

RFP1821005285 – CONFERENCE TECHNOLOGIES, INC. –COST PROPOSAL

The Respondent shall provide its Cost Proposal in a separate file for the proposed goods and/or services. All prices are quoted pursuant to the terms and conditions of this RFP. Respondent's Cost Proposal shall include an all-inclusive, itemized, total cost in U.S. Dollars (including all travel, expenses, etc. in prices) for the proposed services. All pricing to be FOB Destination, freight cost, and all expenses included; and based on Net 60 Days Payment Terms.

Cost proposals must include the following:

- Hourly rate(s) for consulting services.
- Equipment mark-up percentage(s).
- Software mark-up percentage(s).
- Hourly rate(s) for installation services.
- Any other costs associated with proposed solution.
- Pricing for options.

3.3.1 Respondent Discounts

Respondents shall state in their Cost Proposals whether they offer any payment discounts, including but not limited to:

3.3.1.1 Prompt Payment Discount

The State can agree to pay in less than sixty (60) days if an incentive for earlier payment is offered.

<u>Description</u>	<u>Quantity</u>	<u>UOM</u>	<u>Unit Price</u>
Consulting Services	1	Hour	\$112
Equipment Markup Percentage	1	Percentage	15%
Software Markup Percentage	1	Percentage	10%
Hourly Rate(s) for Installation Services	1	Hour	\$88
Engineering	1	Hour	\$112
Project Management	1	Hour	\$112
Programming/Commissioning	1	Hour	\$112