

# Annex B – Pricing Form

## OVERVIEW

The Government seeks a pricing scheme from Respondents which will be mutually beneficial and sustainable for both parties. One method could be a fixed price discount structure which could be for the entire duration of the proposed contract term (see sample below) or fluctuations throughout the proposed term of the contract and/or varying annually based on a Bermuda consumer price index (CPI) or fuel “rack” pricing or some combination thereof. Another method could include a lease-to-own scheme for the installed/replaced equipment or a concession period and price determination model or discount bands based on volumes.

Regardless of the method proposed by the Respondent, it must contain the following information, at a minimum, for the RFP Pricing evaluation component:

- Ability to calculate pricing throughout the proposed term of the contract<sup>1</sup>
- Term of the contract (in years)
- Components, fixed or variable, for deliveries outside normal hours of operations (e.g. weekdays, Saturdays, Sundays and Public Holidays)

All fuel products and pricing are to be F.O.B. delivered to each site inclusive of all costs including, but not limited to, all freight, insurance, labour, duties, and taxes.

<sup>1</sup> For RFP calculations, the Bermuda retail pricing effective June 1, 2020 will be used. If a proposed method is not based on the Bermuda retail pricing effective June 1, 2020, the Respondent must provide sufficient reference information to equate net pricing to the Government effective June 1, 2020 (e.g. historical rack pricing, CPI data, etc...). Quantities to be used in the assessment will be based on the annual litres for each fuel type, as shown in Table 1 of Annex C, Scope of Services.

**\*\* SAMPLE ONLY \*\***

### Pricing (Discount from Monthly Pricing Determined by the Minister of Finance)

Pricing to reflect a **discount(s)** to be applied to the monthly pricing as established by the Minister of Finance.

Ultra Low Sulfur Diesel	¢	cents per litre
Premium Unleaded Gasoline	¢	cents per litre

### Emergency Deliveries (Outside Normal Hours of Operation)

Price per Delivery – Weekdays	\$
Price per Delivery – Saturdays	\$
Price per Delivery – Sundays and Public Holidays	\$

### Term of Contract

Length of Contract (in years)	years
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