# APPENDIX D: PRICING

Pricing is worth 25 points out of the total final score.

Instructions:

1. Proponents should provide the information requested in the table below and include it in their proposals.
2. Rates must be provided in Canadian funds, inclusive of all applicable duties and taxes except for GST and PST, which should be itemized separately.
3. Unless otherwise indicated in the requested pricing information, rates quoted by the proponent must be all-inclusive and must include all labour and material costs, all travel and carriage costs, all insurance costs, all costs of delivery, all costs of installation and set-up, including any pre-delivery inspection charges, and all other overhead, including any fees or other charges required by law.
4. Pricing information is not to be included in any document other than the Appendix D – Pricing.

Pricing will be scored based on a relative pricing formula using the lowest rates submitted. Each proponent will receive a percentage of the total possible points allocated to price, which will be calculated in accordance with the following formula:

𝑙𝑜𝑤𝑒𝑠𝑡 𝑝𝑟𝑖𝑐𝑒÷𝑝𝑟𝑜𝑝𝑜𝑛𝑒𝑛𝑡′𝑠 𝑝𝑟𝑖𝑐𝑒 × 𝑤𝑒𝑖𝑔ℎ𝑡𝑖𝑛𝑔=𝑝𝑟𝑜𝑝𝑜𝑛𝑒𝑛𝑡′𝑠 𝑝𝑟𝑖𝑐𝑖𝑛𝑔 𝑝𝑜𝑖𝑛𝑡𝑠

Detail pricing, including all labour and material costs, all travel and carriage costs, all insurance costs, all costs of delivery, all costs of installation and set-up, including any pre-delivery inspection charges, and all other overhead, including any fees or other charges required by law.

The maximum Total Price in section A below is **$85,000 CAD for the year 2025**. This excludes Callout, Optional, and Value Add Elements.

**Section A: Monthly fees**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| All prices EXCLUSIVE of GST | | | **2025** | | |
| **City Centre Branch**, 1169 Pinetree Way  35,000 sq. ft. | | | **$** | Per Month | |
| **Poirier Branch**, 575 Poirier Street  25,000 sq. ft. | | | **$** | Per Month | |
| TOTAL (City Centre + Poirier branches) | | | **$** | Per Month | |
| Upon satisfactory completion of the first twelve month service period, as reviewed by CPL, and in the event CPL elects to renew the service period(s) for further one-year periods, the above monthly price and where applicable, the monthly rate and hourly call out rate will be adjusted by the following percentages: | | | | | |
|  | **2nd Year – 2026** | Add: |  | **%** |  |
|  | **3rd Year – 2027** | Add: |  | **%** |  |
|  | **4th Year – 2028** | Add: |  | **%** |  |
|  | **5th Year – 2029** | Add: |  | **%** |  |

**Section B: Callout Rates**

We agree to the following all-inclusive rates for additional janitorial and cleaning services, only when requested by CPL, as described in Appendix B. These callout rates will be increased by the same percentage listed in Section A for 2026-2029.

|  |  |  |
| --- | --- | --- |
| **Emergency Services** | **$** Click or tap here to enter text. | Per Hour |
| **Powerwashing** | **$** Click or tap here to enter text. | Per Service |

**Section C: Optional**

We agree to the following monthly service addons, if requested by CPL. These optional services will be increased by the same percentage listed in Section A for 2026-2029.

|  |  |  |  |
| --- | --- | --- | --- |
| **Optional Services A** | **As described in Appendix B** | **$** Click or tap here to enter text. | Per Month |
| **Optional Services B** | **$** Click or tap here to enter text. | Per Month |

**Section D: Value Added Options**

|  |  |  |  |
| --- | --- | --- | --- |
| Please list any value-added offerings mentioned in Appendix C, Section E and the corresponding price (exclusive of PST and GST).  *Any costs associated with a proposed value-added element will not be considered in the awarding of points to the pricing criterion.* | | | |
| Value Add Element A | Click or tap here to enter text. | $ | Click or tap here to enter text. |
| Value Add Element B | Click or tap here to enter text. | $ | Click or tap here to enter text. |
| Value Add Element C | Click or tap here to enter text. | $ | Click or tap here to enter text. |
| Value Add Element D | Click or tap here to enter text. | $ | Click or tap here to enter text. |
| (Add lines as required) | | | |