

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)
Malibu/Spark/Bolt	10%
Silverado	14%
SUV	10%
Express	10%
4500/5500	10%
Low Cab Forward (LCF)	20%

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 Two (2) Manufacture/Category (i.e. Silverado, F150, RAM 1500, Focus, Cruze, Dart etc.) Per Minimum Specifications	Percentage (%) Off of Manufacture Retail Price (MSRP)
Phase Two	
Cars	3%
Silverado	5%
SUV	1%
Express Vans	3%
4500/5500	5%
Low Cab Forward	10%



Procurement

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 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	325	<input checked="" type="checkbox"/> Greenlee	375	<input checked="" type="checkbox"/> Pima	250
<input checked="" type="checkbox"/> Cochise	300	<input checked="" type="checkbox"/> La Paz	300	<input checked="" type="checkbox"/> Pinal	225
<input checked="" type="checkbox"/> Coconino	200	<input checked="" type="checkbox"/> Maricopa	0	<input checked="" type="checkbox"/> Santa Cruz	325
<input checked="" type="checkbox"/> Gila	275	<input checked="" type="checkbox"/> Mohave	300	<input checked="" type="checkbox"/> Yavapai	225
<input checked="" type="checkbox"/> Graham	375	<input checked="" type="checkbox"/> Navajo	350	<input checked="" type="checkbox"/> Yuma	300

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	\$20,940 plus tax	2022 Chevrolet Trax LS
25	One (1) Ton Cargo Van (<i>base model</i>) Per Minimum Specifications	\$25,860.00 plus tax	2022 1 Ton Express Cargo
50	1/2 Ton Truck Regular Cab (<i>base model</i>) Per Minimum Specifications	\$21,812.00 plus tax	2022 Silverado 1500 Reg Cab



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

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	\$22,106.00 plus tax	2022 Chevrolet Trax
15	One (1) Ton Cargo Van (<i>base model</i>) Per Minimum Specifications	\$26,698.00 plus tax	2022 1 Ton Express Cargo
25	1/2 Ton Truck Regular Cab (<i>base model</i>) Per Minimum Specifications	\$21,812.00 plus tax	2022 1500 Reg Cab