

<b>Reference #</b>	<b>Evaluation Criterion:</b>	<b>Pricing</b>			
<b>F-3</b>	<b>Maximum Points for this Criterion:</b>	____ 18 Points ____ (out of 100 possible points)			
<p><b>Proposal Requirements:</b> Proposer must propose a discount structure to be applied to invoices under a master agreement based on the number of concurrent Work Orders awarded to proposer under that master agreement, if awarded. In addition, proposers must propose overhead and profit mark-up rates when the placement is an employee or independent contractor of the proposer, as well as, mark-up rates to be applied should proposer use a subcontracted company/firm to fill Key Personnel placements.</p>					
<b>Proposer must complete the following:</b>					
<p><b>Part I – Discount Structure:</b> Proposers must propose and fill-in a discount rate percentage in each tier for concurrent placements in individual Work Orders issued under an awarded master agreement. The discount rates will be incorporated into the master agreement, if awarded.</p>					
	<b>Number of Concurrent Placements in Individual Work Orders Issued Under an Awarded Master Agreement</b>				
	<b>1-3</b>	<b>4-6</b>	<b>7-10</b>	<b>11-14</b>	<b>15+</b>
<b>Percent (%) Discount to be Applied to Work Order(s)</b>					

**Part II – Mark-up/Overhead:** Fully burdened labor rates in Work Orders to be awarded under a Master Agreement will be made up of the hourly rate proposer pays to Key Personnel plus proposer’s contracted mark-up rate (which is a combination of proposer’s overhead and profit percentages). Proposers must propose and fill-in the overhead percentage, profit percentage, and total mark-up percentage for each term of a prospective Master Agreement. Proposer’s total mark-up will be incorporated into the master agreement, if awarded. *NOTE: Individual markup percentages for overhead and profit denoted with an \* in the highlighted boxes on the form below are deemed by the AOC to be proposer’s proprietary and confidential information which meets the disclosure exemption requirements of Rule 10.500, and will NOT be disclosed pursuant to a request for public documents, however, Total Markup is not deemed to be proprietary and confidential will subsequently be disclosed pursuant to a request for public documents.*

	<b>Proposer’s Mark-up Rates</b>			
	<b>Initial Term</b>	<b>1st Option Term</b>	<b>2nd Option Term</b>	<b>3rd Option Term</b>
<b>Percent (%) Allocated to Proposer’s Overhead*</b>				
<b>Percent (%) Allocated to Proposer’s Profit*</b>				
<b>Total Mark-up</b>				

**Part III – Subcontractor Mark-up:** In the event proposer uses a subcontracted company/firm to supply Key Personnel for a Work Order, the fully burdened labor rate will only include the hourly rate proposer pays to Key Personnel plus proposer’s mark-up percentage rate for using a subcontracted firm. Proposers must propose and fill-in mark-up percentages for subcontracted companies/firms for each term of a prospective Master Agreement. Proposer’s subcontractor mark-up will be incorporated into the master agreement, if awarded.

	<b>Mark-up Rates for Proposer’s Subcontracted Firms</b>			
	<b>Initial Term</b>	<b>1st Option Term</b>	<b>2nd Option Term</b>	<b>3rd Option Term</b>
<b>Mark-up Rate for using Subcontracted Firm</b>				

*End of Evaluation Criterion F-3*