

**APPENDIX A
COST PROPOSAL PRICING FORM**

1. INTRODUCTION

- A. The Proposer must submit pricing, using this form, that reflects the anticipated work to be performed and payment provisions that would be set forth in a subsequent contract, if awarded. The Proposer is to provide a cost proposal which encompasses all pricing, including the applicable charges, costs, fees, labor, benefits, expenses, markups, overhead, and profits, necessary to provide the AOC Location with the Work.
- B. Propose pricing for the anticipated Initial Term 1-year period, (“Term”). (See RFP, 2. Purpose of this RFP, sub paragraphs 2.3 and 2.4).
- C. In the event an additional Option Term is exercised under this Agreement, the fixed unit prices applicable during the Initial Term and the same terms and conditions shall remain in effect.

2. PRICING FOR MAINTENANCE AND REPAIR SERVICES

Propose a fixed unit price per hour, below, for the services identified.

Proposed Rate Description	Standard Business Hours	Non-Standard Business Hours	Travel Fees	Response Provided
Preventative Maintenance				Pre-scheduled event
Labor at AOC Location				Within 2 business days
Contractor Service Location				Within 2 business days
Emergency Assistance at AOC Location				Within 4 business hours
Emergency Assistance at Contractor Service Location				Within 4 business hours
Training and Consulting				Pre-scheduled event

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3. PRICING FOR CANCELLATION FEES

Propose a fixed unit price, below, for cancellation fees.

Policy	Fees
Cancellation of a scheduled or non-scheduled event less than 12 hours prior to the event's start.	
Cancellation of a scheduled or non-scheduled event 12-24 hours prior to the event's start.	
Cancellation of a scheduled or non-scheduled less than 12 hours prior to the event's start.	
Costs incurred to Third Party vendors, if applicable	

4. PRICING FOR MISCELLANEOUS COSTS

Propose a fixed unit price per item, below, for miscellaneous costs and services.

Repair parts replacement (covered equipment)	
Replacement lamps (based on manufacturer current list price)	
Rental Supplement for loaner support (non stock)	
Contractor Services Technician (control program new coded)	

NO TE: It is unlawful for any person engaged in business within this state to sell or use any article or product as a “loss leader” as defined in Section 17030 of the Business and Professions Code.

END OF APPENDIX