

**Attachment I  
COST PROPOSAL**

**INSTRUCTION:**

1. This Cost Proposal form consists of multiple sections (tabs at the bottom of this spreadsheet):

---Section 1: Number of Proposed Categories (Green Tab)

---Section 2: Market Basket Evaluation (Orange Tab)

---Section 3: Discount % Off Evaluation (Blue Tabs)

-----Heavy Equipment Discount %

-----Heavy Equipment Value Add

-----Industrial Equipment Discount %

-----Industrial Equipment Value Add

2. Offeror must complete all required elements of this Cost Proposal. The format and structure of the Cost Proposal is intended to allow for a fair evaluation of like costs among Offerors. Deviation from the format or structure of this Cost Proposal may result in Offeror's proposal being deemed non-responsive.

2. Offeror is wholly responsible for ensuring figures and calculations submitted in Offeror's completed Cost Proposal are accurate, even if formulas have been provided by the Lead State as a courtesy.

3. Inclusion of cost or pricing information in any document other than this Cost Proposal may result in Offeror's proposal being deemed non-responsive.

4. Offeror's Cost must be inclusive of all fees and charges, including but not limited to fees or charges for shipping, delivery, credit card payments, or personnel.

5. In addition to the Cost Proposal evaluation described in this RFP, Cost Proposals may also be subject to an independent review for reasonableness and best value by the Lead State. Costs determined not to be reasonable or best-value by the Lead State may result in all or part of Offeror's proposal being rejected, notwithstanding the results of the Cost Proposal evaluation.

6. It is Offerors responsibility to ensure it has completed all tabs and required inputs based on its proposed products & services.

**Attachment I**  
**COST PROPOSAL - Solicitation Number: OK-MA-192-23**  
**Section 1 - Number of Proposed Categories**

**ADDITIONAL INSTRUCTION:**

1. Offeror is to input in the **blue** highlighted fields "Yes" or "No" on whether Offeror is seeking an award in the respective Category.
2. Offeror should input "No" if it is not proposing for the given Category. If a field is left blank it is assumed that Offeror is not proposing for an award in that Category.
3. All Categories Offeror selects that "Yes" it is proposing for an award must subsequently include a complete proposal to Section 2 (Market Basket Evaluation) and Section 3 (Discount % Off Evaluation) for the respective Category. Failure to submit a complete Cost Proposal for each Category Offeror is seeking an award in may result in disqualification of Offeror's proposal to that Category.

Category #	Category Description	Select Yes / No for what Categories you are Seeking an Award In
<b>Heavy Equipment</b>		
1	Articulated Dump Haulers	Yes
2	Articulated Haulers	Yes
3	Backhoes	
4	Planer / Cold Planer	
5	Compactors: Road, Asphalt, & Landfill	Yes
6	Dozers	
7	Motor Graders	
8	Pavers	
9	Reclaimers	
10	Site Dumpers	
11	Skid Steers	
12	Telehandlers	
13	Track Excavators	Yes
14	Tracked Loaders	
15	Wheel Loaders	Yes
16	Wheeled Excavator	Yes
17	Sweepers: Airport Runway, Riding, Parking Lot, & Sidewalk	

<b>Industrial Equipment</b>		
1	Air Compressors	
2	Backup Battery Pack	
3	Generators	
4	Forklifts	
5	Light Tower	

**# of Categories Seeking an Award In -->**

**Attachment I**  
**COST PROPOSAL - Solicitation Number OK-MA-192-23**  
**Section 2 - Market Basket Evaluation**

**ADDITIONAL INSTRUCTION:**

1. Offeror must complete all required fields (fields in a **blue** highlight) on this Cost Proposal. The format and structure of the Cost Proposal is intended to allow for a fair market basket type evaluation of like costs among Offerors. Deviation from the format or structure of this Cost Proposal may result in Offeror's proposal being deemed non-responsive.
2. Offeror is wholly responsible for ensuring figures and calculations submitted in Offeror's completed Cost Proposal are accurate, even if formulas have been provided by the Lead State as a courtesy.
3. Categories 5 (Compactors) and 17 (Sweepers) within **Heavy Equipment** portion include sub-categories. Offeror must propose for each sub-category of an overall Category in order to be considered for an award in that Category. Failure to propose each sub-category of an overall Category may result in disqualification of Offeror's proposal from that Category.
4. The "Minimum Product Specifications" in column C represent the minimum spec. Offeror is to assess its own inventory of equipment to meet these minimum specifications and input in columns D to H the proposed Equipment.

Category #	Category	Minimum Product Specifications	Offeror's Proposed Product	Specifications for Offeror's Proposed Product	List Price	Minimum Discount % Off	Extended Price
<b>Heavy Equipment</b>							
1	Articulated Dump Haulers	Net Power --- 235 KW (321 hp) at 1,900 rpm Rated Payload --- 53,300 lbs. Heaped Capacity --- 15.0 m3 (19.6 cu. yd.)	Volvo A25G	Net Power: 235 KW (315 hp) at 2,100 rpm Rated Payload --- 55,116 lbs. Heaped Capacity --- 15.9 m3 (20 cu. yd.)	\$ 583,916.00	41.4%	\$ 342,174.78
2	Articulated Haulers	Net Power --- 465 hp Payload capacity --- 45 sh tn Body volume, SAE 2:1 heap --- 32 yd³	Volvo A45G	Net Power --- 469 hp Payload capacity --- 45 sh tn Body volume, SAE 2:1 heap --- 32.8yd³	\$ 1,030,599.00	41.4%	\$ 603,931.01
3	Backhoes	Net Peak Power --- 75 kW (100 hp) at 1,600 rpm Standard Dipperstick Digging Depth --- 4.30 m (14 ft. 1 in.) Operating Weight --- 14,600 lbs.					
4	Planer / Cold Planer	Rotor Width --- 83-inch Rotor Depth --- 12-inch Operating Weight --- 41,000 lbs. Load Sensing Propel System High capacity, versatile convey					
5 - a	Compactors: Road	Impact Force --- 30KN Speed --- 0-5km/hour Drum Width --- 800mm * 500mm Climbing --- 25%	Volvo SD45B	Impact Force --- 75 KN 16,800 kN Speed --- 0-9.1Km/hour 0-5.7 mph Drum Width --- 1300 mm Climbing --- 30%	\$ 123,094.00	36.9%	\$ 77,672.31
5 - b	Compactors: Asphalt	Operating Weight (with ROPS) --- 10,000 kg. Rated Engine Power --- 80 kW. Drum or Rolling Width --- 1,530 mm.	Volvo DD110C	Operating Weight (with ROPS) --- 11,045kg. 24,355 lbs Rated Engine Power --- 110 kW, 148 HP. Drum or Rolling Width --- 1700mm, 67"	\$ 242,422.00	37.6%	\$ 151,271.33
5 - c	Compactors: Landfill	Operating Weight --- 90207 lbs. Gross Power --- 435 HP Net Power --- 405 HP	Volvo LC450H	Operating Weight --- 90,000 lbs. Gross Power --- 416HP Net Power --- 414HP	\$ 1,249,621.00	29.4%	\$ 882,232.43
6	Dozers	Net Power --- 69 kW (92 hp) at 2,200 rpm Operating Weight --- 20,000 lbs. Track on Ground --- 2 184 mm (86 in.)					
7	Motor Graders	Net power, gears 1 and 2 --- 165 horsepower; 123 kilowatts Net power, gears 3 through to 6 --- 185 horsepower; 138 kilowatts Number of cylinders --- 6 Displacement --- 10.3 litres (629 cubic inches)					
8	Pavers	Gross Power --- 225 HP Standard Paving Range --- 3 - 6 m (9' 10"-19' 6") Operating Weight - With SE60 V --- 45090 lb					
9	Reclaimers	Operating Weight --- 50000 lbs Cutting/Mixing Width --- 96 inches Gross Power --- 415.7 HP					
10	Site Dumpers	Gross Engine Power --- 74 hp (55 kW) Payload --- 13,228 lbs (6,000 kg) Bucket Capacity --- 4.2 yd3 (3.19 m3)					
11	Skid Steers	Rated Operating Capacity --- 795 kg (1,750 lb.) Gross Horsepower --- 48.5 kW (65 hp) Net Horsepower --- 45.6 kW (61 hp) Operating Weight --- 2806 kg (6,180 lb.)					
12	Telehandlers	Maximum Lift Capacity --- 10000 lb / 4535.92 kg Outriggers Up Lift Height --- 55 ft / 16.76 m Outriggers Up Forward Reach --- 42 ft / 12.8 m Lift Capacity at Full Height --- 5000 lb / 2267.96 kg					
13	Track Excavators	Net Power --- 73 kW (98 hp) Digging Depth --- 6.03 m (19 ft. 9 in.) Operating Weight --- 13 407 kg (29,531 lb.)	Volvo EC140E	Net Power --- 89 kW (119 hp) Digging Depth --- 6.03 m (19 ft. 11 in.) Operating Weight --- 14,610 kg (32,220.)	\$ 191,446.00	41.4%	\$ 112,187.36
14	Tracked Loaders	Rated Operating Capacity --- 1176 kg (2,590 lb.) Gross Horsepower --- 54.8 kW (74 hp) Net Horsepower --- 52.5 kW (70 hp) Operating Weight --- 4313 kg (9,500 lb.)					
15	Wheel Loaders	Net Power --- 47 kW (62 hp) at 2,200 rpm Operating Weight --- 5220 kg (11,508 lb.) Bucket Capacity --- 0.7-1.1 m3 (0.9-1.4 cu. yd.)	Volvo L25H	Net Power --- 48 kW (64.4 hp) at 2,400 rpm Operating Weight --- 5220 kg (11,508 lb.) Bucket Capacity --- 0.8- 1.2 m3 (1.05 - 1.6 cu. yd.)	\$ 96,743.00	38.4%	\$ 59,593.69
16	Wheeled Excavator	Net Power --- 129 kW (173 hp) Digging Depth --- 5.83 m (19 ft. 2 in.) Operating Weight --- 19,700 kg (43,431 lb.)	Volvo EW180E	Net Power --- 129 kW (173 hp) Digging Depth --- 5.83 m (20 ft. 3 in.) Operating Weight --- 19,700 kg (43,872 lb.)	\$ 355,122.00	40.6%	\$ 210,942.47
17 - a	Sweepers: Airport Runway	Net Power --- 99 HP @ 2200 RPM (74 kW) Hopper Capacity --- 7 cubic yards Payload --- 10,000 lbs. Speed - 22 MPH					
17 - b	Sweepers: Riding	Hopper tank capacity --- 26 gallon Water tank capacity -- 7 gallon Suitable for both indoor and outdoor use in dry conditions.					
17 - c	Sweepers: Parking Lot	Cleaning Path --- 50", 64" Hopper Capacity --- 8.8 cu ft Productivity --- 108,791 sqft/hr					
17 - d	Sweepers: Sidewalk	Load Capacity --- 0.12 - 0.14 T Sweeping Width --- 49,21 - 51,96 inch Speed --- 9 MPH					

**Industrial Equipment**

**Attachment I**  
**COST PROPOSAL - Solicitation Number OK-MA-192-23**  
**Section 2 - Market Basket Evaluation**

**ADDITIONAL INSTRUCTION:**

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2. Offeror is wholly responsible for ensuring figures and calculations submitted in Offeror's completed Cost Proposal are accurate, even if formulas have been provided by the Lead State as a courtesy.
3. Categories 5 (Compactors) and 17 (Sweepers) within **Heavy Equipment** portion include sub-categories. Offeror must propose for each sub-category of an overall Category in order to be considered for an award in that Category. Failure to propose each sub-category of an overall Category may result in disqualification of Offeror's proposal from that Category.
4. The "Minimum Product Specifications" in column C represent the minimum spec. Offeror is to assess its own inventory of equipment to meet these minimum specifications and input in columns D to H the proposed Equipment.

Category #	Category	Minimum Product Specifications	Offeror's Proposed Product	Specifications for Offeror's Proposed Product	List Price	Minimum Discount % Off	Extended Price
1	Air Compressors	Tank Size --- 60 Gallon Pressure --- 150 PSI CFM @ 40 PSI --- 13.4 CFM @ 90 PSI --- 11.5 Running HP --- 3.7					
2	Backup Battery Pack	Battery Capacity --- 258 kWh Power Rating --- 120 KVA DC Bus Voltage --- 358 Volts DC Amp Hours --- 720 Ah					
3	Generators	Generator Fuel Type --- Ultra Low Sulfur Diesel Generator Voltage --- 12VDC Run Time at Full Load --- 28 hours Fuel Tank Capacity --- 62 gallon Portable Generator					
4	Forklifts	Load Capacity --- 6,000 lbs Lift Height --- 23 feet Aisle Widths --- 11 to 12 feet Outdoor and indoor use					
5	Light Tower	Height --- 24 feet Compact Design Aim lights from the ground Heavy gauge all-steel body Trailer --- MIG welded, unibody-style Tow hitch Lamps --- Four 1000 W metal halide lamps Luminosity --- 110,000 lm per lamp & 440,000 lm total initial intensity					

**Attachment I**  
**COST PROPOSAL - Solicitation Number OK-MA-192-23**  
**Section 3 - Discount % Off Evaluation**  
**Heavy Construction Equipment**

**ADDITIONAL INSTRUCTION:**

1. Offeror must complete all required fields (fields in a **blue** highlight) on this Cost Proposal. The format and structure of the Cost Proposal is intended to allow for a fair discount % off type evaluation of like costs among Offerors. Deviation from the format or structure of this Cost Proposal may result in Offeror's proposal being deemed non-responsive.
2. It has been determined that the best pricing structure for this portion of the evaluation is a simple "percentage off" of the most current dated Supplier's suggested government or commercial catalog or price list. The pricing matrix is a percentage off the Supplier's Suggested Retail Price. Suppliers can submit actual pricing schedules for their equipment though, with the percentage discount already figured, as long as the Supplier list price is stated first, then the discount, then the final discount price. You will have to keep it updated as pricing changes occur.
3. Within the tables, if you have different discounts for different brands / models / sizes of equipment or options, you WILL have to list the items. If you need more space, insert additional lines as necessary. Light blue highlighted cells signify a requested vendor input.

**MINIMUM DISCOUNT % OFF TABLE**

Category #	Offered Minimum Discount % Off			
1	ARTICULATED DUMP HAULERS			43.6%
Hard type value <b>ONLY</b> if offering a single % for the entire category -->				
Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
Volvo A25J	1/1/2025	\$ 666,710.00	43.6%	\$ 376,024.44
Volvo A30J	1/1/2025	\$ 791,017.00	43.6%	\$ 446,133.59
Volvo A35J	1/1/2025	\$ 994,944.00	43.6%	\$ 561,148.42
Volvo A40J	1/1/2025	\$ 1,041,079.00	43.6%	\$ 587,168.56
				\$ -
[insert additional lines as necessary]				\$ -
2	ARTICULATED HAULERS			
Hard type value <b>ONLY</b> if offering a single % for the entire category -->				
Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
Volvo A45J	1/1/2025	\$ 1,109,545.00	43.6%	\$ 625,783.38
Volvo A45GFS (Full Suspension)	1/1/2025	\$ 1,141,827.00	43.6%	\$ 643,990.43
Volvo A50J	1/1/2025	\$ 1,287,536.00	43.6%	\$ 726,170.30
Volvo A60J	1/1/2025	\$ 1,430,822.00	36.1%	\$ 914,295.26
R60 (Rigid Hauler)	1/1/2025	\$ 1,243,039.00	27.1%	\$ 906,175.43
R70 (Rigid Hauler)	1/1/2025	\$ 1,321,750.00	27.1%	\$ 963,555.75
R100 (Rigid Hauler)	1/1/2025	\$ 2,426,601.00	27.1%	\$ 1,768,992.13
				\$ -
[insert additional lines as necessary]				\$ -
3	BACKHOES			N/A
Hard type value <b>ONLY</b> if offering a single % for the entire category -->				
Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -
4	PLANER/COLD PLANER			N/A
Hard type value <b>ONLY</b> if offering a single % for the entire category -->				
Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -
5	COMPACTORS:			42.9%
A. ROAD				42.9%
Hard type value <b>ONLY</b> if offering a single % for the entire sub-category -->				
Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
Volvo SD45B	1/1/2025	\$ 131,900.00	42.9%	\$ 75,314.90
Volvo SD70B2	1/1/2025	\$ 138,803.00	42.9%	\$ 79,256.51
Volvo SD75B2	1/1/2025	\$ 146,950.00	42.9%	\$ 83,908.45
Volvo SD115B	1/1/2025	\$ 193,704.00	42.9%	\$ 110,604.98
Volvo SD125B	1/1/2025	\$ 205,419.00	42.9%	\$ 117,294.25
[insert additional lines as necessary]				\$ -
B. ASPHALT				41.4%
Hard type value <b>ONLY</b> if offering a single % for the entire sub-category -->				
Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
Volvo DD25B	1/1/2025	\$ 73,346.00	41.4%	\$ 42,980.76
Volvo JDD25B - ELECTRIC	1/1/2025	\$ 149,082.00	45.5%	\$ 81,249.69
Volvo DD30B	1/1/2025	\$ 94,627.00	41.4%	\$ 55,451.42
Volvo DD35B	1/1/2025	\$ 110,922.00	41.4%	\$ 65,000.29
Volvo DD110C	1/1/2025	\$ 259,764.00	41.4%	\$ 152,221.70
Volvo DD120C	1/1/2025	\$ 273,118.00	41.4%	\$ 160,047.15

Volvo DD128	1/1/2025	\$ 304,897.00	41.4%	\$ 178,669.64
Volvo DD140C	1/1/2025	\$ 322,531.00	41.4%	\$ 189,003.17
PT125C (Pneumatic Roller)	1/1/2025	\$ 146,900.00	41.4%	\$ 89,658.82
PTR240 (Pneumatic Roller)	1/1/2025	\$ 259,350.00	41.4%	\$ 160,442.55
				\$ -
[insert additional lines as necessary]				\$ -

#### C. LANDFILL

Hard type value if offering a single % for the entire sub-category -->

29.4%

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
Volvo LC450H	1/1/2025	\$ 1,340,422.00	29.4%	\$ 946,337.93
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

#### 6 DOZERS

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

#### 7 MOTOR GRADERS

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

#### 8 PAVERS

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

#### 9 RECLAIMERS

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

#### 10 SITE DUMPERS

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

#### 11 SKID STEERS

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

#### 12 TELEHANDLERS

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

#### 13 TRACK EXCAVATORS

Hard type value ONLY if offering a single % for the entire sub-category -->

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
Volvo EC20E	1/1/2025	\$ 62,258.00	42.1%	\$ 36,047.38
Volvo EC27D	1/1/2025	\$ 78,268.00	42.1%	\$ 45,317.17
Volvo EC37F	1/1/2025	\$ 88,205.00	42.1%	\$ 51,070.70
Volvo EC65F	1/1/2025	\$ 123,395.00	42.1%	\$ 71,445.71
Volvo ECR18E (Close Radius)	1/1/2025	\$ 55,538.00	42.1%	\$ 32,156.50
Volvo ECR25DFL (Close Radius)	1/1/2025	\$ 77,103.00	42.1%	\$ 44,642.64
Volvo ECR40F	1/1/2025	\$ 92,843.00	42.1%	\$ 53,756.10
Volvo ECR50F (Close Radius)	1/1/2025	\$ 102,904.00	42.1%	\$ 59,581.42
Volvo ECR58F (Close Radius)	1/1/2025	\$ 114,246.00	42.1%	\$ 66,148.43
Volvo ECR90F	1/1/2025	\$ 207,138.00	42.1%	\$ 119,932.90
Volvo JEC18E ( Electric)	1/1/2025	\$ 117,818.00	45.5%	\$ 64,210.81
Volvo JECR18E (Close Radius)(Electric)	1/1/2025	\$ 114,307.00	45.5%	\$ 62,297.32
Volvo JECR25D (Close Radius)(Electric)	1/1/2025	\$ 131,841.00	45.5%	\$ 71,853.35
Volvo EC140EL	1/1/2025	\$ 205,141.00	44.4%	\$ 114,058.40
Volvo EC160EL	1/1/2025	\$ 241,712.00	44.4%	\$ 134,391.87
Volvo EC210FL5	1/1/2025	\$ 261,452.00	45.2%	\$ 143,275.70
Volvo EC230FL5	1/1/2025	\$ 259,516.00	45.2%	\$ 142,214.77
Volvo EC230FLR5	1/1/2025	\$ 270,171.00	45.2%	\$ 148,053.71
Volvo JEC230FL - ELECTRIC	1/1/2025	\$ 514,886.00	40.9%	\$ 304,297.63
EC260FL5	1/1/2025	\$ 312,226.00	44.4%	\$ 173,597.66
Volvo EC260FLR5 (Long Reach)	1/1/2025	\$ 315,907.00	44.4%	\$ 175,644.29
EC300FL5	1/1/2025	\$ 370,249.00	44.4%	\$ 205,858.44
Volvo EC300FLR5 (Long Reach)	1/1/2025	\$ 381,264.00	44.4%	\$ 211,982.78
Volvo EC370FL5	1/1/2025	\$ 434,973.00	44.4%	\$ 241,844.99
Volvo EC400FL5	1/1/2025	\$ 450,091.00	45.2%	\$ 246,649.87
Volvo EC400FLR5 (Long Reach)	1/1/2025	\$ 467,861.00	45.2%	\$ 256,387.83
Volvo EC400FHR (High Reach)	1/1/2025	\$ 901,745.00	45.2%	\$ 494,156.26
Volvo EC500FL5	1/1/2025	\$ 668,139.00	45.2%	\$ 366,140.17
Volvo EC500FLR5 (Long Reach)	1/1/2025	\$ 682,785.00	45.2%	\$ 374,166.18
Volvo EC500FHR (High Reach)	1/1/2025	\$ 1,205,695.00	45.2%	\$ 660,720.86
Volvo EC530EL	1/1/2025	\$ 705,948.00	45.2%	\$ 386,859.50
Volvo EC550EL	1/1/2025	\$ 731,203.00	45.2%	\$ 400,699.24
Volvo EC750EL	1/1/2025	\$ 1,049,211.00	38.4%	\$ 646,313.98
Volvo EC750EHR (High Reach)	1/1/2025	\$ 1,812,651.00	43.6%	\$ 1,022,335.16
Volvo EC950FL	1/1/2025	\$ 1,259,649.00	36.9%	\$ 794,838.52
Volvo ECR145FL5 (Close Radius)	1/1/2025	\$ 233,526.00	44.4%	\$ 129,840.46
Volvo ECR255FL5 (Close Radius)	1/1/2025	\$ 320,184.00	45.2%	\$ 175,460.83
Volvo ECR355FL5 (Close Radius)	1/1/2025	\$ 451,664.00	44.4%	\$ 251,125.18
[insert additional lines as necessary]				\$ -

#### 14 TRACKED LOADERS

Hard type value **ONLY** if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

#### 15 WHEEL LOADERS

Hard type value **ONLY** if offering a single % for the entire sub-category -->

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
Volvo L30HS	1/1/2025	\$ 121,944.00	42.1%	\$ 70,605.58
Volvo L35HS	1/1/2025	\$ 138,582.00	42.1%	\$ 80,238.98
Volvo L45H	1/1/2025	\$ 184,209.00	42.1%	\$ 106,657.01
Volvo L45HS	1/1/2025	\$ 194,543.00	42.1%	\$ 112,640.40
Volvo L50H	1/1/2025	\$ 202,700.00	42.1%	\$ 117,363.30
Volvo L50HS	1/1/2025	\$ 214,074.00	42.1%	\$ 123,948.85
Volvo JL20H (Electric)	1/1/2025	\$ 197,845.00	45.5%	\$ 107,825.53
Volvo JL25H (Electric)	1/1/2025	\$ 216,572.00	45.5%	\$ 118,031.74
Volvo L60H2	1/1/2025	\$ 239,799.00	43.6%	\$ 135,246.64
Volvo L70H2	1/1/2025	\$ 277,326.00	43.6%	\$ 156,411.86
Volvo L90H2	1/1/2025	\$ 314,383.00	43.6%	\$ 177,312.01
Volvo L110H2	1/1/2025	\$ 405,498.00	44.4%	\$ 225,456.89
Volvo L120H2	1/1/2025	\$ 432,999.00	44.4%	\$ 240,747.44
Volvo JL120H2 (Electric)	1/1/2025	\$ 681,168.00	30.9%	\$ 470,687.09
Volvo L150K	1/1/2025	\$ 637,192.00	42.1%	\$ 368,934.17
Volvo L180K	1/1/2025	\$ 669,680.00	42.1%	\$ 387,744.72
Volvo L200KHL	1/1/2025	\$ 977,622.00	42.1%	\$ 566,043.14
Volvo L220K	1/1/2025	\$ 793,811.00	42.1%	\$ 459,616.57
Volvo L260K	1/1/2025	\$ 873,388.00	42.1%	\$ 505,691.65
Volvo L350H2	1/1/2025	\$ 1,361,905.00	42.1%	\$ 788,543.00
[insert additional lines as necessary]				\$ -

#### 16 WHEELED EXCAVATOR

Hard type value **ONLY** if offering a single % for the entire sub-category -->

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
Volvo EW60E	1/1/2025	\$ 132,214.00	42.1%	\$ 76,551.91
Volvo EWR130E	1/1/2025	\$ 221,093.00	44.4%	\$ 122,927.71
Volvo EWR150E	1/1/2025	\$ 267,578.00	44.4%	\$ 148,773.37
Volvo EWR170E	1/1/2025	\$ 351,411.00	44.4%	\$ 195,384.52
Volvo EW160E	1/1/2025	\$ 314,152.00	44.4%	\$ 174,668.51
Volvo EW180E	1/1/2025	\$ 380,525.00	44.4%	\$ 211,571.90
Volvo EW200EMH (Material Handler)	1/1/2025	\$ 381,789.00	44.4%	\$ 212,274.68
Volvo EW220E	1/1/2025	\$ 465,839.00	44.4%	\$ 259,006.48
Volvo EW240EMH (Material Handler)	1/1/2025	\$ 578,651.00	44.4%	\$ 321,729.96
[insert additional lines as necessary]				\$ -

17 **SWEEPERS:**

Hard type value if offering a single % for the entire category -->

N/A

**A. AIRPORT/RUNWAY, WALK BEHIND**

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**B. RIDING**

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**C. PARKING LOT**

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**D. SIDEWALK**

Hard type value ONLY if offering a single % for the entire sub-category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -



**Attachment I**  
**COST PROPOSAL - Solicitation Number OK-MA-192-23**  
**Section 3 - Discount % Off Evaluation**  
**Heavy Equipment Value Add Cost Evaluation and Contract Offering**

**ADDITIONAL INSTRUCTION:**

1. Within the tables, list the value add products / services you intend to provide under the resulting contract award. If you need more space, insert additional lines as necessary. Light blue highlighted cells signify a requested vendor input.

**Value Add Cost**

**Category #**

**1 ARTICULATED DUMP HAULERS**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
CareTrack Telematics Free 4 Year Subscription. Caretrack listed in price pages is for the hardware only.		\$ -	\$ -	\$ -
ActiveCare 1 Year Free subscription. All Models		\$ -	\$ -	\$ -
Free Lifetime Frame Warranty on frame and articulation joint All models		\$ -	\$ -	\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**2 ARTICULATED HAULERS**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
R100E (Rigid Hauler)	1/1/2023	\$ 2,264,602.00	27.1%	\$ 1,650,894.86
CareTrack Telematics Free 4 Year Subscription. Caretrack listed in price pages is for the hardware only. Excludes R100E		\$ -	\$ -	\$ -
ActiveCare 1 Year Free subscription. Excludes R100E		\$ -	\$ -	\$ -
Free Lifetime Frame Warranty on frame and articulation joint Excludes R100E		\$ -	\$ -	\$ -
[insert additional lines as necessary]				\$ -

**3 BACKHOES**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**4 PLANER/COLD PLANER**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**5 COMPACTORS:**

**A. ROAD**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
CareTrack Telematics Free 4 Year Subscription. Caretrack listed in price pages is for the hardware only. SD75B & SD115B		\$ -	\$ -	\$ -
ActiveCare 1 Year Free subscription. SD75B and SD115B		\$ -	\$ -	\$ -
Lifetime Frame Warranty on frame and articulation joint All models		\$ -	\$ -	\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**B. ASPHALT**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
CareTrack Telematics Free 4 Year Subscription. Caretrack listed in price pages is for the hardware only. SD75B & SD115B				\$ -
ActiveCare 1 Year Free subscription. SD75B and SD115B				\$ -
Lifetime Frame Warranty on frame and articulation joint All models				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

#### C. LANDFILL

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
CareTrack Telematics Free 4 Year Subscription. Caretrack listed in price pages is for the hardware only.				\$ -
ActiveCare 1 Year Free subscription.				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

#### 6 DOZERS

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

#### 7 MOTOR GRADERS

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

#### 8 PAVERS

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

#### 9 RECLAIMERS

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

#### 10 SITE DUMPERS

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

#### 11 SKID STEERS

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

## 12 TELEHANDLERS

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

## 13 TRACK EXCAVATORS

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
Volvo JEC18E ( Electric)	1/1/2023	\$ 120,734.00	37.0%	\$ 76,062.42
Volvo JECR18E (Close Radius)(Electric)	1/1/2023	\$ 113,497.00	37.0%	\$ 71,503.11
Volvo JECR25D (Close Radius)(Electric)	1/1/2023	\$ 143,329.00	37.0%	\$ 90,297.27
CareTrack Telematics Free 4 Year Subscription. Caretrack listed in price pages is for the hardware only. Includes all electric modes and EC35D and larger excavators	1/1/2023	\$ -	\$ -	\$ -
ActiveCare 1 Year Free subscription. Includes all electric modes and EC35D and larger excavators	1/1/2023	\$ -	\$ -	\$ -
Lifetime Frame Warranty on frame, boom and stick. Excludes Long Reach and High Reach excavators.	1/1/2023	\$ -	\$ -	\$ -
				\$ -
[insert additional lines as necessary]				\$ -

## 14 TRACKED LOADERS

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

## 15 WHEEL LOADERS

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
Volvo JL20H (Electric)	1/1/2023	\$ 197,633.00	37.0%	\$ 124,508.79
Volvo JL25H (Electric)	1/1/2023	\$ 211,502.00	37.0%	\$ 133,246.26
CareTrack Telematics Free 4 Year Subscription. Caretrack listed in price pages is for the hardware only. Includes all electric models and L30G and larger Wheel Loaders. Excludes SDLG Models	1/1/2023	\$ -	0.0%	\$ -
ActiveCare 1 Year Free subscription. Includes all electric models and L30G and larger Wheel Loaders. Excludes SDLG Models.	1/1/2023	\$ -	0.0%	\$ -
Lifetime Frame Warranty on frame, boom articulation joint. All models except SDLG.	1/1/2023	\$ -	\$ -	\$ -
				\$ -
[insert additional lines as necessary]				\$ -

## 16 WHEELED EXCAVATOR

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
CareTrack Telematics Free 4 Year Subscription. Caretrack listed in price pages is for the hardware only. Excludes EW60E				\$ -
ActiveCare 1 Year Free subscription. Excludes EW60E				\$ -
Lifetime Frame Warranty on frame, boom and stick.				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

## 17 SWEEPERS:

**A. AIRPORT/RUNWAY, WALK BEHIND**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**B. RIDING**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**C. PARKING LOT**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**D. SIDEWALK**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**Attachment I**  
**COST PROPOSAL**  
**Section 3 - Discount % Off Evaluation**  
**Industrial Equipment**

**ADDITIONAL INSTRUCTION:**

1. Offeror must complete all required fields (fields in a **blue** highlight) on this Cost Proposal. The format and structure of the Cost Proposal is intended to allow for a fair discount % off type evaluation of like costs among Offerors. Deviation from the format or structure of this Cost Proposal may result in Offeror's proposal being deemed non-responsive.
2. It has been determined that the best pricing structure for this portion of the evaluation is a simple "percentage off" of the most current dated Supplier's suggested government or commercial catalog or price list. The pricing matrix is a percentage off the Supplier's Suggested Retail Price. Suppliers can submit actual pricing schedules for their equipment though, with the percentage discount already figured, as long as the Supplier list price is stated first, then the discount, then the final discount price. You will have to keep it updated as pricing changes occur.
3. Within the tables, if you have different discounts for different brands / models / sizes of equipment or options, you WILL have to list the items. If you need more space, insert additional lines as necessary. Light blue highlighted cells signify a requested vendor input.

**MINIMUM DISCOUNT % OFF TABLE**

Category #					
<b>1 AIR COMPRESSORS</b>	Hard type value <b>ONLY</b> if offering a single % for the entire category -->				
				<b>Offered Minimum Discount %</b>	<b>Off N/A</b>
Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price	
				\$ -	
				\$ -	
				\$ -	
				\$ -	
[insert additional lines as necessary]				\$ -	

Category #					
<b>2 BACK UP BATTERY PACKS</b>	Hard type value <b>ONLY</b> if offering a single % for the entire category -->				
				<b>Offered Minimum Discount %</b>	<b>Off N/A</b>
Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price	
				\$ -	
				\$ -	
				\$ -	
				\$ -	
[insert additional lines as necessary]				\$ -	

Category #					
<b>3 GENERATORS</b>	Hard type value <b>ONLY</b> if offering a single % for the entire category -->				
				<b>Offered Minimum Discount %</b>	<b>Off N/A</b>
Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price	
				\$ -	
				\$ -	
				\$ -	
				\$ -	
[insert additional lines as necessary]				\$ -	

Category #					
<b>4 FORKLIFTS</b>	Hard type value <b>ONLY</b> if offering a single % for the entire category -->				
				<b>Offered Minimum Discount %</b>	<b>Off N/A</b>
Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price	
				\$ -	
				\$ -	
				\$ -	
				\$ -	
[insert additional lines as necessary]				\$ -	

Category #					
<b>5 LIGHT TOWERS</b>	Hard type value <b>ONLY</b> if offering a single % for the entire category -->				
				<b>Offered Minimum Discount %</b>	<b>Off N/A</b>
Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price	
				\$ -	
				\$ -	

				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**Offered**  
**Minimum**  
**Discount %**  
**Off**

**Category #**

6 **OTHER (IN SCOPE)**

Hard type value **ONLY** if offering a single % for the entire category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**Offered**  
**Minimum**  
**Discount %**  
**Off**

**Category #**

7 **OTHER (IN SCOPE)**

Hard type value **ONLY** if offering a single % for the entire category -->

N/A

Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Minimum Discount % Off	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**Attachment I  
COST PROPOSAL**

**Section 3 - Discount % Off Evaluation  
Industrial Equipment Value Add Cost Evaluation and Contract Offering**

**ADDITIONAL INSTRUCTION:**

1. Within the tables, list the value add products / services you intend to provide under the resulting contract award. If you need more space, insert additional lines as necessary. Light blue highlighted cells signify a requested vendor input.

**Value Add Cost**

**Category #**

**1 AIR COMPRESSORS**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**2 BACK UP BATTERY PACKS**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**3 GENERATORS**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**4 FORKLIFTS**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**5 LIGHT TOWERS**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**6 OTHER (IN SCOPE)**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -

**7 OTHER (IN SCOPE)**

Brand Name / Service / Product Description	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	List Price	Discount %	Extended Price
				\$ -
				\$ -
				\$ -
				\$ -
[insert additional lines as necessary]				\$ -