

6.0 Tab F. Proposal Pricing

Respondents should furnish a proposal that specifies a pricing model(s) that will apply to all orders placed under this contract. The pricing models(s) can be based on quantity or a flat percentage discount across the board. Please provide a current suggested list pricing (rate card) for the products and services that you intend to provide in your proposal.

Respondents are asked to identify which services they are proposing in Exhibit B, and to provide pricing information as specified below for each item separately. Vendors are encouraged to promote the pricing structure that most fits their business model for each of the items that they are responding. Respondents may use as many pages as necessary to convey their pricing models.

Depending on the type of service or product being offered, pricing may be hourly rate-card for employee time, flat-fee, catalog percentage discount (also known as list-less), or any method that the Respondent prefers to propose.

Pricing for firm-fixed priced deliverable-based services for all Product Categories will be directly negotiated on a case-by-case basis in response to an Order for Product and shall be set forth in an applicable Statement of Work. Pricing will include the NCTCOG Administrative Fee (as defined in the RFP).

Gartner Consulting's hourly blended rate for 2023 is \$385/hour. This rate is subject to change annually.

6.1 Pricing Assumptions

Firm Fixed-Price — Gartner will estimate the level of effort (hours) and expertise (labor categories) required for each deliverable in an applicable Statement of Work using a blended rate approach. This allows us to accurately reflect the fact that the specific resources/Gartner labor categories are currently unknown but will be filled by one of the labor categories included in the blended rate. Where required, Gartner has confirmed that this approach yielded blended rates at or below contractually stipulated rates.

The total cost set forth in the order shall be a fixed-price for all the required services and work products. The Gartner team is fully committed to delivering proposed scope of work described in an applicable Statement of Work using the fixed-priced deliverables-based model. The estimated hours provided in an applicable Statement of Work are for estimation purposes only to derive our proposed fixed-price. As with all fixed-priced deliverables-based engagements, the actual number of hours to perform the work will vary and the estimated hours proposed may not reflect the actual required hours. Moreover, Gartner anticipates leveraging other labor categories as needed to deliver exceptional service in the most efficient manner. Similarly, Gartner may need to move hours/level of effort across personnel and labor categories to enable efficient and high value service delivery — provided the total firm fixed-price is not exceeded. Given this is a fixed-price order, and not time-and-materials, Gartner will not be providing any further information regarding actual hours expended and/or labor rates of actual resources utilized to complete the work.