

ATTACHMENT G
PRICING SCHEDULE

Staffing Position	Minimum Hourly Rate	Quality Assurance/Quality Control Minimum Hourly Rate
Expert		
Task Manager		
Task Specialist		
Administrative Support Personnel		
Estimator		
Scheduler		
Technical Writer		

Alternative Pricing Schedule

The P3 Office wants to solicit alternative approaches to pricing services/deliverables that are considered routine, frequent or typical to its business. The P3 Office aims to achieve cost efficiencies by standardizing pricing for appropriate services/deliverables that include:

SERVICES/DELIVERABLES	Minimum Price
1. Annual review of Concessionaire Base Case Financial Model (BCFM) <ul style="list-style-type: none"> a. Annual review of the BCFM pursuant to the concession agreement. b. Compare current year BCFM with previous year's model to evaluate project performance. c. Review and confirm ongoing functionality of the BCFM. d. Identify key issues and list clarification questions requiring further discussions with the concessionaire, including updates to the analysis and review thereafter. e. Provide key findings such as equity IRR, outstanding debt, actual revenue and costs, and a comparison to previous years' performance. f. Present results in PowerPoint format or as determined by the VDOT Project Manager 	
2. Preliminary Financial Analysis with key defined metrics <ul style="list-style-type: none"> a. Review and understand cost and revenue estimates. b. Analyze benchmarks for different cost and revenue metrics c. Review project financing documents, if available, and assess implications on financial analysis d. Develop financial analysis scenarios for P3 and VDOT delivery including assessment of different value levers and potential use of federal funding (i.e. TIFIA, PABs, etc.) e. Prepare presentations and participate in two (2) meetings with VDOT, as requested. 	
3. Level I/Sketch level Traffic and Revenue studies <ul style="list-style-type: none"> a. Planning level traffic and revenue analysis based on limited available data 	

<p>4. Update/refresh of Traffic and Revenue studies</p> <p>a. Periodic refresh within a 18-month time timeframe to traffic and revenue model based on updated travel demand model, change in tolling policy, etc.</p>	
<p>5. Development of briefings or presentations to VDOT Executives or the Secretariat</p>	
<p>6. Screening Report</p> <p>a. Please refer to Appendix D of the 2017 PPTA Manual and Guidelines (https://www.p3virginia.org/wp-content/uploads/2017/12/2017-PPTA-Manual-and-Guidelines_FINAL.pdf) for requirements of the Qualitative and Quantitative Screening</p>	
<p>7. Lessons Learned Report</p> <p>a. Meet and discuss with VDOT Project Manager and other key stakeholders, post commercial or financial close, to discuss procurement process and related challenges.</p> <p>b. Capture some of the best practices and lessons learned that will assist others when planning, developing and executing work of a similar nature.</p> <p>c. Provide results in Power Point format as determined by the VDOT Project Manager.</p>	
<p>8. Public Sector Analysis and Competition</p> <p>a. See requirements pursuant to § 33.2-1803.1:1 of the Code of Virginia.</p>	
<p>9. Operations and Maintenance Cost Estimate</p> <p>a. Develop initial annual operations and maintenance and life cycle maintenance cost estimates for tolling related improvements including, but not limited to, back office operations and enforcement etc.</p> <p>b. Develop initial annual operations and maintenance and life cycle maintenance cost estimates for non-tolling related improvements including, but not limited to, pavement, drainage, bridges, markings etc.</p> <p>c. Bi-weekly calls with VDOT Project Manager to discuss progress and address key issues.</p> <p>d. Present initial results in Power Point or any other format as desired by the VDOT Project Manager.</p> <p>e. Provide initial results post-delivery support to address any questions.</p>	
<p>10. Design-Build Cost Estimates</p> <p>a. At the direction of the VDOT Project Manager, coordinate with Central Office and VDOT district office team and subject matter experts to understand project configuration.</p> <p>b. Develop planning level capital expenditures.</p> <p>c. Bi-weekly calls with VDOT Project Manager to discuss progress and address key issues</p> <p>d. Present initial results in Power Point or any other format as desired by the VDOT Project Manager.</p> <p>e. Provide initial results post-delivery support to address any questions.</p>	
<p>11. Others to be proposed by Offerors</p>	