

10.0 Pricing Response (PROPRIETARY & CONFIDENTIAL)

Instructions to Vendors: Vendor shall provide the pricing information in the format specified in Schedule 10.1B (Pricing Format Spreadsheet). The proposal shall clearly indicate ALL COSTS (fixed and/or variable) that Commonwealth is expected to incur over the life of the agreement based on the information contained in this Detailed Package. Commonwealth will assume that the figures are inclusive of all the services described in this Schedule unless Vendor explicitly indicates otherwise. Additionally, the Vendor shall ensure that it complies with the following requirements:

- a) The Vendor proposal **must** decouple any financing/funding schemes from other financial aspects of the proposal.*
- b) The proposal **must** contemplate an alternative wherein the Commonwealth would provide the financing through its capabilities.*
- c) The proposal **must** include an analysis that shows the “all-in” cost to the Commonwealth separate from any cost avoidance or benefits-funded financing options.*
- d) The proposal **must** demonstrate, using concrete examples, the recommended funding model.*
- e) The financial proposal **must** represent a viable funding stream that can be captured.*
- f) Vendor **must** clearly indicate that it understands that the Commonwealth will not provide any assurances of the availability of state funds or future debt authorization.*

Note: Schedule 10.1A and Schedule 10.1B include requirements and instructions on how to complete the Pricing Format Spreadsheet. EACH LINE ITEM SHALL INCLUDE IN THE COMMENT SECTION THE ASSUMPTIONS THE VENDOR IS MAKING RELATIVE TO PRICING VARIABLES.

Redacted from Public Document – Proprietary and Confidential