The Offeror’s should provide a detailed proposal as requested in Section II, Item IV, Price Proposal, of this RFP. The Offeror's proposal should support its approach to providing the specified services including labor categories, fully loaded labor rates, travel and any other direct costs being proposed to complete the scope of services. UNMH may, at its sole discretion, use any or all Exhibits for its price analysis evaluation.

If you are a current UNMH vendor or have previously provided the Hospital with these services, please use current sales records to provide your 'Current UNMH Price'.

Please provide a list of fully loaded labor rates of all of the labor categories contemplated to perform the scope of services to be used to in the event additional work is requested.

Offeror's Price must be all-inclusive and shall reflect all costs associated with design complexities, shipping (FOB Destination), receiving, delivery, surcharges and all freight charges, including second day freight, parts, labor, materials, software, supplies, administrative costs, etc., to fulfill the terms, conditions, and scope of work as called for in this RFP.

**Note:** Offerors may use the UNMH Cost Response Form or a format of their choice as long as the Offeror's Proposal includes the following:

1. A separate break out by proposed task or activity that includes:
   a. Labor Cost by labor category, number of hours per category, total labor cost
   b. Reimbursable costs by category including quantity and unit cost and total cost by category
   c. Total proposes cost for required work
2. List of labor categories and labor rates by year for a four year period. These rates will be used as the basis for any additional tasks or activities ordered by UNMH.