

## ATTACHMENT A

### OFFICIAL PROPOSAL PRICE SHEET

**Note: The Official Proposal Price Sheet must be submitted in a separate envelope or e-mail and not part of the technical evaluation. Any reference to pricing in the technical proposal shall be cause for disqualification from further considerations for award.**

1. Any cost not identified on this schedule but subsequently incurred will be the responsibility of the Vendor.
2. Bids should provide at least a 180-day acceptance period.
3. By submission of a proposal, the proposer certifies the following:
  - A. Prices in this proposal have been arrived at independently, without consultation, communication, or agreement for the purpose of restricting competition;
  - B. No attempt has been made nor will be by the proposer to induce any other person or firm to submit a proposal for the purpose of restricting competition;
  - C. The person signing this proposal is authorized to represent the company and is legally responsible for the decision as to the price and supporting documentation provided as a result of this RFP; and
  - D. Prices in this proposal have not been knowingly disclosed by the proposer and will not be prior to award to any other proposer.

**The Official Price Proposal Sheet must be submitted in the following form, allowing for the inclusion of specific information regarding positions, goods, services, etc., and signed by an official authorized to bind the Vendor to a resultant contract.**

DESCRIPTION	PRICE PER HOUR	NUMBER OF POSITIONS
Supervisor (Managing Director and Director)	\$300	3
Senior Managing Consultant/Senior Analyst	\$250	2
Analyst	\$225	2
Research Assistant	\$125	3
Subcontractors	\$250	4
DESCRIPTION	PRICE PER UNIT (if applicable)	TOTAL PRICE
Subcontractors (if any)		\$85,000
Travel		\$10,000
Any Additional Goods & Services (List Individually)		
<b>TOTAL MAXIMUM AMOUNT OF BID:</b>		<b>\$312,750</b>

The preceding is taken from the RFP. To provide additional information related to price proposal, the following table splits the estimated costs into categories based on the proposed PFM project approach. Please note that in this table, the identified subcontractors (TXP and Andrew Eristoff) are billed at \$250/hour.

PFM also proposes that the project will be billed at hourly rates for project activities with a cap of \$302,750, plus normal and customary expenses (which would be capped at \$10,000). As has been known to happen on PFM projects, the actual hours billed (and what we would invoice to you) may be less than this amount. Likewise, PFM proposes to bill for expenses (primarily travel, lodging and meals) in conformance with the State's policy for expense reimbursement. PFM does not 'mark up' these amounts and will provide full documentation for any claimed expenses.

Task	Activities	Hours by Staff Classifications				Total Cost Per Task
		Managing Director/ Director \$300/hour	Sr. Managing Consultant/ Sr. Analyst \$250/hour	Analyst \$250/hour	Research Assistant \$125/hour	
<b>Background Data and Information Collection and Analysis</b>						
	Analysis of 'as is' tax structure and system	20	20	20	10	
	Research and analysis on key tax data and metrics	20	20	20	40	
	Best practices research	10	10	20	40	
	Benchmarking of peer state tax structures	10	10	10	40	
	<b>Task 1 Hours</b>	60	60	70	130	
	<b>Task 1 Price</b>	\$18,000	\$15,000	\$17,500	\$16,250	\$66,750
<b>Financial and Economic Impact Modeling and Analysis</b>						
	Financial model development and use	20	40	40		
	Economic impact analysis	20	40	40		
	Scenario development and testing	20	40	40		
	<b>Task 2 Hours</b>	60	120	120	0	
	<b>Task 2 Price</b>	\$18,000	\$30,000	\$30,000	\$0	\$78,000
<b>Written Reports and Associated Deliverables</b>						
	Deliverables memoranda	20	40	40		
	Draft report	40	80	40		
	Final report	40	80	40		
	<b>Task 3 Hours</b>	100	200	120	0	
	<b>Task 3 Price</b>	\$30,000	\$50,000	\$30,000	\$0	\$110,000
<b>Project Management</b>						
	Project Reporting	20	20	20		
	Task Force Participation	40	40	40		
	<b>Task 4 Hours</b>	60	60	60	0	
	<b>Task 4 Price</b>	\$18,000	\$15,000	\$15,000	\$0	\$48,000
<b>Total Hours All Tasks</b>		<b>280</b>	<b>440</b>	<b>370</b>	<b>130</b>	
<b>Cost Per Staff Classifications</b>		<b>\$84,000</b>	<b>\$110,000</b>	<b>\$92,500</b>	<b>\$16,250</b>	
<b>Estimated Travel Expenses (Cap)</b>		<b>\$10,000</b>				
<b>In scope Project Budget Cap</b>			<b>\$312,750</b>			

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