

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

NOTE: changes made to section 1.4 Delivery Fees ^{option to award} as follows: "X" placed in box for each county, Maricopa County delivery charge revised to "None"

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)
Silverado Medium Duty 4500HD-5500HD 14,001 # to 19,500 # GVWR 2WD & 4WD	7%
Low Cab Forward 3500, 4500 Gas, 12,000# - 14,500# GVWR	21%
Low Cab Forward 4500HD, 4500XD, 5500HD, 5500XD Diesel, 14,500# - 19,500# GVWR	21%
Silverado Pickup 1500 Reg. Cab, Double Cab, Crew Cab, 2WD & 4WD	5.5%
Silverado 2500 – 3500 HD, Reg Cab, Double Cab, Crew Cab 2WD & 4WD	7.3%
Colorado	5%
Tahoe, Suburban	7%
Express Cargo Van Express Passenger Van Express Cutaway Van	7.5%
Blazer	5.25%
Camaro	5.75%
Malibu	5.05%
Bolt EV Bolt EUV	5%

Traverse	6%
Spark	2.5%
Equinox	5.75%
Trailblazer	4%
Trax	4%

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:

Note: We are unable to offer discounts on vehicles sold from inventory, at this time.

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)
Silverado Medium Duty 4500HD-5500HD 14,001 # to 19,500 # GVWR 2WD & 4WD	0%
Low Cab Forward 3500, 4500 Gas, 12,000# - 14,500# GVWR	0%
Low Cab Forward 4500HD, 4500XD, 5500HD, 5500XD Diesel, 14,500# - 19,500# GVWR	0%
Silverado Pickup 1500 Reg. Cab, Double Cab, Crew Cab, 2WD & 4WD	0%
Silverado 2500 – 3500 HD, Reg Cab, Double Cab, Crew Cab 2WD & 4WD	0%
Colorado	0%
Tahoe, Suburban	0%
Express Cargo Van Express Passenger Van Express Cutaway Van	0%
Blazer	0%
Camaro	0%
Malibu	0%
Bolt EV Bolt EUV	0%

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Traverse	0%
Spark	0%
Equinox	0%
Trailblazer	0%
Trax	0%

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

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

County	Delivery Fee \$	County	Delivery Fee \$	County	Delivery Fee \$
X Apache	\$959	X Greenlee	\$893	X Pima	\$546
X Cochise	\$721	X La Paz	\$473	X Pinal	\$333
X Coconino	\$627	X Maricopa	None	X Santa Cruz	\$665
X Gila	\$483	X Mohave	\$571	X Yavapai	\$336
X Graham	\$623	X Navajo	\$826	X Yuma	\$511

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	\$25,599.38	2022 Chevrolet Equinox (1XP26) FWD 4dr LS , <i>before GM bid assistance</i>
25	One (1) Ton Cargo Van (<i>base model</i>) Per Minimum Specifications	\$35,081.03	2022 Chevrolet 3500 Cargo Van, Model CG33405, <i>before GM bid assistance</i>
50	1/2 Ton Truck Regular Cab (<i>base model</i>) Per Minimum Specifications	\$30,667.49	2022 Chevrolet Silverado1500 2WD Regular Cab Standard Box WT, <i>before GM bid assistance</i>

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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	\$27,161.25	2022 Chevrolet Equinox (1XP26) FWD 4dr LS , <i>before GM bid assistance</i>
15	One (1) Ton Cargo Van (<i>base model</i>) Per Minimum Specifications	\$38,9sa37.00	2022 Chevrolet 3500 Cargo Van, <i>before GM bid assistance</i>
25	1/2 Ton Truck Regular Cab (<i>base model</i>) Per Minimum Specifications	\$33,390.64	2022 Chevrolet Silverado1500 2WD Regular Cab Standard Box WT, <i>before GM bid assistance</i>