

## PRICING PROPOSAL INSTRUCTIONS

Enter information in the lightly shaded areas only.

Instructor costs are inclusive of all course materials (including manual and wallet card) and unlimited online access for all Instructors.

Manual costs are inclusive of updates.

The volume projections represent the full term of the Contract statewide for all districts.

There is no guarantee of volume. Payment will be made based on actual volume.

**The Contract rates will be banded by the volume amount.**

**Volume accumulates throughout the Contract term; once one volume has been met, the price changes to the next band of pricing.**

**Note: The volume and associated pricing will not restart back to zero at any time.**

Vendors are encouraged to consider volume discounting pricing.

Bidders are not to change, delete, or make any additions to this form, and are to supply only the bid information that is required. If any changes, deletions, or additions are made by the Bidder, or if all of the required bid information is not provided, the bid may be disqualified at OPWDD's discretion.

The Bidder with the lowest total cost will be awarded the full points allocated to the pricing evaluation.

The score for each of the Bidders will be proportionate to the lowest Bidder.

All prices are fixed for the term of the contract.