Andre Dua andre_dua@mckinsey.com
Areas of focus to discuss and arrangements
April 23, 2020 at 5:21 PM EDT
To: jennifer.moon@miamidade.gov

Jennifer – I thought it might be helpful to lay out some potential areas of focus that would be sufficiently broad to give us flexibility (see below). Would be great to get your additions, feedback, and revisions when we talk.

In addition, I am attaching our standard commercial rates, as well as our special Covid 19 pricing (I can explain this live when we talk).

Cheers, Andre

1. Gather and analyze data, and develop dashboards, to provide decision-support for when and how to reopen the county
2. Develop a plan to support dynamic decision-making related to keeping the economy open safely (e.g., when to loosen or increase restrictions); provide data (with a focus on leading indicators), metrics and targets to decide when/whether to loosen or increase restrictions
3. Provide best practices on a wide range of public health measures that other countries, US jurisdictions and institutions are exploring or implementing to support the reopening of the economy while protecting the public (e.g., viral and antibody testing, contact tracing, quarantining and isolation)
4. Share best practices related to safeguarding critical aspects of public infrastructure (e.g., schools and colleges, transit, airports, ports, venues, public spaces)
5. Share best practices related to safeguarding of specific sectors (e.g., restaurants, accommodation)
6. Conduct analyses on sectors and industries to support decisions related to sequencing of the reopening of sectors
7. Provide feedback on county approaches and plans to reopen and safeguard based on experience in other cities, states and countries
8. Provide ideas from other counties, states, and countries to address budget issues associated with the current pandemic
9. Share perspectives on key areas requiring cooperation/coordination with neighboring counties, municipalities, and the state

McKinsey Commercial Rates and Covid Pricing (Weekly Team Bundles with Descriptions)

USG Weekly Team Bundle Structures	COVID teams weekly price	2020 Commercial Rates	Implied Discount Amount	Description
Team A (EM+1+COVID)	125,000	160,000	22%	EM and 1 Associate or Business Analyst; Committed Leadership; Content Experts; Research and Graphics; COVID team includes COVID analytics and best practices
Team B (EM+2+COVID)	142,000	195,000	27%	EM and 2 Associates or Business Analysts; Committed Leadership; Content Experts; Research and Graphics; COVID team includes COVID analytics and best practices
Team C (EM+3+COVID)	165,000	235,000	30%	EM and 3 Associates or Business Analysts; Committed Leadership; Content Experts; Research and Graphics; COVID team includes COVID analytics and best practices
Team D (EM+4+COVID)	178,000	255,000	30%	EM and 4 Associates or Business Analysts; Committed Leadership; Content Experts; Research and Graphics; COVID team includes COVID analytics and best practices
Team E (Standalone)	43,000	67,500	36%	1 Associate or Business Analyst; Committed Leadership; Content Experts; Research and Graphics
Leadership Counseling	27,000	42,500	36%	Committed leadership by one McKinsey Partner (part-time); Content Experts; Research and Graphics;