

Offer Response Form for New Vehicle Purchases Revision Two (2)

Please respond to the following items according to the instructions below. Each response should demonstrate the Offeror's ability to satisfy the Specifications requirements. Failure to respond may negatively impact the option to award.

1.1. The Contractor shall provide the goods/services described in any or all of the contract categories. Indicate the categories that apply to your offer:

Category One: Phase One (1) Vehicle Purchases

Category Two: Phase Two (2) Vehicle Purchases

Category Three: FTA Funded Vehicles

1.2 PHASE ONE (1) Pricing for New Vehicle Purchases: Price List: (Any manufacturer available by Offeror shall be written in below which includes all optional equipment) Price shall be a fixed percentage off MSRP. The detailed price list for each available model will be sent to the Procurement Officer as they become available during the contract term. If multiple level discounts apply for that specific category, you may provide the minimum percentage. *Detailed price lists will not be required at the time of Proposal submittal.* Do not provide pricing on any other format other than what is provided below:

Phase One (1) Manufacture/Category (i.e. Silverado, F150, RAM 1500, Focus, Cruze, Dart etc.) Per Minimum Specifications	Percentage (%) Off of Manufacture Retail Price (MSRP)
Dodge charger	1%
Durango	1%
Chrysler 300	1%
Pacifica	1%
Ram 1500,2500,3500	1%
Ram 3500 c/c 4500c/c 5500 c/c	1%
Promaster van, city	1%
Dodge charger police	1%
Dodge Durango police	1%

1.3 PHASE TWO (2) Pricing for New Vehicle Purchases: (Any manufacturer available by Offeror shall be written in below which includes all optional equipment) Price shall be a fixed percentage off MSRP. The detailed price list for each available model will be sent to the Procurement Officer as they

become available during the contract term. If multiple level discounts apply for that specific category, you may provide the minimum percentage. *Detailed price lists will not be required at the time of Proposal submittal.* Do not provide pricing on any other format other than what is provided below:

Phase One (1) Manufacture/Category (i.e. Silverado, F150, RAM 1500, Focus, Cruze, Dart etc.) Per Minimum Specifications	Percentage (%) Off of Manufacture Retail Price (MSRP)
Dodge charger	1%
Dodge Durango	1%
Chrysler 300	1%
Pacifica	1%
Ram 1500,2500,3500	1%
Ram 3500c/c 4500c/c 5500c/c	1%
Promaster and city	1%
Dodge charger police	1%
Dodge Durango police	1%

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1.4 Delivery Fees: If the contractor offers delivery for the following counties, they must be indicate and include any delivery fee associated with those areas as applicable.

County	Delivery Fee \$	County	Delivery Fee \$	County	Delivery Fee \$
<input checked="" type="checkbox"/> Apache	300	<input type="checkbox"/> Greenlee	300	<input type="checkbox"/> Pima	250
<input type="checkbox"/> Cochise	300	<input type="checkbox"/> La Paz	350	<input type="checkbox"/> Pinal	250
<input checked="" type="checkbox"/> Coconino	300	<input checked="" type="checkbox"/> Maricopa	350	<input type="checkbox"/> Santa Cruz	250
<input type="checkbox"/> Gila	300	<input checked="" type="checkbox"/> Mohave	350	<input type="checkbox"/> Yavapai	350
<input checked="" type="checkbox"/> Graham	400	<input type="checkbox"/> Navajo	500	<input type="checkbox"/> Yuma	400

1.5 Evaluation Pricing: The Contractor shall submit pricing for the following Vehicles. The vehicles listed which is representative of the scope of work that will be performed under this Contract, and therefore constitutes a fair method for determining price fair and reasonable:

1.5.1 Phase One (1) Evaluation Pricing:

<u>Estimated Usage Quantity</u>	<u>PHASE ONE (1) Base Model Vehicle</u>	<u>Base Price for Phase One (1)</u>	<u>Additional Information</u>
75	Sports Utility Vehicle (SUV) (<i>base model</i>) Per Minimum Specifications	37943	
25	One (1) Ton Cargo Van (<i>base model</i>) Per Minimum Specifications	41618	
50	1/2 Ton Truck Regular Cab (<i>base model</i>) Per Minimum Specifications	33212	

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1.5.2. Phase Two (2) Evaluation Pricing:

<u>Estimated Usage Quantity</u>	<u>PHASE TWO (2) Base Model Vehicle</u>	<u>Base Price for Phase TWO (2)</u>	<u>Additional Information</u>
25	Sports Utility Vehicle (SUV) (<i>base model</i>) Per Minimum Specifications	37943	
15	One (1) Ton Cargo Van (<i>base model</i>) Per Minimum Specifications	41618	
25	1/2 Ton Truck Regular Cab (<i>base model</i>) Per Minimum Specifications	33212	