

**W8486-228518 LC4ISR – APPLICATIONS SUSTAINMENT SERVICES**  
**APPENDIX B1 - PRICE PROPOSAL AND FINANCIAL BID EVALUATION CRITERIA**  
**PROPOSED FIXED MONTHLY FEE FOR CORE WORK**

A	B	C	D	E	F	G	H	I	J
Item Number	Core Work	Proposed Fixed Monthly Fee						Multiplication Factor	Total Extended (C+D+E+F+G+H)*I
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6		
1	Core Management Work							12	
2	Core Engineering Management Work								
<b>Total Proposed Core Work Fee for Firm Periods</b>									<b>\$</b>

- Notes:**
- Bidders must insert their proposed Fixed Monthly Fee in this tab.**
  - Proposed Fixed Monthly Fee amounts must include all overheads & profit, and exclude taxes as applicable.**
  - Multiplication Factor of 12 is based on 12 months in each year of the contract.**
  - Multiplication Factor will be used for bid evaluation purposes only.**
  - Prices for the Option and Transition Periods will be finalized based on the Canadian Consumer Price Index.**
  - Bidders must complete and submit this appendix as part of their price proposal.**
  - Bidders must discard any embedded formulas in this entire spreadsheet and employ their own formulas as needed.**
  - Bidders interested in submitting a bid should send an email to the Contracting Authority requesting to receive Annex B1 in its original format (Excel).**

**W8486-228518 LC4ISR – APPLICATIONS SUSTAINMENT SERVICES**  
**APPENDIX B1 - PRICE PROPOSAL AND FINANCIAL BID EVALUATION**  
**PROPOSED FIXED LABOUR RATES FOR THE FIRM PERIOD**

A	B	C	D	E	F	G	H	I	J
Labour Categories	Labour Levels	Hypothetical Hours for AWRs	Fixed Hourly Labour Rates						Total Extended C x (D+E+F+G+H+I)
			Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	
A- Systems Engineer	1. Junior	100							
	2. Intermediate	200							
	3. Senior	300							
B- Systems Technician	4. Junior	100							
	5. Intermediate	200							
	6. Senior	300							
C- Software Architect	7. Junior	100							
	8. Intermediate	200							
	9. Senior	300							
D- Software/Firmware Engineer	10. Junior	100							
	11. Intermediate	200							
	12. Senior	300							
E- Software/Firmware Developer	13. Junior	100							
	14. Intermediate	200							
	15. Senior	300							
F- Cybersecurity Engineer	16. Junior	100							
	17. Intermediate	200							
	18. Senior	300							
G- Cybersecurity Specialist	19. Junior	100							
	20. Intermediate	200							
	21. Senior	300							
H- Cybersecurity Analyst	22. Junior	100							
	23. Intermediate	200							
	24. Senior	300							
I- Information Management Specialist	25. Junior	100							
	26. Intermediate	200							
	27. Senior	300							
J- Information Management Analyst	28. Junior	100							
	29. Intermediate	200							
	30. Senior	300							
K- Configuration Management Specialist	31. Junior	100							
	32. Intermediate	200							

	33. Senior	300							
L- Configuration Management Analyst	34. Junior	100							
	35. Intermediate	200							
	36. Senior	300							
M- Database Manager	37. Intermediate	200							
	38. Senior	300							
N- Test Engineer	39. Intermediate	200							
	40. Senior	300							
O- Test Technician	41. Junior	100							
	42. Intermediate	200							
	43. Senior	300							
P- Quality Management Analyst	44. Junior	100							
	45. Intermediate	200							
	46. Senior	300							
Q- Integrated Logistics Support Manager	47. Intermediate	200							
	48. Senior	300							
R- Integrated Logistics Support Technician	49. Junior	100							
	50. Intermediate	200							
	51. Senior	300							
S- Training Material Manager	52. Intermediate	200							
	53. Senior	300							
T- Training Material Developer	54. Junior	100							
	55. Intermediate	200							
	56. Senior	300							
U- Human Factors Specialist	57. Junior	100							
	58. Intermediate	200							
	59. Senior	300							
V- Technical Writer	60. Intermediate	200							
	61. Senior	300							
W- Field Support Manager	62. Intermediate	200							
	63. Senior	300							
X- Field Support Representative	64. Junior	100							
	65. Intermediate	200							
	66. Senior	300							
Y- Co-op Student	67. Junior	100							
	68. Senior	300							
<b>Total Aggregated Labour Rates Proposed for the Firm Period</b>									<b>\$</b>

***Notes:***

***Bidders must insert their proposed hourly rates in this tab.***

***The proposed Fixed Labour Rates must be fully loaded Rates excluding applicable taxes.***

***Hypothetical Hours for AWRs shown in column C are multiplication factors to determine the Aggregate Labour Rates.***

***The factor will be used for evaluation purpose only. Actual labour hours for AWRs that may be expended will be different.***

***Hourly Labour Rates for the Option and Transition Periods will be finalized based on the Canadian Consumer Price Index.***

**W8486-228518 LC4ISR – APPLICATIONS SUSTAINMENT SERVICES**

**APPENDIX B1 - PRICE PROPOSAL AND FINANCIAL BID EVALUATION**

**PROPOSED MARK-UP FOR THE CONTRACT PERIOD INCLUDING OPTION AND TRANSITION PERIODS**

**PROPOSED CONTRACTOR MARK-UP PERCENTAGE FOR GOODS**

A	B	C	D	E	F	G	H	I	J	K	L	M	N
Item Number	Items Subject to Contractor Mark-Up	Hypothetical Laid-Down Cost of Goods	Mark-up Percentage										Total Mark-Up Percentage Converted in Dollars C*(D+E+F+G+H+I+J+K+L+M)
			Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Option Period 1	Option Period 2	Option Period 3	Transition Period 1 & 2	
1	Acquisition of Material including Hardware, Firmware & Software etc.	\$50,000.00	%	%	%	%	%	%	%	%	%	%	
<b>Total Calculated Contractor Mark-Up</b>													\$

**PROPOSED CONTRACTOR MARK-UP PERCENTAGE FOR SERVICES**

A	B	C	D	E	F	G	H	I	J	K	L	M	N
Item Number	Items Subject to Contractor Mark-Up	Hypothetical Laid-Down Cost of Services	Mark-up Percentage										Total Mark-Up Percentage Converted in Dollars Calculated Mark-Up C*(D+E+F+G+H+I+J+K+L+M)
			Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Option Period 1	Option Period 2	Option Period 3	Transition Period 1 & 2	
1	Acquisition of Services	\$100,000.00	%	%	%	%	%	%	%	%	%	%	
<b>Total Calculated Contractor Mark-Up</b>													\$

<b>Total Proposed Mark-Up For the Contract Period (Goods and Services) N10 + N17</b>													\$
--	--	--	--	--	--	--	--	--	--	--	--	--	----

**Notes:**

*Bidders must insert their proposed percentages in this tab.*

*Hypothetical laid-down costs shown above are multiplication factors to convert the proposed mark up in dollars.*

*The hypothetical laid-down costs will be used for conversion and evaluation purpose only.*

*Applicable Taxes will be extra*

**W8486-228518 LC4ISR – APPLICATIONS SUSTAINMENT SERVICES**

**APPENDIX B1 - PRICE PROPOSAL AND FINANCIAL BID EVALUATION CRITERIA**

**BASED ON FINANCIAL BID'S WEIGHTED PRICE**

A	B	C
Item Number	Items for the Financial Bid Evaluation	Proposed Pricing
1	Total Core Work For Firm Period	
2	Total Aggregated Labour Rates Proposed For the Firm Period	
3	Total Calculated Proposed Mark-Up For the Firm, Option & Transition Periods	
<b>Financial Bid's Weighted Price</b> (50% x Total Core Work Fee for Firm Period) + (20% x Total Aggregated Labour Rates for the Firm Period) + (30% x Total Calculated Mark-Up for the Firm, Option & Transition Periods)		\$

*Note: Bid's Weighted Price shall constitute the 30% ratio allocated to be evaluated as per the Basis of Selection described in Part 4 of the RFP.*