

**Form RFP-16 Price Schedule  
18PSX0107**

A. Pricing Methodologies: One of four pricing methodology options will be identified for each Statement of Work:

**1. Firm Fixed Price**

A firm fixed price method sets a flat fee for all Services to be performed and is not subject to any price adjustment(s). The firm fixed price includes the cost of all non-Service Deliverables to be provided by Contractor under the SOW. If the firm fixed price is not inclusive of non-Service Deliverables, each Deliverable must be identified by line item and the cost specified in the SOW. If the Deliverable and cost is not specifically identified, the SOW firm fixed price shall be interpreted as including such Deliverable(s).

**2. Firm Fixed Price with Incentive**

A firm fixed price with incentive is the same pricing method as the firm fixed price in Option 1, plus an incentive that if met, results in payment of additional monies to the Contractor. If this pricing methodology applies to the SOW, the firm fixed price must be set forth as described in Option 1, the SOW must state that an incentive is available and the details of the incentive clearly stated. The incentive criteria must be quantifiable and measurable. For example, Contractor will receive an additional lump sum amount of money for the successful and satisfactory completion of all work under the SOW in advance of a certain date. The incentive payment may be set out as a fixed amount, or amounts, or a percentage of the firm fixed price. If the incentive payment is based on a percentage of the value of the SOW, the value of the SOW used must exclude the cost of any software, equipment, Contractor's out-of-pocket costs and other costs being passed through to the Department.

**3. Time and Materials**

A time and material method is payment to the Contractor based upon the time spent by the Contractor to perform the work under the SOW and payment for Contractor's out-of-pocket costs and the costs of non-Services related Deliverables supplied by the Contractor (e.g., Licensed Software and Goods). If this pricing method applies to the SOW, the rate schedule must specify the unit of time (e.g., hourly, daily or other time unit) for which the Department will be billed and the price for that unit of time for each individual or type of professional to be provided by the Contractor for the SOW. The SOW must identify out-of-pocket costs that will be passed on to the Department and the amount for such items. If the amount is not pre-determined, the SOW must state how they will be calculated. The SOW must also identify any non-Services related Deliverables to be passed through to the Department and the cost associated with each such item. Contractor fees or charges are excluded.

**4. Time and Materials with Incentive**

A time and materials method with incentive is the same pricing method as the time and materials method in Option 3, plus an incentive that if met, will result in payment of additional monies to the Contractor. If this pricing methodology applies to the SOW, the time and materials pricing must be set forth as described in Option 3, the SOW must affirmatively state an incentive is available and the details of the incentive must be clearly stated. The incentive criteria must be quantifiable and measurable. For example, Contractor will receive an additional lump sum amount of money for the successful and satisfactory completion of all work under the SOW in advance of a certain date. The incentive payment may be set out as a fixed amount, or amounts, or a percentage of the firm fixed price. If the incentive payment is based on a percentage of the value of the SOW, the value of the SOW used must exclude the cost of any software, equipment, Contractor's out-of-pocket costs and other costs being passed through to the Department.

**Form RFP-16 Price Schedule  
18PSX0107**

- B. To demonstrate understanding of the IV&V work for purposes of this RFP, proposers must submit hourly rates and corresponding project roles shown below. Additional information may be included if necessary, to explain the proposed cost/price

#	Project Title/Role	Hourly Rate
1	Project Manager	
2	IV&V Specialist	
3	Business Analyst	
4	Technical Subject Matter Expert	