

## EXHIBIT A - PRICE PROPOSAL REVISION 1

PRICING GUIDELINES: The following considerations apply to Pricing in response to the Imagery Acquisition RFP:

- **Scope of Project** To minimize financial risk to the Consultant, CVAG is allowing each vendor to bid a different per square mile price for two extents; specifically (a) up to 50 square miles per Task Order and (b) over 50 square miles per Task Order. Therefore the vendors bid pricing should indicate the resolution (e.g. 3 inches/pixel, 4 inches/pixel, 6 inches/pixel and 12 inches/pixel) and a price associated with each resolution at the specific extent, (a) or (b). In other words, a matrix of prices per square mile based on the resolution and the extent of coverage tasked.
- **Pricing of Additional Imagery Bands.** A few Consortium members may request Infrared Imagery in addition to a Natural Color deliverable. Bidders should provide either a separate Price Quote per square mile for an additional Ortho Infrared deliverable or alternatively a percentage markup above the Price Quoted for the Natural Color. If a CVAG Task Order requests Ortho Infrared as the only deliverable then it is expect that the Vendors price for that delivery would be the same as the quoted price for a Natural Color only deliverable.
- **Pricing of Elevation DEM/Contours.** A few Consortium members may request Contours (e.g. 2 foot intervals) in addition to the Natural Color (or Infrared) Imagery. Bidders should provide either a separate Price Quote per square mile for DEM/Contour deliverable or alternatively a percentage markup above the Price Quoted for Natural Color or Infrared Imagery. Elevation DEM/Contours should also be priced by range; specifically range (a) or (b) as discussed under Scope of Project above.
- **Payment Once per Square Mile.** Payments will be calculated on actual miles flown and delivered at a given specification (e.g. resolution). The Fixed Price per Square Miles Rule applies even if two, three or more Consortium members are sharing the same data.
- **Domestic versus Off-Shore Processing.** The Consortium would prefer domestic processing of imagery and elevation data. Bidders may elect to also provide a second set of price quotes based on partial or 100% off shore processing.

Bidders may submit their own style of Price Proposal as long as each element of PRICING GUIDELINES is reflected in the Proposal.

EXHIBIT A Continued

**Pricing details:**

Vendors must state that all processing work (e.g. orthorectification) will be performed in the United States. BIDDERS WHO WISH TO PROVIDED AN ADDITIONAL BID FOR OFF-SHORE (NON-DOMESTIC) PROCESSING SHALL PROVIDE A SECOND BID PRICE SHEET WITH THE ALTERNATIVE PRICES INDICATED AND THE ALTERNATIVE BID CLEARLY MARKED AS "OFF-SHORE" PROCESSING BID. While domestic processing is desirable, the Consortium will consider off-shore processing in view of the potential lower cost per square mile; however, if the imagery budget is adequate to cover domestic processing bids, the Consortium will likely select the Vendor offering domestic processing, all other evaluation factors being equal.

The main price proposal is for Natural Color (RGB) imagery. Since some Consortium member's Task Orders may include an additional Infrared Deliverable (IR G B) imagery, Bidders should provide another Price Bid Sheet or a Line Item for each resolution and extent (total square miles) with the additional cost for an IR deliverable. It is expected that if the Consortium member has a unique geographic scope and only orders a Infrared deliverable, the pricing will be the same as the Color Imagery pricing.

If multiple Price Proposals are submitted, they each shall be clearly labeled: Color Offer, Color Off-Shore Processing Offer, Infrared Additional Deliverable Offer. If the options are to be offered as a fixed percentage of the Color Offer, then only one Price Proposal sheet may be necessary to disclose the Bidder's pricing structure.

During the RFP Question and Answer Period, each potential Bidder may request specific clarification on the pricing and technical issues. CVAG's response will be sent to all potential Bidders.

--End of Pricing Exhibit -