

Department of Information Resources  
Request for Offer DIR-TSO-TMP-444

Geographic Information Systems (GIS) Hardware, Software, and Services and Information Technology (IT) Based Surveying Hardware,  
Software and Related Services  
BID PACKAGE 2 - ITEMIZED PRICE SHEET

## Instructions

**VENDORS RESPONDING TO THIS RFO MUST ENTER THEIR PROPOSED DISCOUNTS IN THE BIDSTAMP VENDOR INFORMATION SYSTEM (VIS). THEN SUBMIT THIS ITEMIZED PRICE SHEET in BidStamp VIS in EXCEL spreadsheet format**

- 1) **TAB 1 - ITEMIZED PRICE SHEET** - The discount being offered shall be same as the discount entered in the Automated Pricing Form in BidStamp VIS.  
If Vendor is proposing multiple discounts for the same brand, the branded products must be listed separately with the associated category or group.  
Brand ABC  
ABC Product Software or Hardware, Site Licenses - Customer Discount - 15% (BRAND ABC)  
ABC Product Software or Hardware, Volume Licenses - Customer Discount - 25% (BRAND ABC)  
ABC Product Software or Hardware, All other products - Customer Discount -10%  
Discount range (e.g., 0% - 99%) is not allowed.
  
- 2) **TAB 2 - SERVICES ONLY DISCOUNT SHEET** - For Services only. Do NOT enter these items in the Automated Pricing Form in BidStamp VIS.  
If Vendor is proposing multiple discounts for the same brand, the branded products must be listed separately with the associated category or group.  
Brand ABC  
ABC Product Software or Hardware, Site Licenses - Customer Discount - 15% (BRAND ABC)  
ABC Product Software or Hardware, Volume Licenses - Customer Discount - 25% (BRAND ABC)  
ABC Product Software or Hardware, All other products - Customer Discount -10%  
Discount range (e.g., 0% - 99%) is not allowed.
  
- 2) **TAB 3 - VOLUME DISCOUNT SHEET**- The discount being offered shall be based upon the Manufacturer's Suggested Retail Price (MSRP).  
Volume Pricing information is not entered in the BidStamp VIS. If Vendor is proposing Volume Discounts, the product must be listed on the Volume Discount Tab with the associated type or grouped with an associated discount.  
For example:  
ABC Product, 1-5 Units - 10.00% - two decimals

**ABC Product, 6-10 Units - 20.00% - two decimals**

**ABC Product, 10+ Units - 30.00% - two decimals**

**All Volume Discounts will be listed on the Volume Discount Tab and will be submitted in the EXCEL spreadsheet format.**

- 5) **For all Tabs above - Price to DIR Customer shall include all shipping and handling fees.**
- 6) **Additional TABS may be added BY BRAND**

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**IF VENDOR IS PROVIDING THE ENTIRE CATALOG OF A SPECIFIC BRAND, YOU MAY EITHER ENTER ALL PRODUCTS HERE OR PROVIDE THE LINK OF THE CATALOG**

\* For Vendor reference: **DIR CUSTOMER PRICE** will be AUTOMATICALLY calculated once all other cells are filled.  
For reference purposes, the formula to calculate DIR Customer Price is:  $DIR\ Customer\ Price = MSRP \times (1 - DIR\ Discount\%) \times (1 + 0.75\%)$   
**DO NOT** make any changes to the format of the grids. Insert additional rows as needed.

BRAND	CATEGORY	PRODUCT DESCRIPTION	SERVICE DESCRIPTION	PRODUCT/SERVICE PART NUMBER	Manufacturer or Reseller	MSRP	DISCOUNT % OFF MSRP	DIR CUSTOMER PRICE*
QL2 Lidar < 250 sq. miles	Aerial Surveys and Mapping	NA	Urban Area Lidar	NA	No	\$377.99	12.00%	\$335.13
QL2 Lidar < 250 sq. miles	Aerial Surveys and Mapping	NA	Mixed Area Lidar	NA	No	\$334.50	12.00%	\$296.57
QL2 Lidar < 250 sq. miles	Aerial Surveys and Mapping	NA	Rural Area Lidar	NA	No	\$311.09	12.00%	\$275.81
QL2 Lidar 250-500 sq. miles	Aerial Surveys and Mapping	NA	Urban Area Lidar	NA	No	\$249.85	12.00%	\$221.52
QL2 Lidar 250-500 sq. miles	Aerial Surveys and Mapping	NA	Mixed Area Lidar	NA	No	\$221.10	12.00%	\$196.03
QL2 Lidar 250-500 sq. miles	Aerial Surveys and Mapping	NA	Rural Area Lidar	NA	No	\$205.63	12.00%	\$182.31
QL2 Lidar 500-1500 sq. miles	Aerial Surveys and Mapping	NA	Urban Area Lidar	NA	No	\$146.03	12.00%	\$129.47
QL2 Lidar 500-1500 sq. miles	Aerial Surveys and Mapping	NA	Mixed Area Lidar	NA	No	\$129.23	12.00%	\$114.58
QL2 Lidar 500-1500 sq. miles	Aerial Surveys and Mapping	NA	Rural Area Lidar	NA	No	\$120.19	12.00%	\$106.56
QL2 Lidar >1500 sq. miles	Aerial Surveys and Mapping	NA	Urban Area Lidar	NA	No	\$115.83	12.00%	\$102.69
QL2 Lidar >1500 sq. miles	Aerial Surveys and Mapping	NA	Mixed Area Lidar	NA	No	\$102.51	12.00%	\$90.89
QL2 Lidar >1500 sq. miles	Aerial Surveys and Mapping	NA	Rural Area Lidar	NA	No	\$95.33	12.00%	\$84.52
QL1 Lidar < 250 sq. miles	Aerial Surveys and Mapping	NA	Urban Area Lidar	NA	No	\$612.34	12.00%	\$542.90

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 ServicesBID PACKAGE 2 - PRICING SHEET - Services Only

COMPANY NAME: \_\_\_\_\_

VENDOR SHALL ENTER SERVICE DISCOUNTS IN THIS BID PACKAGE 2 AND UPLOAD THE SPREADSHEET INTO THE BIDSTAMP VIS WITH VENDOR'S RESPONSE. VENDOR  
 MAY ALTER THE VOLUME TYPE AS NEEDED FOR SERVICE CATEGORIES LISTED.

**Services**

SERVICE NAME	SERVICE DESCRIPTION (provide detailed service features)	Part/Service Number	MSRP/List COST EACH/Per Unit	Unit of Issue	Discount % off MSRP/List (2 decimals)	* DIR Customer Price EACH/Per Unit
					0.00%	\$0.00
					0.00%	\$0.00
					0.00%	\$0.00
					0.00%	\$0.00
					0.00%	\$0.00
					0.00%	\$0.00
					0.00%	\$0.00
					0.00%	\$0.00

**Additional Discount Based On Aggregate Sales**

	Contract Sales Threshold	Service Category Description	Part Number if Applicable	Original Discount	Additional Discount	Total Discount

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COMPANY NAME: \_\_\_\_\_

**VOLUME DISCOUNT**

BRAND NAME	CUMULATIVE	FREQUENCY	ADDITIONAL DISCOUNT
<i>Example: ABC Brand</i>	<i>Example: \$1,000,000-\$2,000,000</i>	<i>Annually</i>	<i>add 1.00%</i>
<i>Example: ABC Brand</i>	<i>Example: \$2,000,000-\$3,000,000</i>	<i>Annually</i>	<i>add 1.50%</i>
BRAND NAME	PER TRANSACTION	FREQUENCY	ADDITIONAL DISCOUNT
<i>Example: All proposed brands</i>	<i>Example: \$50,000-\$100,000</i>	Per Transaction	<i>add 1.00%</i>
<i>Example: All proposed brands</i>	<i>Example: \$100,000-\$200,001</i>	Per Transaction	<i>add 1.50%</i>
BRAND NAME	BY QUANTITY	FREQUENCY	ADDITIONAL DISCOUNT
<i>Example: ABC Brand</i>	<i>Example: 1-99 units</i>	Per Order	<i>add 1.00%</i>
<i>Example: ABC Brand</i>	<i>Example: 100-500 units</i>	Per Order	<i>add 1.50%</i>
<i>Example: ABC Brand</i>	<i>Example: 500+ units</i>	Per Order	<i>add 2.00%</i>