

## Appendix B.8. Pricing Schedule (REVISED)

Based on the general and specific provisions and requirements contained in the Request for Proposals, and terms and conditions of this RFP, receipt, review, and understanding is hereby acknowledged, the undersigned PROPOSER hereby proposes to manage and operate SOLTRANS service at the prices indicated below. PROPOSER must provide separate cost details for each of the services (Fixed Route, Paratransit, and Maintenance) proposed. PROPOSER must propose on all services including the Required SolTrans Option specified in Appendix A Scope of Work.

PROPOSERS proposing on fixed route must also submit proposals for all other services under this RFP and must provide pricing on cost per revenue service hour.

PROPOSERS must use the SOLTRANS PRICING FORM provided by SolTrans to provide pricing for each proposal year. This RFP covers five base fiscal years, (FY 2020-21, FY 2021-22, FY 2022-23, FY 2023-24, and FY 2024-25) and up to five, one-year options (FY 2025-26, FY 2026-27, FY 2027-28, FY 2028-29, and FY 2029-30). The price(s) quoted for each fiscal year shall remain firm during the entire term of the contract.

### Detailed Budget Line Item Pricing Required

In addition to completing the SOLTRANS PRICING FORM, for each proposed fiscal year, PROPOSERS must provide detailed budget line item pricing per category that clearly defines how the costs were derived or calculated. The pricing form includes additional tabs for PROPOSERS to enter the required line item details. Required details shall not exclude the following elements:

Salaries and benefits individually reported for each personnel position in the PROPOSER'S proposed organizational chart in the following categories:

- Management
- Administration
- Customer service
- Operations
- Maintenance (vehicle and facility)
- Overtime budget beyond expected salary savings
- Office supplies
- Operational supplies
- Any amortized costs
- Insurance costs for each of the required coverages specified in this RFP
- Utilities
- Maintenance parts and supplies
- Uniforms
- Tire costs
- Fuels/lubricants
- Training
- Travel
- Professional services/consulting costs, and;
- Any other detailed costs that contribute to the annual budget totals.

The totals in the detailed line item budget must match the totals in the SolTrans Pricing Form for each category. Any credits that PROPOSER will provide to SOLTRANS for mutually agreed-upon work no longer required of PROPOSER must be identified in the Other Variable/Other Fixed Costs detail forms included in the SolTrans Pricing Form.

For purposes of pricing services and supporting equipment and supplies, SOLTRANS shall be responsible for purchasing vehicles (revenue and support vehicles) and major support equipment for maintaining the vehicles such as garage lifts, filter cleaners, etc., as well as any other mutually agreed upon equipment. SOLTRANS shall not pay for any equipment, systems, and programs of PROPOSER that duplicates any function(s) or service(s) provided by SOLTRANS-owned and preferred equipment, systems, and programs.

PROPOSER shall further provide information on the useful life and replacement schedule(s) for any equipment purchased for meeting the service obligations as outlined in this RFP and specified in PROPOSER'S proposal. SOLTRANS shall own all capital equipment, systems, parts, tools, maintenance supplies/inventory, engines, transmissions, engine components, and any capital items purchased under this RFP.

SOLTRANS reserves the right to pay for all capital items in their entirety without amortization. Note: PROPOSER shall provide additional cost details upon request by SOLTRANS, and PROPOSER shall expeditiously meet such requests taking no later than 5 working days to do so.

**SolTrans Pricing Form**

**Provided by SolTrans in Excel format as Attachment 1-B.**