt	-	250	250	0	1 Month
09/2021	Prompt	-	250	250	0	1 Month
09/2021	Slow	-	50	50	50	1 Month
07/2021	Prompt	-	50	0	0	Between 6 and 12 Months

EVENTS

LEGAL EVENTS			
The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.			
SUITS	JUDGEMENTS	LIENS	UCC FILINGS
TOTAL 0	TOTAL 0	TOTAL 1	TOTAL 17
LAST FILING DATE -	LAST FILING DATE -	LAST FILING DATE 05/08/2015	LAST FILING DATE 06/13/2022

General: The public record items contained in this report may have been paid, terminated, vacated or released prior to the date this was reported. This information may not be reproduced in whole or in part by any means of reproduction.

UCC Filings: There may be additional UCC Filings in the D&B file on this company which are available by contacting 1-800-234-3867.

Suits, Liens, Judgements: There may be additional suits, liens, or judgements in D&B's file on this company available in the U.S. Public Records Database that are also covered under your contract. If you would like more information on this database, please contact the Customer Resource Center at 1-800-234-3867.

Lien: A lien holder can file the same lien in more than one filing location. The appearance of multiple liens filed by the same lien holder against a debtor may be indicative of such an occurrence.

EVENTS	
Lien - Tax Lien	
Filing Date	2015-05-08
Filing Number	2026/714
Status	Open
Date Status Attained	2015-05-08
Received Date	2015-06-25
Amount	563
Debtors	DELOITTE LLP
Creditors	SOUTH CAROLINA DEPARTMENT OF REVENUE
Court	RICHLAND COUNTY REGISTER OF DEEDS, COLUMBIA, SC
UCC Filing - Original	
Filing Date	2022-06-13
Filing Number	220201642620
Received Date	2022-06-21
Collateral	Equipment and proceeds
Secured Party	SOLAR MOSAIC LLC, OAKLAND, CA

Debtors	MAHAJAN, PRERNA, ROSEVILLE, CA
Filing Office	SECRETARY OF STATE/UCC DIVISION, SACRAMENTO, CA
UCC Filing - Original	
Filing Date	2011-06-23
Filing Number	2011 2422361
Received Date	2011-07-13
Collateral	Leased Computer equipment and proceeds
Secured Party	IBM CREDIT LLC, ARMONK, NY
Debtors	DELOITTE LLP
Filing Office	SECRETARY OF STATE/UCC DIVISION, DOVER, DE
UCC Filing - Original	
Filing Date	2011-03-31
Filing Number	2011 1203010
Received Date	2011-04-20
Collateral	Leased Computer equipment and proceeds
Secured Party	IBM CREDIT LLC, ARMONK, NY
Debtors	DELOITTE LLP
Filing Office	SECRETARY OF STATE/UCC DIVISION, DOVER, DE
UCC Filing - Original	
Filing Date	2010-09-20
Filing Number	2010 3271685
Received Date	2010-10-14
Collateral	Leased Computer equipment and proceeds
Secured Party	IBM CREDIT LLC, ARMONK, NY
Debtors	DELOITTE LLP
Filing Office	SECRETARY OF STATE/UCC DIVISION, DOVER, DE
UCC Filing - Original	
Filing Date	2010-08-24
Filing Number	2010 2959314
Received Date	2010-09-15
Collateral	Leased Computer equipment and proceeds
Secured Party	IBM CREDIT LLC, ARMONK, NY
Debtors	DELOITTE LLP

Filing Office	SECRETARY OF STATE/UCC DIVISION, DOVER, DE
UCC Filing - Original	
Filing Date	2010-08-10
Filing Number	2010 2771933
Received Date	2010-09-01
Collateral	Leased Computer equipment and proceeds
Secured Party	IBM CREDIT LLC, ARMONK, NY
Debtors	DELOITTE LLP
Filing Office	SECRETARY OF STATE/UCC DIVISION, DOVER, DE
UCC Filing - Original	
Filing Date	2010-06-23
Filing Number	2010 2194342
Received Date	2010-07-22
Collateral	Leased Computer equipment and proceeds
Secured Party	IBM CREDIT LLC, ARMONK, NY
Debtors	DELOITTE LLP
Filing Office	SECRETARY OF STATE/UCC DIVISION, DOVER, DE
UCC Filing - Original	
Filing Date	2010-06-21
Filing Number	2010 2155210
Received Date	2010-07-22
Collateral	Leased Computer equipment and proceeds
Secured Party	IBM CREDIT LLC, ARMONK, NY
Debtors	DELOITTE LLP
Filing Office	SECRETARY OF STATE/UCC DIVISION, DOVER, DE
UCC Filing - Original	
Filing Date	2010-06-15
Filing Number	2010 2081051
Received Date	2010-07-14
Collateral	Leased Computer equipment and proceeds
Secured Party	IBM CREDIT LLC, ARMONK, NY
Debtors	DELOITTE LLP
Filing Office	SECRETARY OF STATE/UCC DIVISION, DOVER, DE

UCC Filing - Original

Filing Date	2010-06-14
Filing Number	2010 2065633
Received Date	2010-07-14
Collateral	Leased Computer equipment and proceeds
Secured Party	IBM CREDIT LLC, ARMONK, NY
Debtors	DELOITTE LLP
Filing Office	SECRETARY OF STATE/UCC DIVISION, DOVER, DE

COMPANY EVENTS
The following information was reported on: 11-09-2021

The Delaware Secretary of State's business registrations file showed that Deloitte LLP was registered as a Limited Liability Partnership on August 15, 1994, under file registration number 2426319.

Business started 1994.

RECENT EVENTS:

On July 7, 2021, sources stated that Deloitte LLP, New York, NY, through its subsidiary, Deloitte & Touche LLP, New York, NY, has acquired substantially all the assets of CloudQuest Inc., Cupertino, CA, on June 7, 2021. With the acquisition, CloudQuest Inc. ceased to exist as a legal entity and all operations were integrated into Deloitte LLP. Terms of the deal were not disclosed. Further details are unavailable.

On September 24, 2018, sources stated that Deloitte LP, New York, NY, has acquired the artificial intelligence platform business of Magnetic Media Online, Inc., New York, NY, on September 10, 2018. Terms of the deal were not disclosed. Further details are unavailable.

On March 17, 2016, sources stated that Deloitte LLP, New York, NY, has acquired substantially all of the assets of Heat Ventures LLC, San Francisco, CA, on February 29, 2016. With the acquisition, Heat Ventures LLC will now operate as a subsidiary of Deloitte LLP. Employees and management were retained. Terms of the deal were not disclosed. Further details are unavailable.

On July 31, 2015, sources stated that Deloitte, LLP, New York, NY, has acquired System Dynamics Group Limited, Dublin, Ireland, on July 14, 2015. Terms were undisclosed.

On November 28, 2012, sources stated that Deloitte LLP, New York, NY, has acquired Recombinant Data Corp., Newton, MA, on October 29, 2012. With this acquisition, Recombinant Data Corp. will no longer operate as a legal entity and all operations were integrated into Deloitte LLP. Terms of the deal were not disclosed. Further details are unavailable.

On January 31, 2012, an inside source stated that Deloitte LLP, New York, NY, announced the acquisition of Ubermind Inc., Seattle, WA, on January 4, 2012. Ubermind Inc. will now operate as a subsidiary of Deloitte LLP. Terms of the deal were not disclosed. Further details are unavailable.

On January 28, 2011, sources stated that Deloitte LLP, New York, NY, has acquired substantially all of the assets of Altos Management Partners, Inc., Los Altos, CA, on January 14, 2011. With this acquisition, Altos Management Partners, Inc. will operate as a subsidiary of Deloitte LLP. Further details were not available.

On December 20, 2010, an inside source stated that Clear Carbon Consulting Inc., Arlington, VA, has merged with and into Deloitte LLP, New York, NY, on December 13, 2010, with Deloitte LLP being the surviving entity. With this merger, Clear Carbon Consulting Inc. discontinued its operations and this location now operates as a branch of Deloitte LLP. The employees and management were retained at this time. Further details are not disclosed.

On December 20, 2010, an inside source stated that Domani Sustainability Consulting Service, Central Islip, NY, has merged with and into Deloitte LLP, New York, NY, on December 13, 2010, with Deloitte LLP being the surviving entity. With this merger, Domani Sustainability Consulting Service discontinued its business and its operations were integrated into Deloitte LLP. The employees and management were retained at this time. Further details are not disclosed.

On May 14, 2009, sources stated that Deloitte LLP, New York, NY, has closed the acquisition of substantially all of the assets of North American Public Services business of BearingPoint's, Mc Lean, VA, on May 8, 2009. Further details were not disclosed.

On April 17, 2009, sources stated that Deloitte LLP, New York, NY, completed the acquisition of substantially all of the assets of Solbourne Computer, Inc., Boulder, CO, on July 17, 2008. With this transaction, Solbourne Computer, Inc. discontinued its business and operations of Solbourne Computer, Inc. were integrated into Deloitte Consulting LLP., New York, NY, a subsidiary of Deloitte LLP. No operations will remain at the previous location of Solbourne Computer, Inc. Employees and management of Solbourne Computer, Inc. have joined Deloitte Consulting LLP. Further details are unavailable.

Business name was changed from Deloitte & Touche USA LLP to Deloitte LLP on March 14 2008.

JOSEPH UCUZOGLU. Antecedents are unknown.

TRINA HUELSMAN. Served as audit and enterprise risk services leader for the process and industrial products sector.

KENNY SMITH. Served as principal of Deloitte Consulting LLP.

RODNEY SIDES. Antecedents are unknown.

FRANK FRIEDMAN. 2011-present active here.

SCOTT BARET. Antecedents are unknown.

AFFILIATES: The following are related through common principals, management and/or ownership: Deloitte Touche Tohmatsu Services, Inc., New York, NY. Started '1992'. DUNS #938342565. Operates as accounting, auditing and bookkeeping services.

Deloitte Financial Advisory Services India Private Limited DUNS #860254336.

SPECIAL EVENTS

There are no special events recorded for this business.

2B.2.3 Certification of Financial Information (ME-F7)

RFP Reference: 5.2.1.3 - M&E Firm Financial Qualifications

ME-F7 These financial statements must be accompanied by a signed statement from the Bidder's or its Parent Company's Chief Executive Officer, Chief Financial Officer and/or Designee(s), certifying the financial information is accurate and complete. Alternatively, financial statements that include a signed statement by the independent certified public accountant, made a part of the financial statement, will suffice for the certification letter.

On the pages that follow, we have provided a signed statement from Anissa Nelson-Carlisle, US Firms' Chief Accounting Officer, certifying the financial information is current, accurate, and complete.



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November 30, 2022

State of California
Attn: Tom Hartman
11290 Pyrites Way
Suites 150 and 175
Rancho Cordova, CA 95670
USA

RE: RFP No. 01-2022, CalSAWS Maintenance and Operations Services

Dear Mr. Hartman:

Deloitte LLP and its subsidiaries (the "U.S. Firms") provide audit, advisory, tax, and consulting services through approximately 156,000 people in 110 cities. For the most recent fiscal year ended May 28, 2022, the U.S. Firms had revenue of U.S. \$27.9 billion. See more detailed information in the chart below.

Since the U.S. Firms are privately owned partnerships, they do not have audited financial statements, nor do they file other corporate financial information such as a 10-K. Should you have additional questions regarding the financial information, please contact Janet Lewell, Chief Financial Officer, at (212) 436-5655 or Anissa Nelson-Carlisle, Chief Accounting Officer, at (615) 259-1823.

Further, although the U.S. Firms do not have a rating from one of the nationally recognized credit rating agencies, their privately placed debt is assigned a designation by the National Association of Insurance Commissioners ("NAIC"). The U.S. Firms' privately placed debt carries an NAIC 1 designation; NAIC's highest designation, which is comparable to an A or better rating from one of the nationally recognized rating agencies.

Detailed information regarding Deloitte LLP in the U.S. is provided in the chart below:

Deloitte LLP and Subsidiaries- By The Numbers			
U.S. Firms	2022	2021	2020
(\$ U.S. billions)			
Offices (national and regional)	129	126	126
People	156,397	121,693	113,257
Consolidated Revenues	<u>\$ 27.9</u>	<u>\$ 22.9</u>	<u>\$ 23.2</u>
Current Assets	\$ 10.0	\$ 11.0	\$ 8.6
Other Assets	8.2	8.0	8.0
Total Assets	<u>\$ 18.2</u>	<u>\$ 19.0</u>	<u>\$ 16.6</u>
Current Liabilities	\$ 7.5	\$ 7.4	\$ 5.7
Other Liabilities	4.3	5.1	5.6
Partnership Equity	6.4	6.5	5.3
Total Liabilities and Partnership Equity	<u>\$ 18.2</u>	<u>\$ 19.0</u>	<u>\$ 16.6</u>
Working Capital	\$ 2.4	\$ 3.6	\$ 2.9
Current Ratio	1.3:1	1.5:1	1.5:1
Consolidated Revenue By Business			
Audit and Risk Advisory Services	27.9%	28.0%	27.2%
Consulting	54.0%	52.5%	52.2%
Financial Advisory Services	3.1%	3.4%	3.4%
Tax	15.0%	16.1%	17.2%

Source: Deloitte LLP, New York

November 30, 2022

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The above confidential financial information was prepared for internal purposes from the books and records of Deloitte LLP. This financial information has not been audited and does not present the financial position, results of operations, or other financial information in accordance with generally accepted accounting principles.

This information is being provided to the State of California solely in connection with its RFP No. 01-2022, CalSAWS Maintenance and Operations Services, and may not be utilized by or relied upon by any other third party for any purpose.

Sincerely,

A handwritten signature in blue ink that reads "Anissa Nelson-Carlisle". The signature is written in a cursive, flowing style.

Anissa Nelson-Carlisle
Chief Accounting Officer

2B.3 Subcontractor Additional Details

RFP Reference: 6.3.4.1.1 Subcontractor Additional Details

The Contractor shall provide a detailed description of all Work to be performed by the Subcontractor(s) providing at least 20% of the annual price during the base contract period, including:

- Any Tasks, or portions thereof, that will be subcontracted must be identified and defined;
- Each Subcontractor(s) responsible shall be identified by name;
- The rationale for selection of the Subcontractor(s) must be stated; and
- The exact type and amount of Work to be done by each Subcontractor must be identified and defined.

The Contractor shall delineate the percentage of the total M&E Services Project Work each Subcontractor will perform by SFY. The percentage of Work shall be calculated using the Subcontractor's portion of the total number of Work hours or by using another method such as the Subcontractor's portion of the prime Contractor's total price. The Contractor shall separately delineate the percentage of the total M&E Services Project Work any Minority or MWBEs or Disabled Veteran Owned Business Enterprises will perform by SFY.

During the base contract period, our subcontractors will provide less than 20% of the annual revenue, as such we have not provided the details requested. However, based on our continuous commitment to diversity, we have selected the following subcontractors for the M&E Project: DVBE Technology Group (DVBE and SB-Micro), and Stanfield Systems, Inc. (DVBE and SB).

Table 2B-1 provides their percentage of the total M&E Project Work each are anticipated to perform by State Fiscal Year (SFY).

Subcontractor	SFY Percentage of Project Work			
	2023/2024	2024/2025	2025/2026	2026/2027
DVBE Technology Group	>1%	>1%	>1%	>1%
Stanfield Systems, Inc.	>1%	>1%	>1%	>1%

Table 2B-1. Percentage of Work M&E Project Subcontractors are Anticipated to Perform by SFY.

2B.4 Attachment B13 – M&E Staffing Worksheets

RFP Reference: 6.3.4.2 M&E Staffing Worksheets

The Bidder shall provide the Staffing Levels in accordance with the format prescribed in Attachment B13 – M&E Staffing Worksheets. No pricing is to be included in this worksheet.

The completed M&E Staffing Worksheet, in the required format, has been provided separately as "Attachment B13 - M&E Staffing Worksheets."