

## **F. Cost Requirements.**

1. Low cost is the primary scoring factor under this section. An overall lower unit cost (including testing, ongoing costs, etc.) will increase the chances of a higher score.
2. Pricing shall be kept simple and clearly explained. Pricing clarity increases the chances of a higher score. Costs that are difficult to understand will score low. For example, higher scores will be given if the Vendor is able to provide a single cost per unit for all vehicles to be retrofitted (i.e., DOCs for on-road vehicles over 400 hp are \$1,500). The Council does not want pricing based on the unit to be retrofitted since this Solicitation and Vendor Offer will be utilized for future program needs.

### Pricing Tables:

Pricing forms are provided to standardize the format for cost Offers and for ease of evaluating each Offer. **Offers must be included on these sheets – only changes to add rows/options or adjust column widths are allowed.**

**PRICING FORM I – TAILPIPE/CCF EQUIPMENT:** In Pricing Form I below please explain all costs per unit. All pricing should be the same for all fleets and Vendors should develop their costs to meet this requirement.

Vendor's Offer must provide all costs in this Offer to fully implement the required specifications and scope of work. The cost being provided must be a delivered price to each of the program participants.

Vendor must provide pricing for equipment costs, labor to install equipment, testing costs, fleet training for self-installation or any miscellaneous costs. All maintenance training and miscellaneous costs must be explained by the Vendor. All costs not itemized in the pricing forms instrumental to the completion of this project will be at the cost of the Vendor to supply at no additional charge. Estimated annual costs to include filter costs, etc. must be included under Ongoing Annual Costs.

**A detailed, understandable price sheet for all maintenance items pertaining to any equipment offered is required under this Solicitation (i.e., replacement parts, filters, software, etc). This price sheet shall be included in the Appendix and clearly marked "PRICING FORM I PARTS" and broken out to reflect the options the Vendor offers in Pricing Form I below.**

**PRICING FORM II – IDLE REDUCTION SYSTEMS:** In Pricing Form II below please explain all costs per unit. All pricing should be the same for all fleets and Vendors should develop their costs to meet this requirement.

Vendor must provide pricing for equipment costs, labor to install equipment, testing costs, fleet training for self-installation or any miscellaneous costs. All maintenance training and miscellaneous costs must be explained by the Vendor. All costs not itemized in the pricing forms instrumental to the completion of this project will be at the cost of the Vendor to supply at no additional charge. Estimated annual costs to include filter costs, etc. must be included under Ongoing Annual Costs.

**A detailed, understandable price sheet for all maintenance items pertaining to any equipment offered is required under this Solicitation (i.e., replacement parts, filters, software, etc). This price sheet shall be included in the Appendix and clearly marked "PRICING FORM II PARTS" and broken out to reflect the options the Vendor offers in Pricing Form II below.**

**PRICING FORM III – IDLE REDUCTION SYSTEMS:**

Please define equipment specifications. Each option should meet base specification guidelines detailed in Scope Plan and Pricing Form of this document.

**PRICING FORM IV:** This bid will be used for future programs. Therefore, RAQC requests that Vendor include any volume discounts for future efforts to be included in Table IV. These volume discount percentages will be deducted from the Total Cost in Pricing Form I if over 20 units are purchased on an order per fleet. Volume discounts will be evaluated as a part of the award criteria.

**TAILPIPE AND CRANKCASE EQUIPMENT**

**Pricing Form I – Tailpipe Equipment Cost Per Unit (Prices for 1 to 20 Units)**

	<b>Equipment Brand Name</b>	<b>Equipment Cost</b>	<b>Install Cost</b>	<b>Installation Training per Equipment Type</b>	<b>Misc. Costs*</b>	<b>Ongoing Annual Costs**</b>	<b>Total Cost</b>
Option 1	DOC – bus	\$600	\$100	\$100	\$0	\$0	\$800
Option 2	DOC/CCF - bus	\$1,000	\$125	\$100	\$0	\$40	1265
Option 3	CCF – school bus	\$400	\$50	\$50	\$0	\$40	\$540
Option 4	DOC – public works fleets	\$800	\$100	\$100	\$0	\$0	\$1,000
Option 5	DOC/CCF – public works	\$1,200	\$125	\$100	\$0	\$40	\$1,465
Option 6	CCF – public works	\$500	\$100	\$100	\$0	\$40	\$740
Option 7	DOC – off-road						
Option 8	DPF - school buses	\$8,000	\$500	NA		\$100	\$8,600
Option 9							
Option 10							

\*Vendors must explain and itemize all miscellaneous costs

\*\*Vendors must explain and itemize all ongoing annual costs (fuel filter costs, etc.)

**Option 1 – DOC School Bus**

This option includes all school buses within the project area

**Option 2 – DOC/CCF bus**

This option includes all school buses within the project area. There is an ongoing annual cost for filters of \$40. This unit will not work on Delorean engines.

**Describe Options 3 – 7 like above**

**Option 8 – DPF for school buses**

This option was not in the specification but meets the goals of the program to reduce criteria air emissions. There is an annual ongoing cost of \$100 for filter cleaning. Unfortunately due to the complexity of the installation, we will not be able to provide training or allow self-installation due to warranty concerns.

**IDLING REDUCTION TECHNOLOGIES**

In each table please ensure that options 1 through options 10 are consistently related in Pricing Forms II and III.

**Pricing Form II – Idle Reduction Cost Per Unit\***

	<b>Equipment Brand Name</b>	<b>Equipment Cost</b>	<b>Install Cost</b>	<b>Installation Training per Equipment Type</b>	<b>Misc. Cost*</b>	<b>Ongoing Annual Costs**</b>	<b>Total Cost</b>
Option 1	Small engine preheater - bus	\$1,500	\$200	\$100		\$25	\$1,825
Option 2	Large engine preheater – bus						
Option 3	Small engine preheater – public works vehicle						
Option 4	Large engine preheater – public works vehicle						
Option 5	Cab heater						
Option 6	Large hydraulic heater						
Option 7	Small hydraulic heater						
Option 8	Cab cooler						
Option 9							
Option 10							

\*Vendors must explain and itemize all miscellaneous costs

\*\*Vendors must explain and itemize all ongoing annual costs (fuel filter costs, etc.)

**Pricing Form III – Idle Reduction Equipment Parameters**

	<b>BTU/Hr</b>	<b>Fuel Consumption/Hr</b>	<b>Alternative fluid heating time (low range/high range)</b>	<b>Ambient Temp. Yes/No</b>	<b>Computer diagnostics/setup via USB</b>
Option 1	Small engine preheater - bus	<b>0.25 gallons/hr</b>	<b>7 minutes</b>	<b>Yes</b>	<b>Yes</b>
Option 2	Large engine preheater – bus				
Option 3	Small engine				

	preheater – public works vehicle				
Option 4	Large engine preheater – public works vehicle				
Option 5	Cab heater				
Option 6	Large hydraulic heater				
Option 7	Small hydraulic heater				
Option 8	Cab cooler				
Option 9					
Option 10					

**Option 1**

This unit will preheat school bus engines with an ongoing annual filter cost of \$25.

**Options 2 - 7**

Describe as above.

**Option 8**

This unit was not specified in this bid but can cool a cab per the specifications

**Pricing Form IV – Volume Discounts\*\*\***

Pieces of Equipment	Tailpipe/CCF Percentage Reduced	Idle Technologies Percentage Reduced
21- 40 Units	0%	0%
41- 60 Units	5%	5%
61-80 Units	10%	10%
81-100 Units	10%	10%
101+ Units	15%	15%

\*\*\*Volume discounts will be enforced on a per order basis